

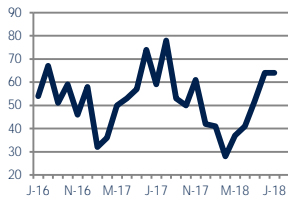
Focus On: Souderton, Telford, and Hatfield Housing Market

July 2018

Zip Code(s): 18969, 18964, 19440 and 18915

Units Sold

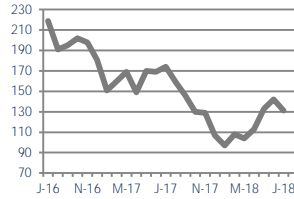
64



Up 8%
Vs. Year Ago

Active Inventory

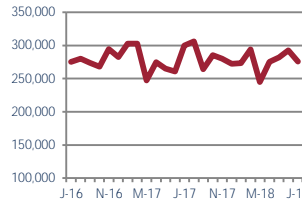
131



Down -25%
Vs. Year Ago

Median Sale Price

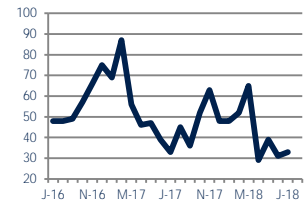
\$275,500



Down -8%
Vs. Year Ago

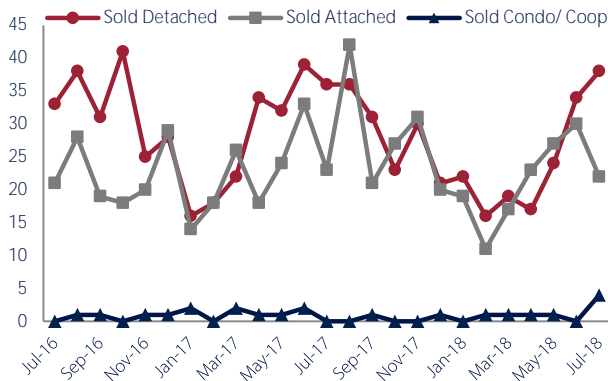
Days On Market

33



No Change
Vs. Year Ago

Units Sold*



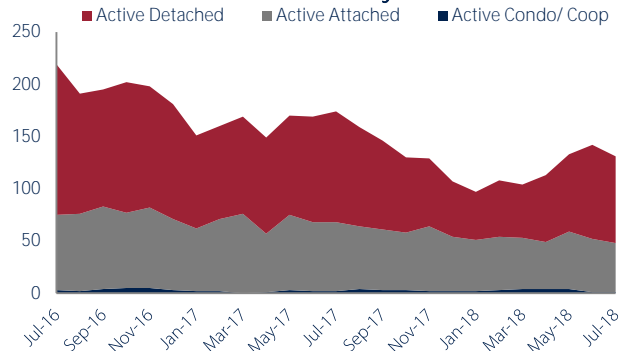
Units Sold

The number of units sold remained stable in July, with 64 sold this month in Souderton, Telford, and Hatfield. This month's total units sold was higher than at this time last year, an increase of 8% versus July 2017.

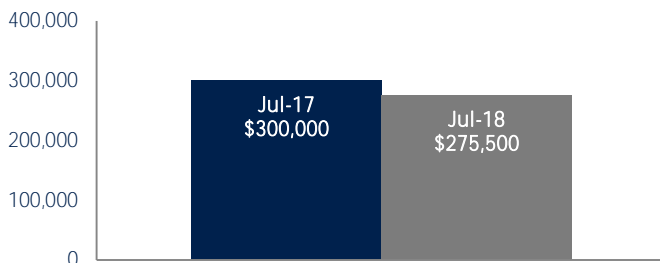
Active Inventory

Versus last year, the total number of homes available this month is lower by 43 units or 25%. The total number of active inventory this July was 131 compared to 174 in July 2017. This month's total of 131 is lower than the previous month's total supply of available inventory of 142, a decrease of 8%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Souderton, Telford, and Hatfield Homes was \$300,000. This July, the median sale price was \$275,500, a decrease of 8% or \$24,500 compared to last year. The current median sold price is 6% lower than in June.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

Souderton, Telford, and Hatfield are defined as properties listed in zip code/s 18969, 18964, 19440 and 18915.

*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

Information included in this report is based on data supplied by TREND and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of TREND or Long & Foster Real Estate, Inc.



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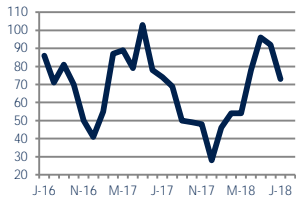
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July 2018

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New Listings

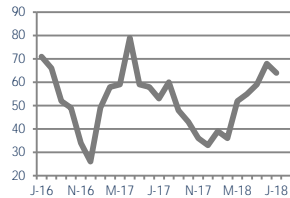
73



Down -1%
Vs. Year Ago

Current Contracts

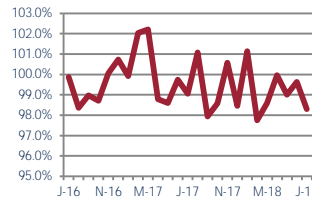
64



Up 21%
Vs. Year Ago

Sold Vs. List Price

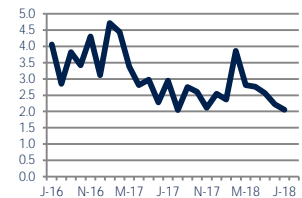
98.3%



Down -0.8%
Vs. Year Ago

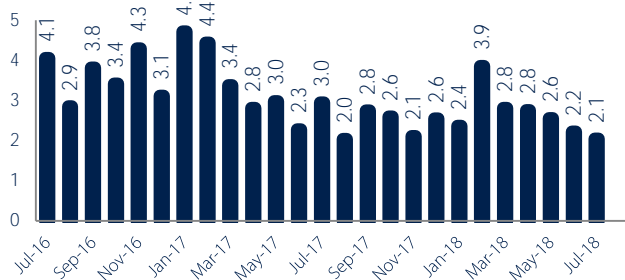
Months of Supply

2.1



Down -31%
Vs. Year Ago

Months Of Supply



Months of Supply

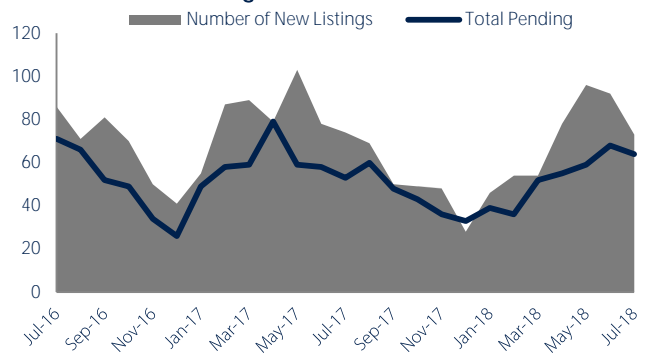
In July, there was 2.0 months of supply available in Souderton, Telford, and Hatfield, compared to 2.9 in July 2017. That is a decrease of 31% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

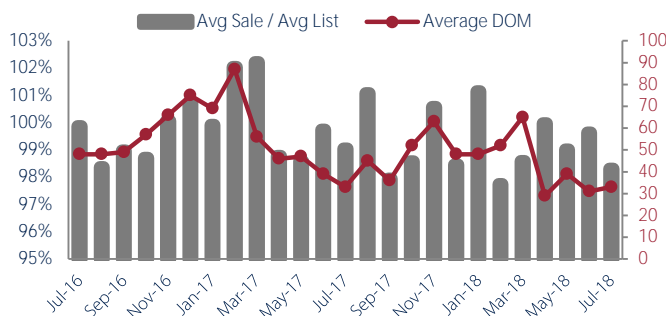
New Listings & Current Contracts

This month there were 73 homes newly listed for sale in Souderton, Telford, and Hatfield compared to 74 in July 2017, a decrease of 1%. There were 64 current contracts pending sale this July compared to 53 a year ago. The number of current contracts is 21% higher than last July.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In July, the average sale price in Souderton, Telford, and Hatfield was 98.3% of the average list price, which is 0.8% lower than at this time last year.

Days On Market

This month, the average number of days on market was 33, which is similar compared to a year ago.



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