

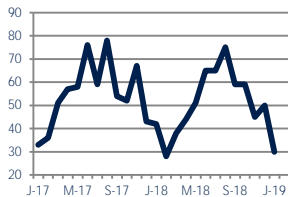
## Focus On: Souderton, Telford, and Hatfield Housing Market

January 2019

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

### Units Sold

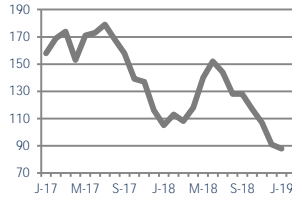
30



**Down**  
Vs. Year Ago

### Active Inventory

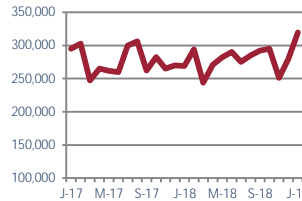
88



**Down -16%**  
Vs. Year Ago

### Median Sale Price

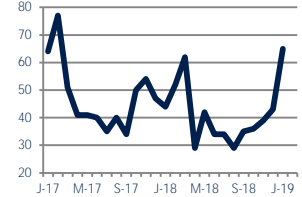
\$319,500



**Up 19%**  
Vs. Year Ago

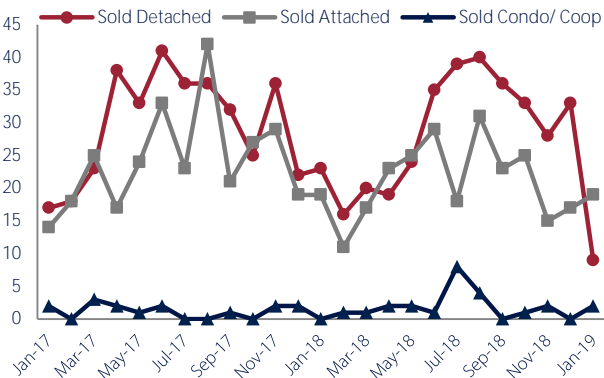
### Days On Market

65



**Up 48%**  
Vs. Year Ago

### Units Sold\*



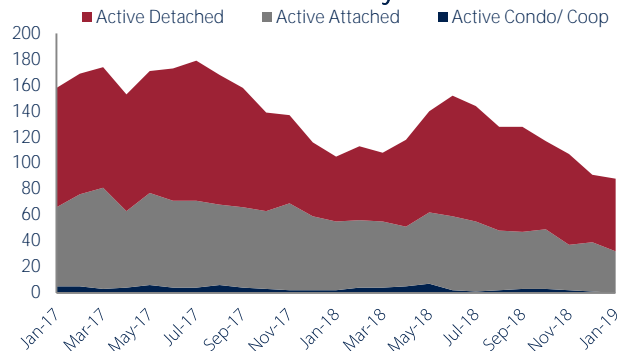
### Units Sold

With relatively few transactions, there was a decrease in total units sold in January, with 30 sold this month in Souderton, Telford, and Hatfield. This month's total units sold was lower than at this time last year, a decrease from January 2018.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 17 units or 16%. The total number of active inventory this January was 88 compared to 105 in January 2018. This month's total of 88 is lower than the previous month's total supply of available inventory of 91, a decrease of 3%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last January, the median sale price for Souderton, Telford, and Hatfield Homes was \$269,150. This January, the median sale price was \$319,500, an increase of 19% or \$50,350 compared to last year. The current median sold price is 14% higher than in December.

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 BRIGHTMLS 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 BRIGHTMLS or Long & Foster Real Estate, Inc.



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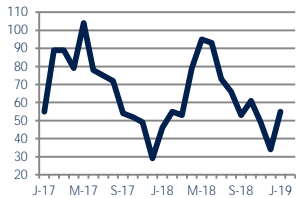
## Focus On: Souderton, Telford, and Hatfield Housing Market

January 2019

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

### New Listings

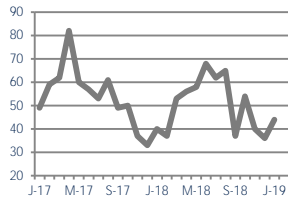
55



Up 20%  
Vs. Year Ago

### Current Contracts

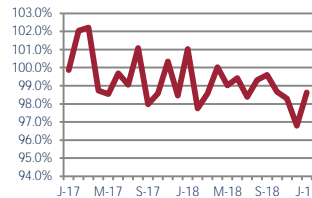
44



Up 10%  
Vs. Year Ago

### Sold Vs. List Price

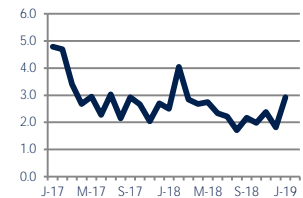
98.6%



Down -2.4%  
Vs. Year Ago

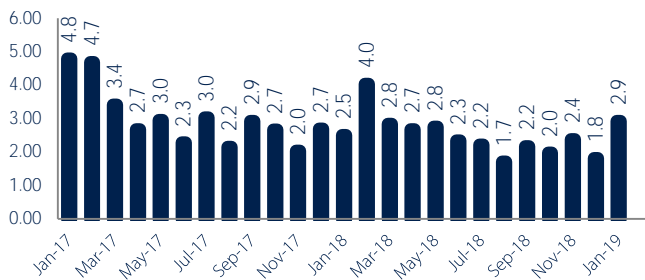
### Months of Supply

2.9



Up 17%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

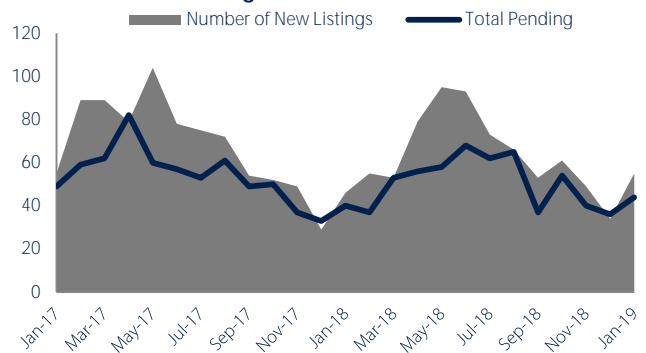
In January, there was 2.9 months of supply available in Souderton, Telford, and Hatfield, compared to 2.5 in January 2018. That is an increase of 17% versus a year ago.

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.

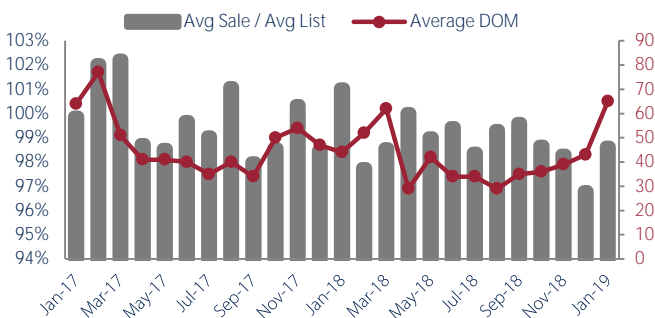
### New Listings & Current Contracts

This month there were 55 homes newly listed for sale in Souderton, Telford, and Hatfield compared to 46 in January 2018, an increase of 20%. There were 44 current contracts pending sale this January compared to 40 a year ago. The number of current contracts is 10% higher than last January.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In January, the average sale price in Souderton, Telford, and Hatfield was 98.6% of the average list price, which is 2.4% lower than at this time last year.

### Days On Market

This month, the average number of days on market was 65, higher than the average last year, which was 44, an increase of 48%.



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