

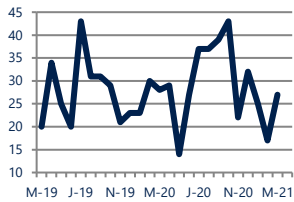


**Focus On: Greencastle and Mercersburg Housing Market**

March 2021

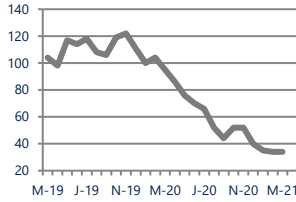
Zip Code(s): 17236 and 17225

**Units Sold**  
27



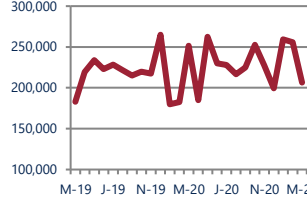
**Down**  
Vs. Year Ago

**Active Inventory**  
34



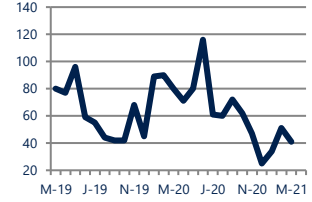
**Down -64%**  
Vs. Year Ago

**Median Sale Price**  
\$206,400



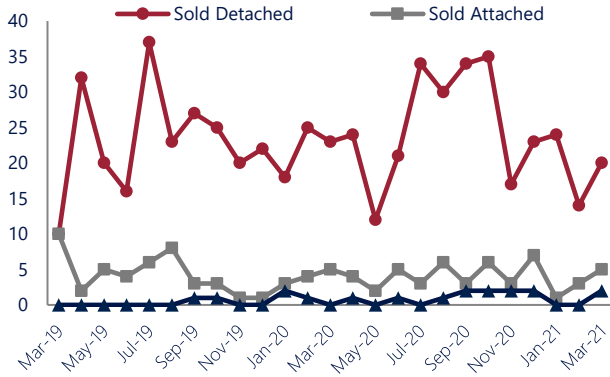
**Down -18%**  
Vs. Year Ago

**Days On Market**  
41



**Down -49%**  
Vs. Year Ago

**Units Sold\***



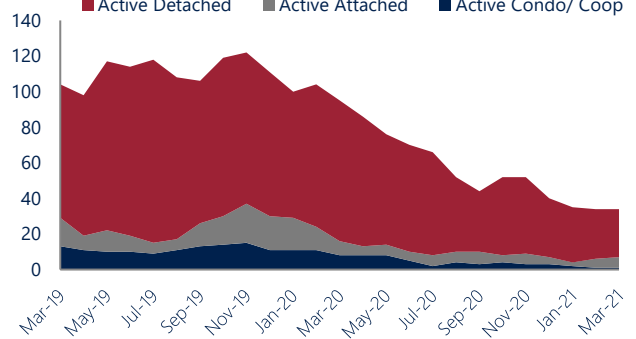
**Units Sold**

With relatively few transactions, there was an increase in total units sold in March, with 27 sold this month in Greencastle and Mercersburg. This month's total units sold was lower than at this time last year, a decrease from March 2020.

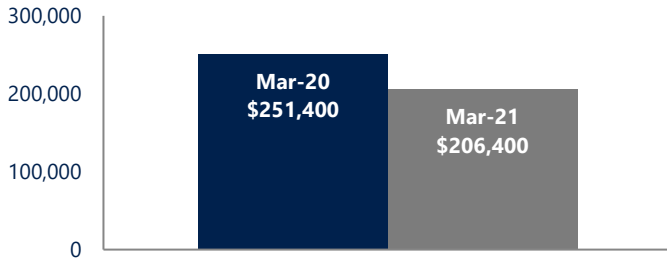
**Active Inventory**

Versus last year, the total number of homes available this month is lower by 61 units or 64%. The total number of active inventory this March was 34 compared to 95 in March 2020. This month's supply remained stable as compared to last month.

**Active Inventory\***



**Median Sale Price**



**Median Sale Price**

Last March, the median sale price for Greencastle and Mercersburg Homes was \$251,400. This March, the median sale price was \$206,400, a decrease of 18% or \$45,000 compared to last year. The current median sold price is 19% lower than in February.

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

Greencastle and Mercersburg are defined as properties listed in zip code/s 17236 and 17225.

\*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.





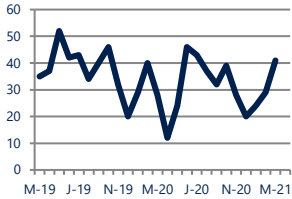
Focus On: Greencastle and Mercersburg Housing Market

March 2021

Zip Code(s): 17236 and 17225

**New Listings**

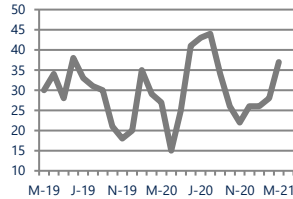
41



Up 46%  
Vs. Year Ago

**Current Contracts**

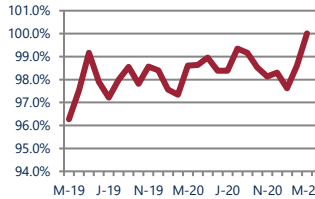
37



Up 37%  
Vs. Year Ago

**Sold Vs. List Price**

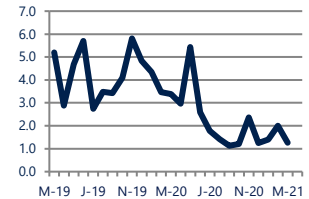
100.0%



Up 1.4%  
Vs. Year Ago

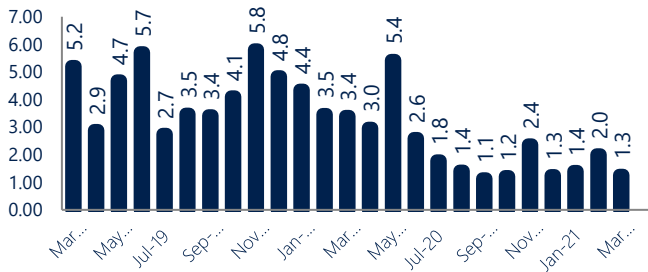
**Months of Supply**

1.3



Down -63%  
Vs. Year Ago

**Months Of Supply**



**Months of Supply**

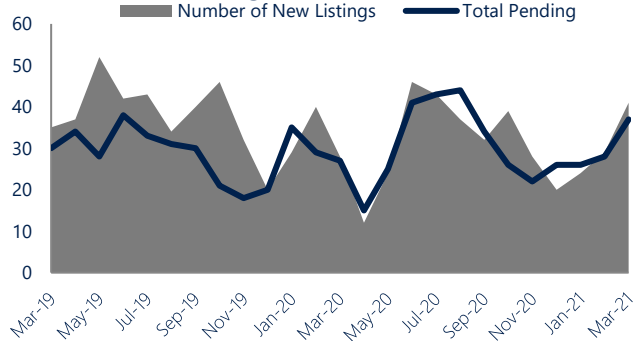
In March, there was 1.3 months of supply available in Greencastle and Mercersburg, compared to 3.4 in March 2020. That is a decrease of 63% versus a year ago.

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.

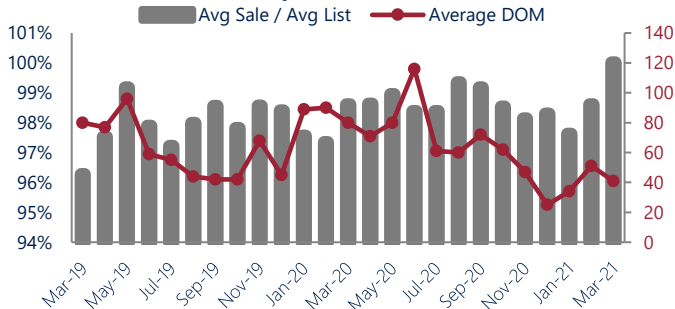
**New Listings & Current Contracts**

This month there were 41 homes newly listed for sale in Greencastle and Mercersburg compared to 28 in March 2020, an increase of 46%. There were 37 current contracts pending sale this March compared to 27 a year ago. The number of current contracts is 37% higher than last March.

**New Listings & Current Contracts**



**Sale Price/ List Price & DOM**



**Sale Price to List Price Ratio**

In March, the average sale price in Greencastle and Mercersburg was 100.0% of the average list price, which is 1.4% higher than at this time last year.

**Days On Market**

This month, the average number of days on market was 41, lower than the average last year, which was 80, a decrease of 49%.



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