



The Long & Foster Market Minute™

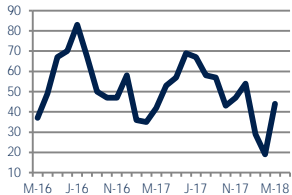
Focus On: Audubon, East Norriton, and West Norriton Housing Market

March 2018

Zip Code(s): 19403 and 19456

Units Sold

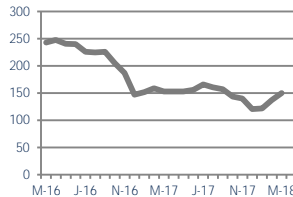
44



Up 5%
Vs. Year Ago

Active Inventory

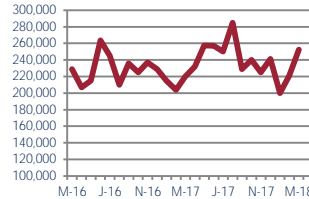
150



Down -2%
Vs. Year Ago

Median Sale Price

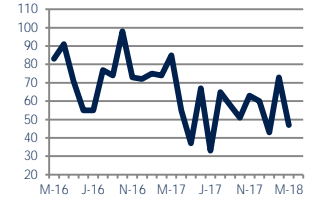
\$252,500



Up 15%
Vs. Year Ago

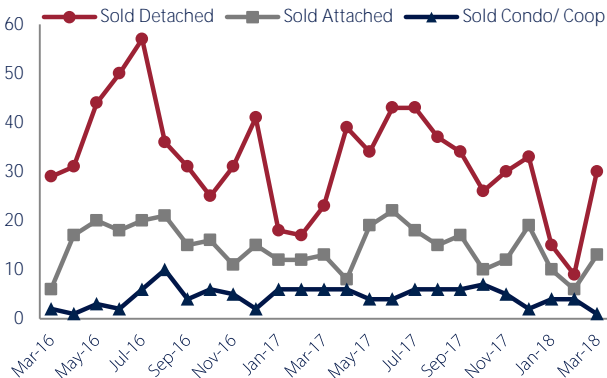
Days On Market

47



Down -45%
Vs. Year Ago

Units Sold*



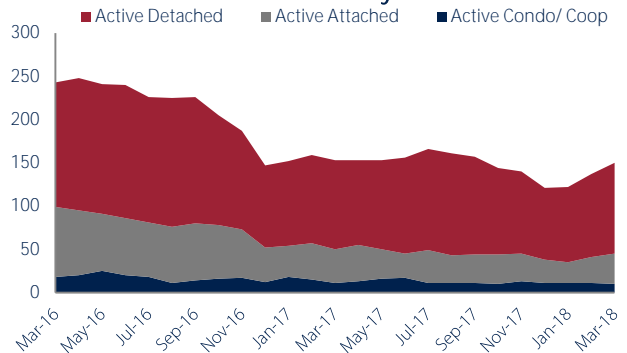
Units Sold

There was an increase in total units sold in March, with 44 sold this month in Audubon, East Norriton, and West Norriton. This month's total units sold was higher than at this time last year.

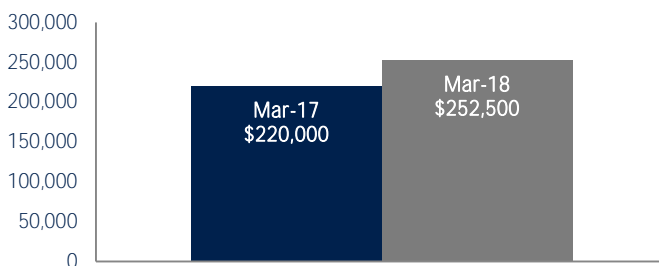
Active Inventory

Versus last year, the total number of homes available this month is lower by 3 units or 2%. The total number of active inventory this March was 150 compared to 153 in March 2017. This month's total of 150 is higher than the previous month's total supply of available inventory of 137, an increase of 9%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Audubon, East Norriton, and West Norriton Homes was \$220,000. This March, the median sale price was \$252,500, an increase of 15% or \$32,500 compared to last year. The current median sold price is 14% higher 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.

Audubon, East Norriton, and West Norriton are defined as properties listed in zip code/s 19403 and 19456.

*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.



CHRISTIE'S
INTERNATIONAL REAL ESTATE

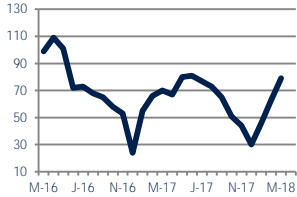




Zip Code(s): 19403 and 19456

New Listings

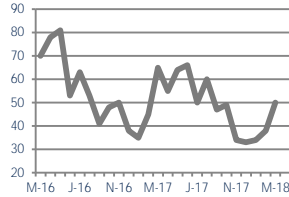
79



Up 13%
Vs. Year Ago

Current Contracts

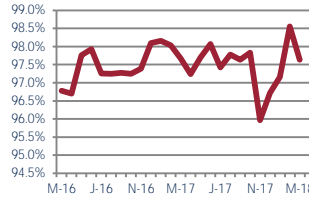
50



Down -23%
Vs. Year Ago

Sold Vs. List Price

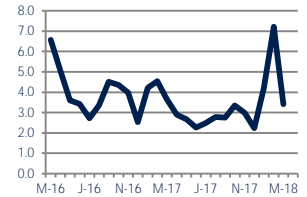
97.6%



No Change
Vs. Year Ago

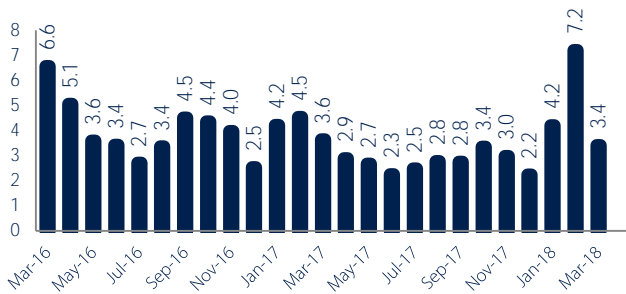
Months of Supply

3.4



Down -6%
Vs. Year Ago

Months Of Supply



Months of Supply

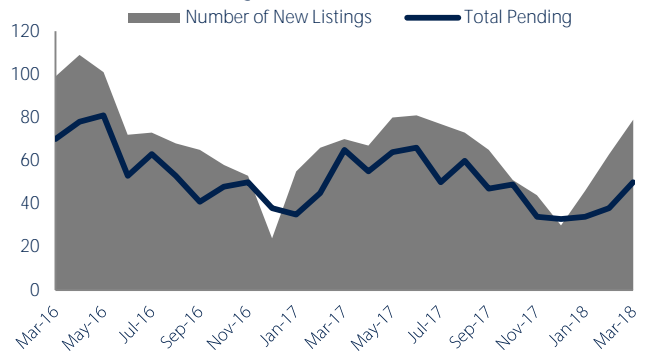
In March, there was 3.4 months of supply available in Audubon, East Norriton, and West Norriton, compared to 3.6 in March 2017. That is a decrease of 6% versus a year ago.

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.

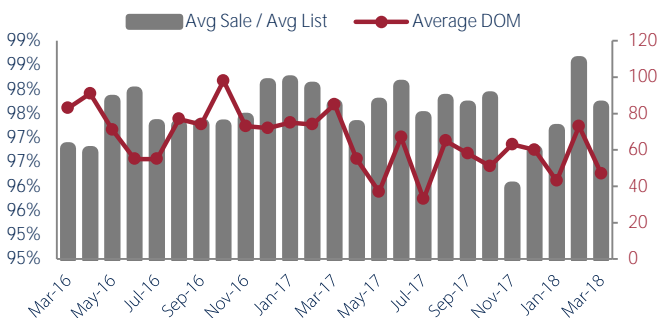
New Listings & Current Contracts

This month there were 79 homes newly listed for sale in Audubon, East Norriton, and West Norriton compared to 70 in March 2017, an increase of 13%. There were 50 current contracts pending sale this March compared to 65 a year ago. The number of current contracts is 23% lower 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 Audubon, East Norriton, and West Norriton was 97.6% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 47, lower than the average last year, which was 85, a decrease of 45%.



Audubon, East Norriton, and West Norriton are defined as properties listed in zip code/s 19403 and 19456.

*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.

