



The Long & Foster Market Minute™

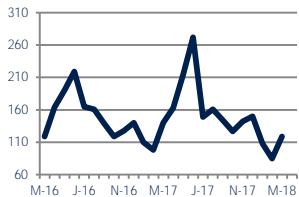
Focus On: City Center, Fairmount, and Callowhill Housing Market

March 2018

Zip Code(s): 19103, 19102, 19106, 19107, 19130 and 19123

Units Sold

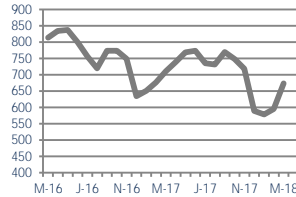
119



Down -15%
Vs. Year Ago

Active Inventory

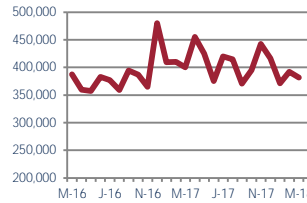
674



Down -5%
Vs. Year Ago

Median Sale Price

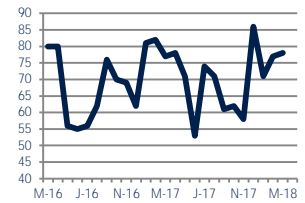
\$381,450



Down -5%
Vs. Year Ago

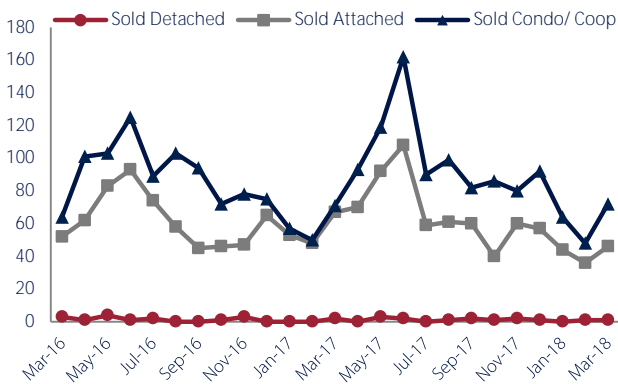
Days On Market

78



Up 1%
Vs. Year Ago

Units Sold*



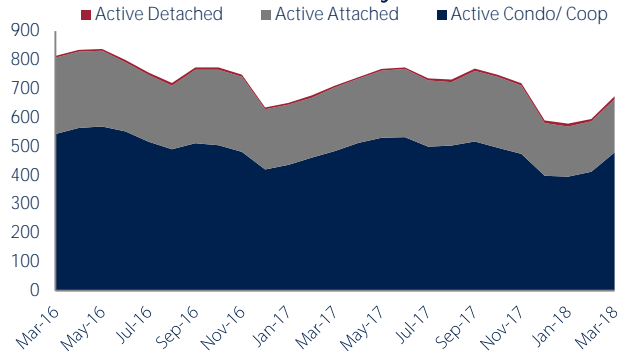
Units Sold

There was an increase in total units sold in March, with 119 sold this month in City Center, Fairmount, and Callowhill. This month's total units sold was lower than at this time last year.

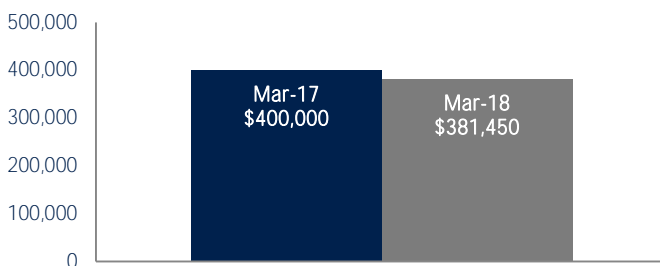
Active Inventory

Versus last year, the total number of homes available this month is lower by 37 units or 5%. The total number of active inventory this March was 674 compared to 711 in March 2017. This month's total of 674 is higher than the previous month's total supply of available inventory of 595, an increase of 13%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for City Center, Fairmount, and Callowhill Homes was \$400,000. This March, the median sale price was \$381,450, a decrease of 5% or \$18,550 compared to last year. The current median sold price is 3% 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.

City Center, Fairmount, and Callowhill are defined as properties listed in zip code/s 19103, 19102, 19106, 19107, 19130 and 19123.

*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

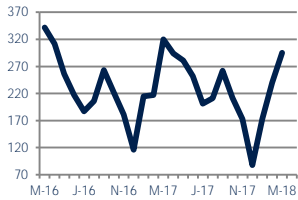




Zip Code(s): 19103, 19102, 19106, 19107, 19130 and 19123

New Listings

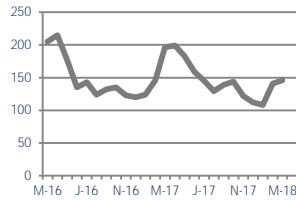
295



Down -8%
Vs. Year Ago

Current Contracts

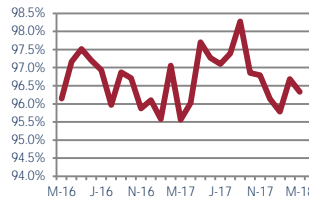
146



Down -26%
Vs. Year Ago

Sold Vs. List Price

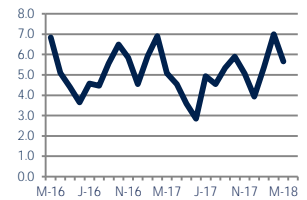
96.3%



Up 0.8%
Vs. Year Ago

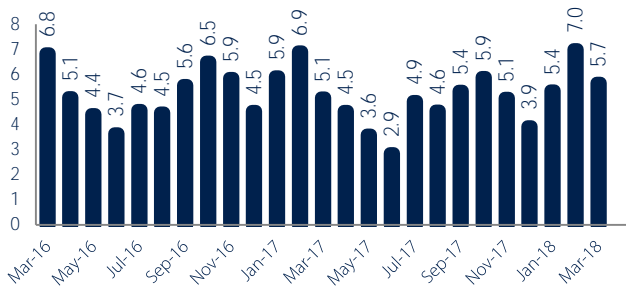
Months of Supply

5.7



Up 11%
Vs. Year Ago

Months Of Supply



Months of Supply

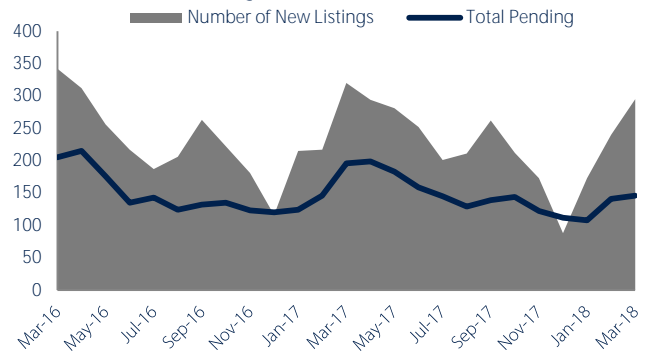
In March, there was 5.7 months of supply available in City Center, Fairmount, and Callowhill, compared to 5.1 in March 2017. That is an increase of 12% versus a year ago.

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.

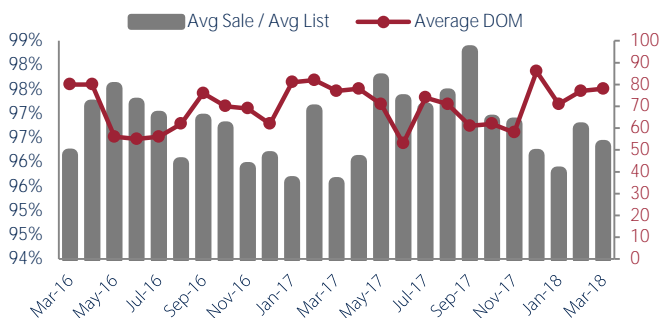
New Listings & Current Contracts

This month there were 295 homes newly listed for sale in City Center, Fairmount, and Callowhill compared to 320 in March 2017, a decrease of 8%. There were 146 current contracts pending sale this March compared to 196 a year ago. The number of current contracts is 26% 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 City Center, Fairmount, and Callowhill was 96.3% of the average list price, which is 0.8% higher than at this time last year.

Days On Market

This month, the average number of days on market was 78, higher than the average last year, which was 77, an increase of 1%.



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