



The Long & Foster Market Minute™

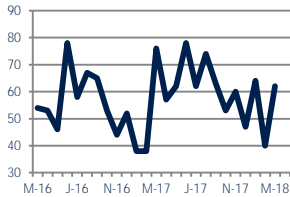
Focus On: City Line Avenue, Mt. Airy, and East Falls Housing Market

March 2018

Zip Code(s): 19144, 19129 and 19140

Units Sold

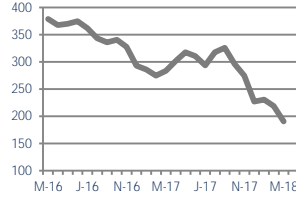
62



Down -18%
Vs. Year Ago

Active Inventory

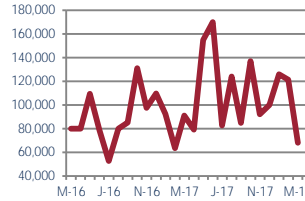
191



Down -33%
Vs. Year Ago

Median Sale Price

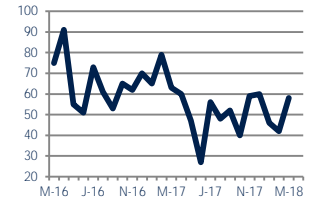
\$68,000



Down -25%
Vs. Year Ago

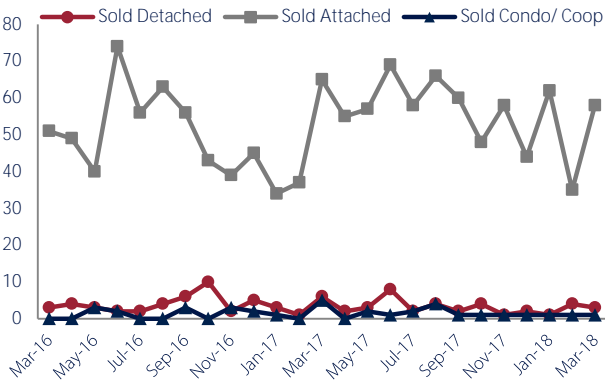
Days On Market

58



Down -8%
Vs. Year Ago

Units Sold*



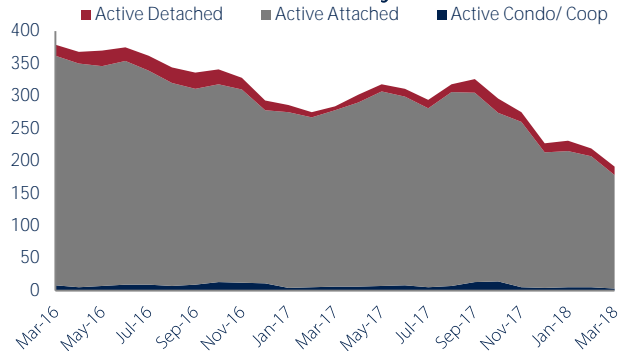
Units Sold

There was an increase in total units sold in March, with 62 sold this month in City Line Avenue, Mt. Airy, and East Falls. This month's total units sold was lower than at this time last year.

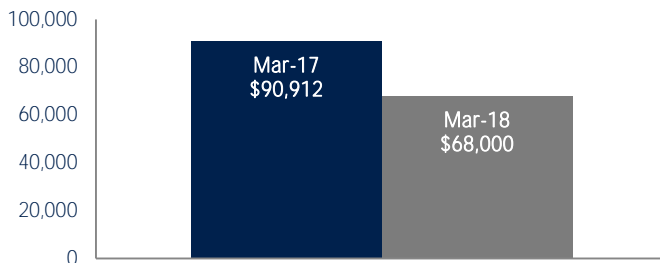
Active Inventory

Versus last year, the total number of homes available this month is lower by 93 units or 33%. The total number of active inventory this March was 191 compared to 284 in March 2017. This month's total of 191 is lower than the previous month's total supply of available inventory of 219, a decrease of 13%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for City Line Avenue, Mt. Airy, and East Falls Homes was \$90,912. This March, the median sale price was \$68,000, a decrease of \$22,912 compared to last year. The current median sold price is 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 Line Avenue, Mt. Airy, and East Falls are defined as properties listed in zip code/s 19144, 19129 and 19140.

*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

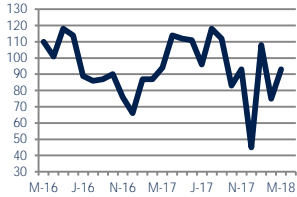




Zip Code(s): 19144, 19129 and 19140

New Listings

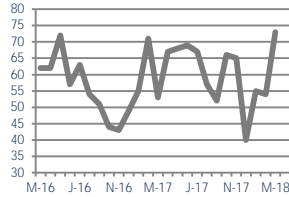
93



Down -1%
Vs. Year Ago

Current Contracts

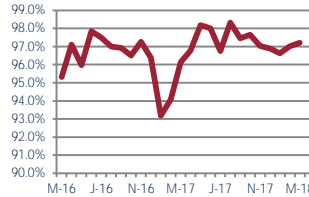
73



Up 38%
Vs. Year Ago

Sold Vs. List Price

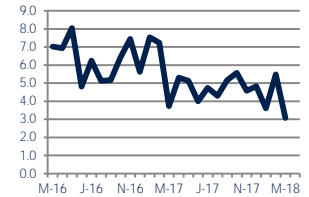
97.2%



Up 1.1%
Vs. Year Ago

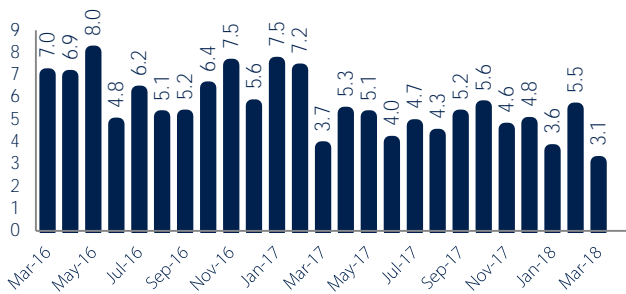
Months of Supply

3.1



Down -18%
Vs. Year Ago

Months Of Supply



Months of Supply

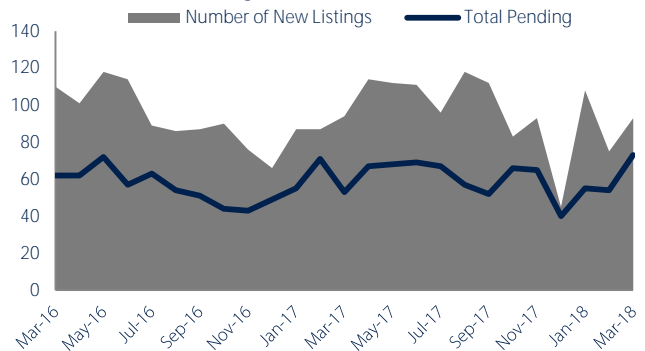
In March, there was 3.1 months of supply available in City Line Avenue, Mt. Airy, and East Falls, compared to 3.7 in March 2017. That is a decrease of 18% versus a year ago.

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.

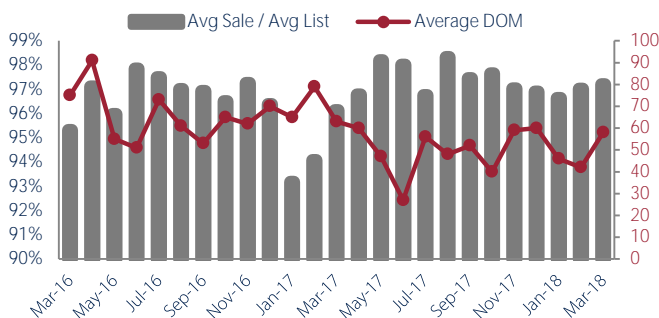
New Listings & Current Contracts

This month there were 93 homes newly listed for sale in City Line Avenue, Mt. Airy, and East Falls compared to 94 in March 2017, a decrease of 1%. There were 73 current contracts pending sale this March compared to 53 a year ago. The number of current contracts is 38% 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 City Line Avenue, Mt. Airy, and East Falls was 97.2% of the average list price, which is 1.1% higher than at this time last year.

Days On Market

This month, the average number of days on market was 58, lower than the average last year, which was 63, a decrease of 8%.



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