

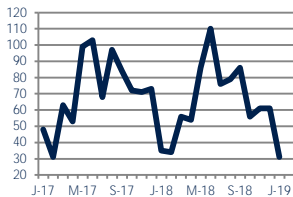
Focus On: Downtown Housing Market

January 2019

Zip Code(s): 19335 and 19372

Units Sold

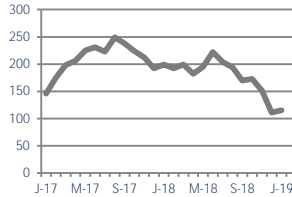
31



Down
Vs. Year Ago

Active Inventory

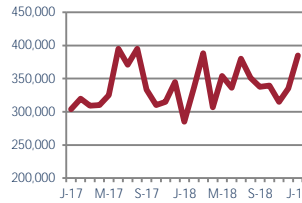
115



Down -42%
Vs. Year Ago

Median Sale Price

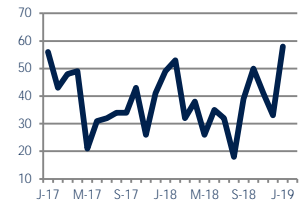
\$385,000



Up
Vs. Year Ago

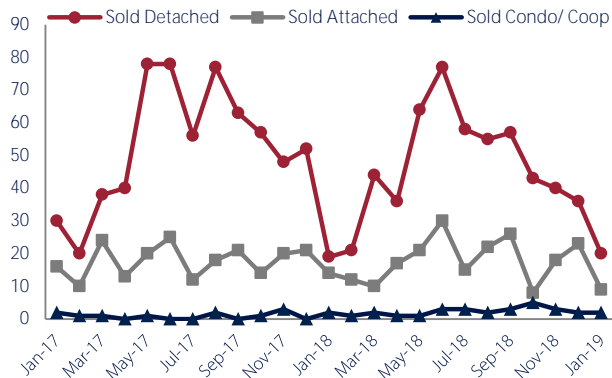
Days On Market

58



Up 18%
Vs. Year Ago

Units Sold*



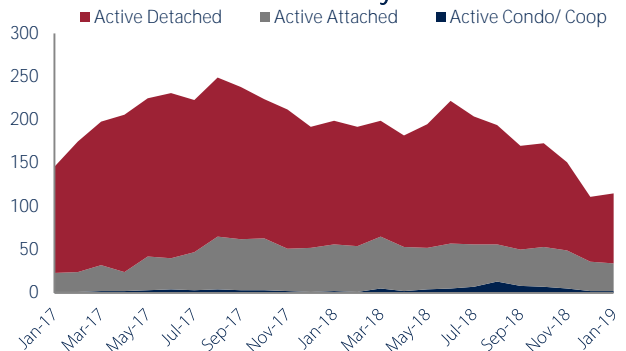
Units Sold

With relatively few transactions, there was a decrease in total units sold in January, with 31 sold this month in Downtown. This month's total units sold was lower than at this time last year, a decrease from January 2018.

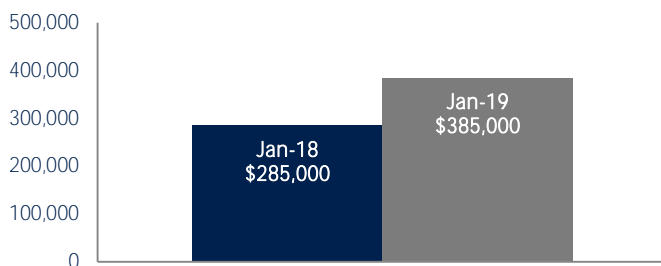
Active Inventory

Versus last year, the total number of homes available this month is lower by 84 units or 42%. The total number of active inventory this January was 115 compared to 199 in January 2018. This month's total of 115 is higher than the previous month's total supply of available inventory of 111, an increase of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last January, the median sale price for Downtown Homes was \$285,000. This January, the median sale price was \$385,000, an increase of \$100,000 compared to last year. The current median sold price is 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.

Downtown are defined as properties listed in zip code/s 19335 and 19372.

*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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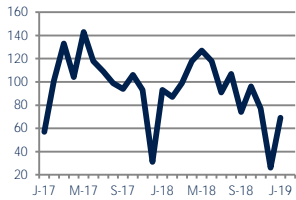
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January 2019

Zip Code(s): 19335 and 19372

New Listings

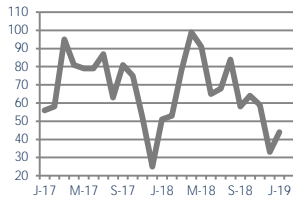
69



Down -26%
Vs. Year Ago

Current Contracts

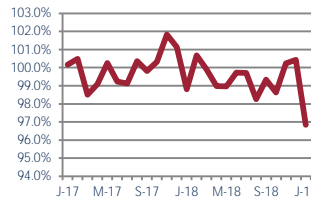
44



Down -14%
Vs. Year Ago

Sold Vs. List Price

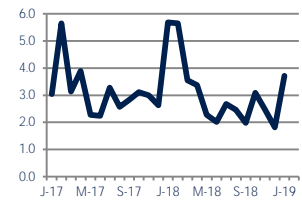
96.8%



Down -2%
Vs. Year Ago

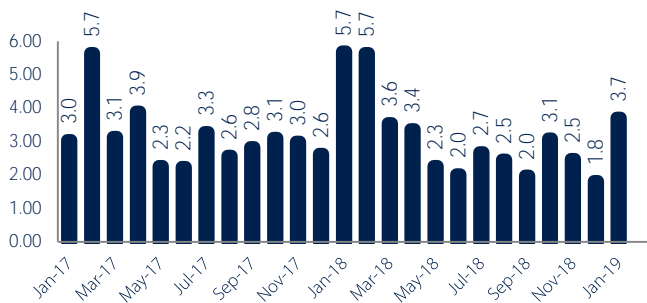
Months of Supply

3.7



Down -35%
Vs. Year Ago

Months Of Supply



Months of Supply

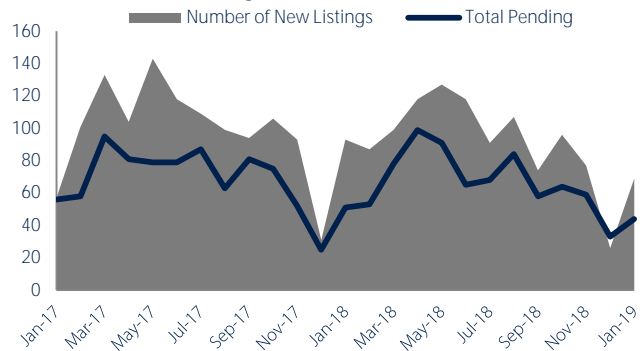
In January, there was 3.7 months of supply available in Downtown, compared to 5.7 in January 2018. That is a decrease of 35% versus a year ago.

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.

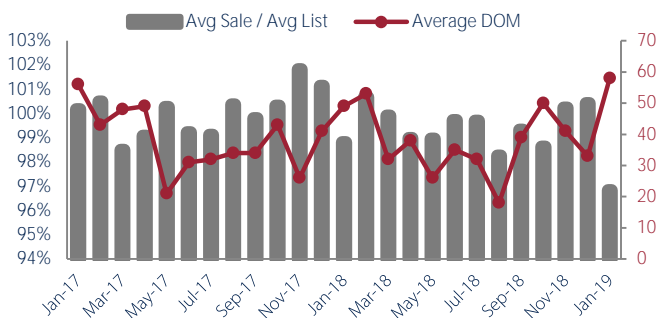
New Listings & Current Contracts

This month there were 69 homes newly listed for sale in Downtown compared to 93 in January 2018, a decrease of 26%. There were 44 current contracts pending sale this January compared to 51 a year ago. The number of current contracts is 14% lower 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 Downtown was 96.8% of the average list price, which is 2.0% lower than at this time last year.

Days On Market

This month, the average number of days on market was 58, higher than the average last year, which was 49, an increase of 18%.



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