



# The Long & Foster Market Minute™

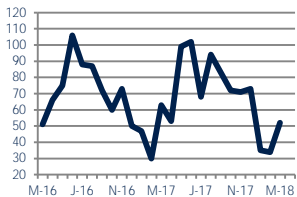
## Focus On: Downtown Housing Market

March 2018

Zip Code(s): 19335 and 19372

### Units Sold

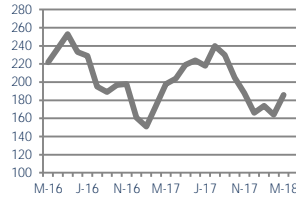
52



Down -17%  
Vs. Year Ago

### Active Inventory

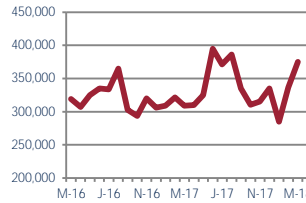
186



Down -6%  
Vs. Year Ago

### Median Sale Price

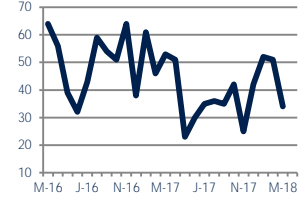
\$375,000



Up 21%  
Vs. Year Ago

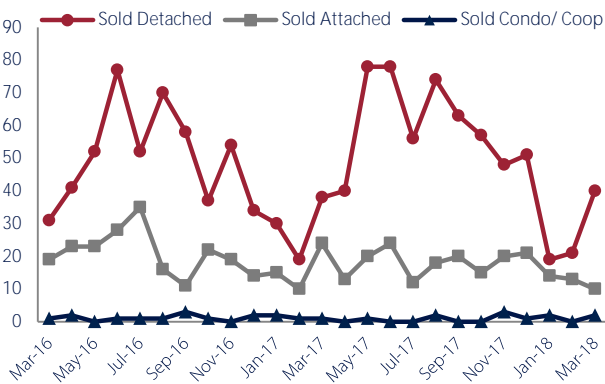
### Days On Market

34



Down -36%  
Vs. Year Ago

### Units Sold\*



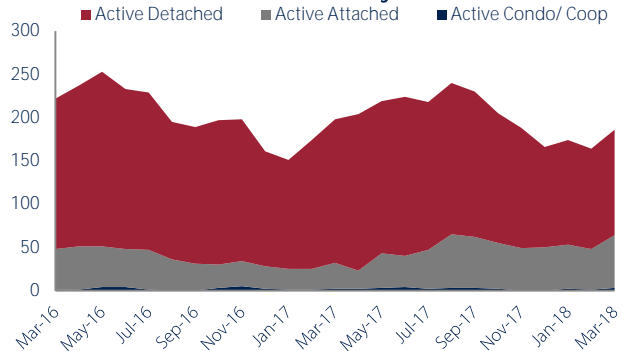
### Units Sold

There was an increase in total units sold in March, with 52 sold this month in Downtown. This month's total units sold was lower than at this time last year.

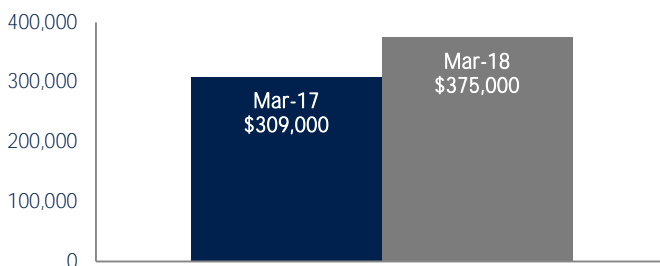
### Active Inventory

Versus last year, the total number of homes available this month is lower by 12 units or 6%. The total number of active inventory this March was 186 compared to 198 in March 2017. This month's total of 186 is higher than the previous month's total supply of available inventory of 164, an increase of 13%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last March, the median sale price for Downtown Homes was \$309,000. This March, the median sale price was \$375,000, an increase of 21% or \$66,000 compared to last year. The current median sold price is 11% 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.

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 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



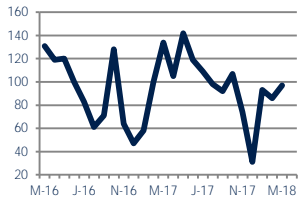
# Focus On: Downtown Housing Market

March 2018

Zip Code(s): 19335 and 19372

## New Listings

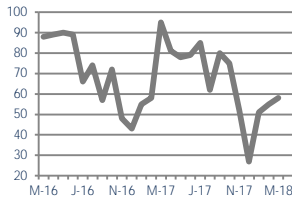
97



Down -28%  
Vs. Year Ago

## Current Contracts

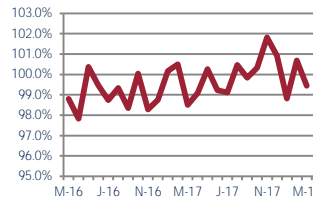
58



Down -39%  
Vs. Year Ago

## Sold Vs. List Price

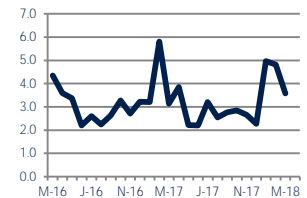
99.4%



Up 1%  
Vs. Year Ago

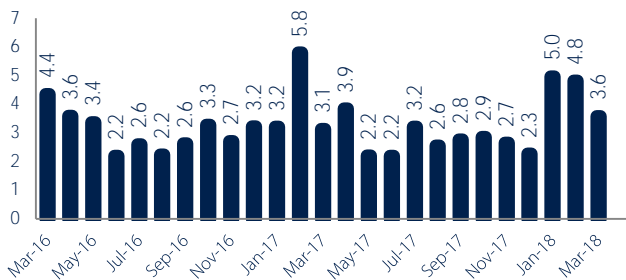
## Months of Supply

3.6



Up 14%  
Vs. Year Ago

## Months Of Supply



## Months of Supply

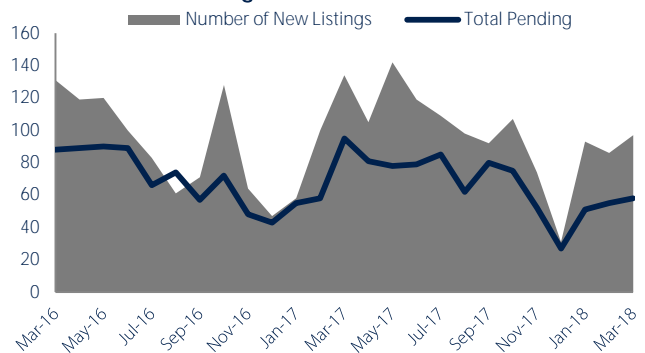
In March, there was 3.6 months of supply available in Downtown, compared to 3.1 in March 2017. That is an increase of 14% versus a year ago.

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.

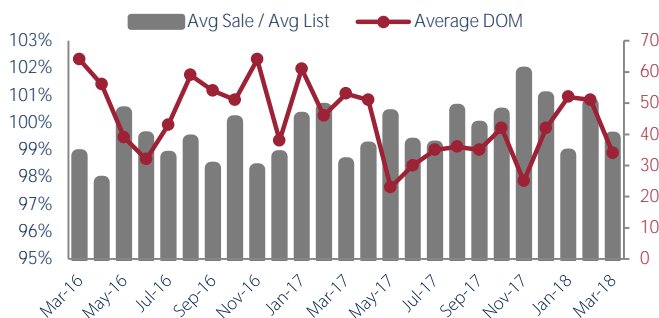
## New Listings & Current Contracts

This month there were 97 homes newly listed for sale in Downtown compared to 134 in March 2017, a decrease of 28%. There were 58 current contracts pending sale this March compared to 95 a year ago. The number of current contracts is 39% 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 Downtown was 99.4% of the average list price, which is 0.9% higher than at this time last year.

## Days On Market

This month, the average number of days on market was 34, lower than the average last year, which was 53, a decrease of 36%.



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 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.

