

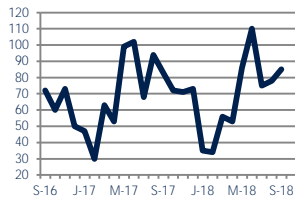
Focus On: Downtown Housing Market

September 2018

Zip Code(s): 19335 and 19372

Units Sold

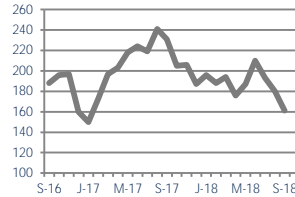
85



Up 2%
Vs. Year Ago

Active Inventory

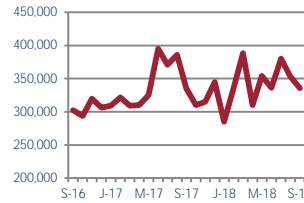
161



Down -30%
Vs. Year Ago

Median Sale Price

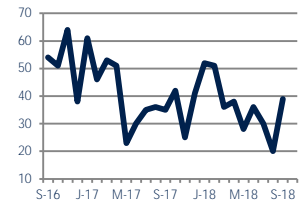
\$335,500



No Change
Vs. Year Ago

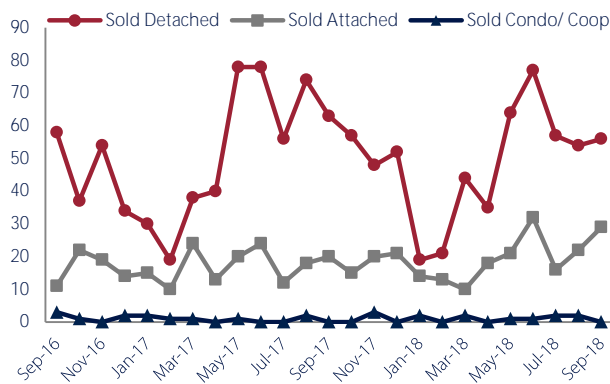
Days On Market

39



Up 11%
Vs. Year Ago

Units Sold*



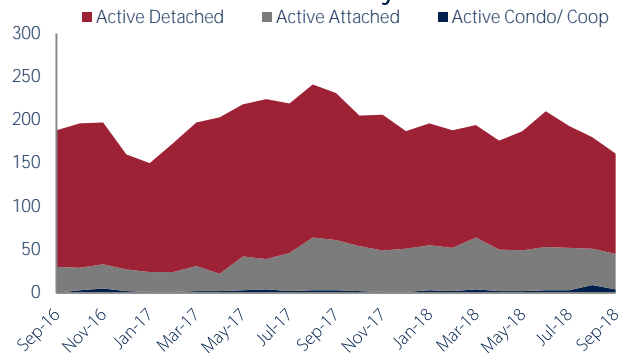
Units Sold

There was an increase in total units sold in September, with 85 sold this month in Downtown versus 78 last month, an increase of 9%. This month's total units sold was higher than at this time last year, an increase of 2% versus September 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 70 units or 30%. The total number of active inventory this September was 161 compared to 231 in September 2017. This month's total of 161 is lower than the previous month's total supply of available inventory of 180, a decrease of 11%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Downtown Homes was \$335,000. This September, the median sale price was \$335,500, which is similar compared to a year ago. The current median sold price is 5% higher than in August.

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.





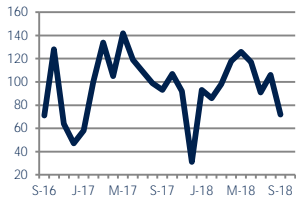
Focus On: Downtown Housing Market

September 2018

Zip Code(s): 19335 and 19372

New Listings

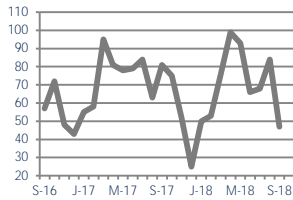
72



Down -23%
Vs. Year Ago

Current Contracts

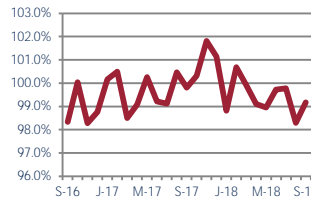
47



Down -42%
Vs. Year Ago

Sold Vs. List Price

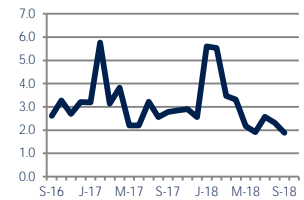
99.2%



Down -0.6%
Vs. Year Ago

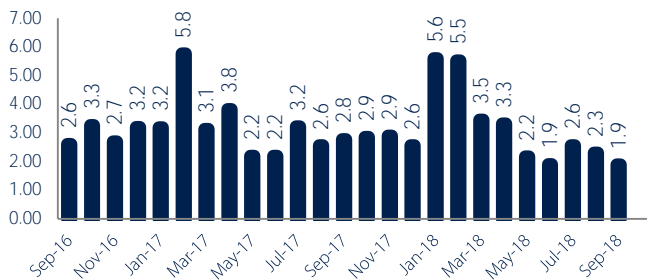
Months of Supply

1.9



Down -32%
Vs. Year Ago

Months Of Supply



Months of Supply

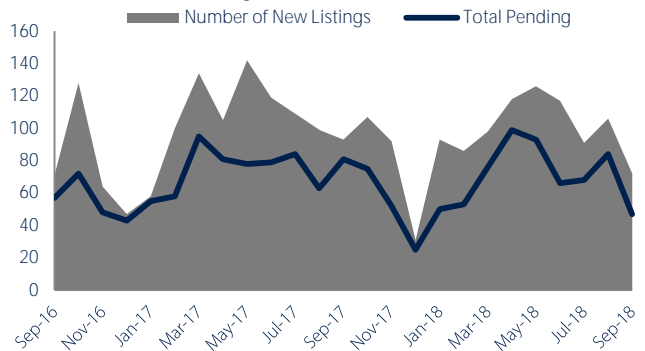
In September, there was 1.9 months of supply available in Downtown, compared to 2.8 in September 2017. That is a decrease of 32% versus a year ago.

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.

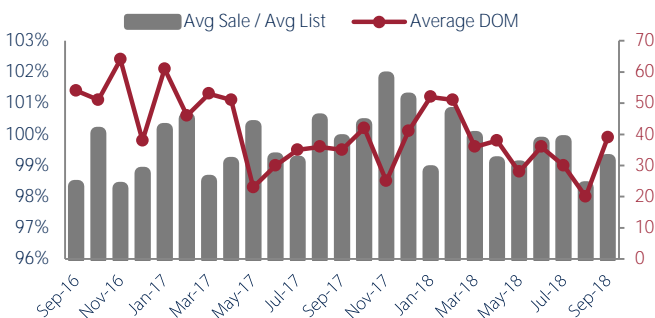
New Listings & Current Contracts

This month there were 72 homes newly listed for sale in Downtown compared to 93 in September 2017, a decrease of 23%. There were 47 current contracts pending sale this September compared to 81 a year ago. The number of current contracts is 42% lower than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Downtown was 99.2% of the average list price, which is 0.6% lower than at this time last year.

Days On Market

This month, the average number of days on market was 39, higher than the average last year, which was 35, an increase of 11%.



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