



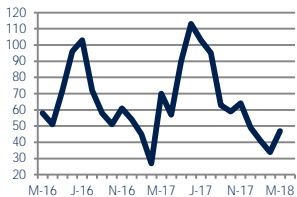
Focus On: Lower Mainline Housing Market

March 2018

Zip Code(s): 19003, 19096, 19072, 19004 and 19066

Units Sold

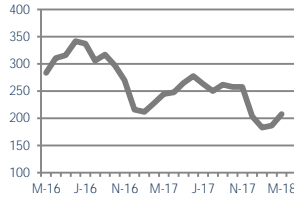
47



Down -33%
Vs. Year Ago

Active Inventory

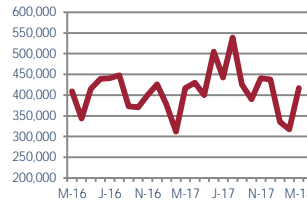
208



Down -15%
Vs. Year Ago

Median Sale Price

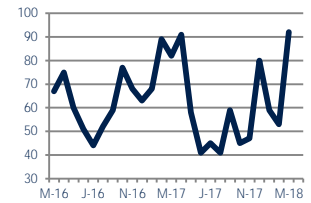
\$417,000



No Change
Vs. Year Ago

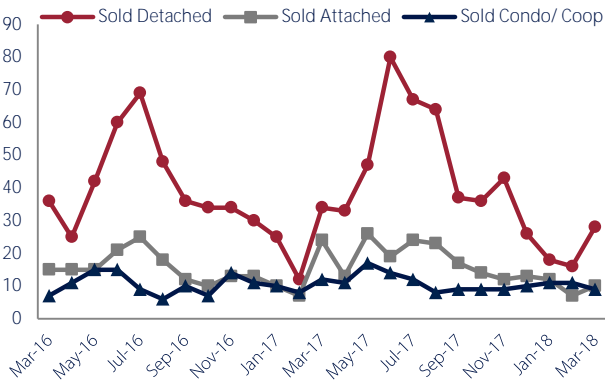
Days On Market

92



Up 12%
Vs. Year Ago

Units Sold*



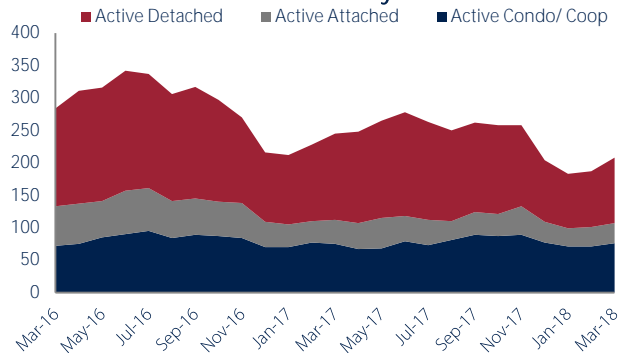
Units Sold

There was an increase in total units sold in March, with 47 sold this month in Lower Mainline. This month's total units sold was lower than at this time last year.

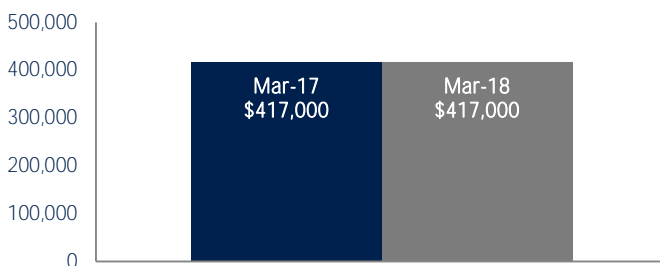
Active Inventory

Versus last year, the total number of homes available this month is lower by 37 units or 15%. The total number of active inventory this March was 208 compared to 245 in March 2017. This month's total of 208 is higher than the previous month's total supply of available inventory of 187, an increase of 11%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Lower Mainline Homes was \$417,000. This March, the median sale price was \$417,000, which is similar compared to a year ago. The current median sold price is 31% 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.



Lower Mainline are defined as properties listed in zip code/s 19003, 19096, 19072, 19004 and 19066.

*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.



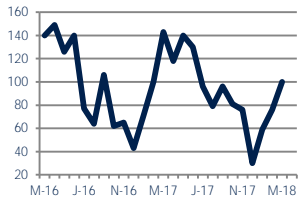
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March 2018

Zip Code(s): 19003, 19096, 19072, 19004 and 19066

New Listings

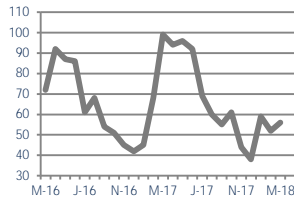
100



Down -30%
Vs. Year Ago

Current Contracts

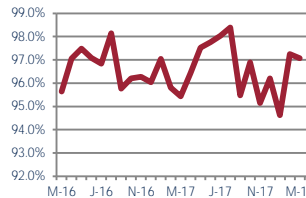
56



Down -43%
Vs. Year Ago

Sold Vs. List Price

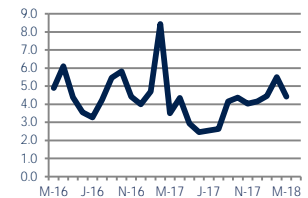
97.1%



Up 1.7%
Vs. Year Ago

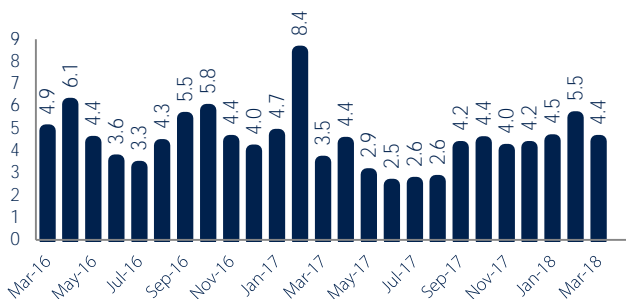
Months of Supply

4.4



Up 27%
Vs. Year Ago

Months Of Supply



Months of Supply

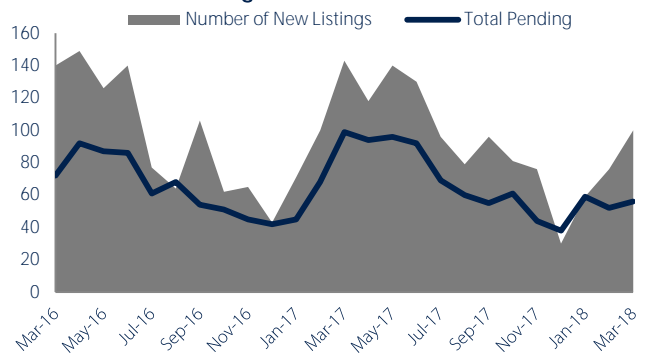
In March, there was 4.4 months of supply available in Lower Mainline, compared to 3.5 in March 2017. That is an increase of 26% versus a year ago.

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.

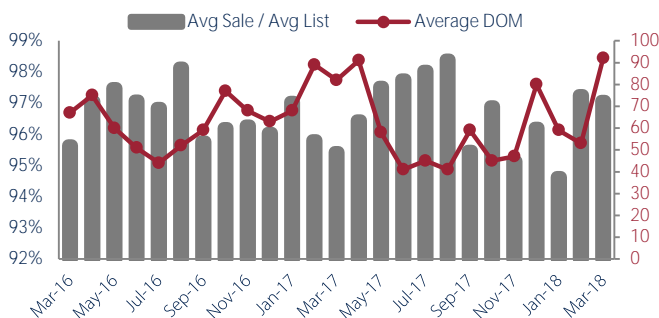
New Listings & Current Contracts

This month there were 100 homes newly listed for sale in Lower Mainline compared to 143 in March 2017, a decrease of 30%. There were 56 current contracts pending sale this March compared to 99 a year ago. The number of current contracts is 43% 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 Lower Mainline was 97.1% of the average list price, which is 1.6% higher than at this time last year.

Days On Market

This month, the average number of days on market was 92, higher than the average last year, which was 82, an increase of 12%.



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