



# The Long & Foster Market Minute™

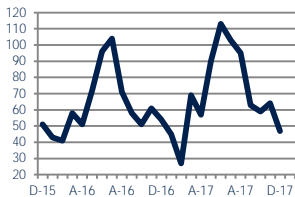
Focus On: Lower Mainline Housing Market

December 2017

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

## Units Sold

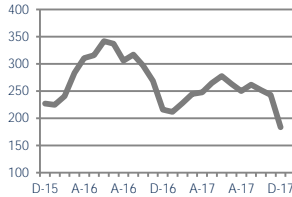
47



Down -13%  
Vs. Year Ago

## Active Inventory

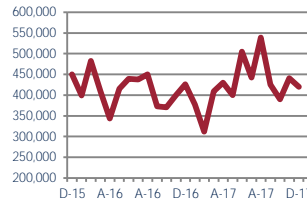
184



Down -15%  
Vs. Year Ago

## Median Sale Price

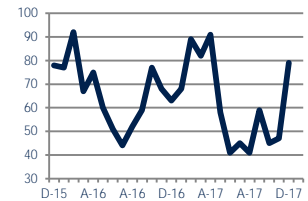
\$420,000



Down -1%  
Vs. Year Ago

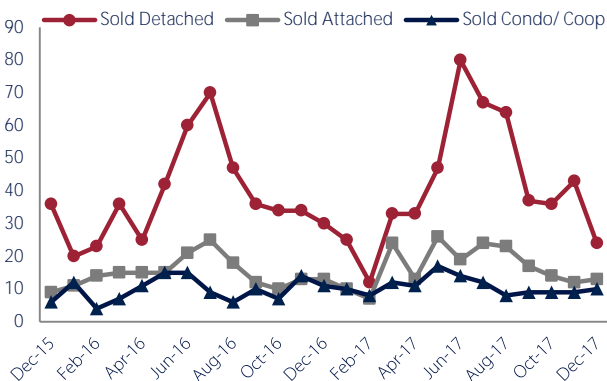
## Days On Market

79



Up 25%  
Vs. Year Ago

## Units Sold\*



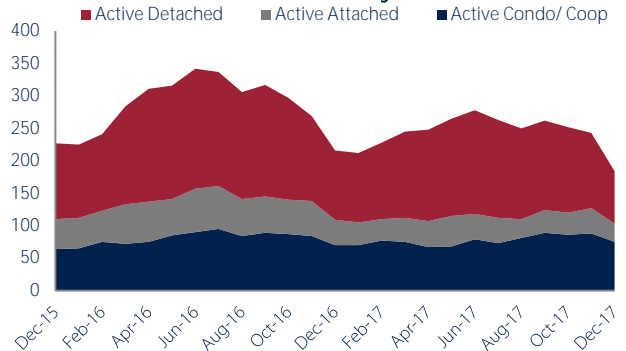
## Units Sold

There was a decrease in total units sold in December, with 47 sold this month in Lower Mainline versus 64 last month, a decrease of 27%. This month's total units sold was lower than at this time last year, a decrease of 13% versus December 2016.

## Active Inventory

Versus last year, the total number of homes available this month is lower by 32 units or 15%. The total number of active inventory this December was 184 compared to 216 in December 2016. This month's total of 184 is lower than the previous month's total supply of available inventory of 243, a decrease of 24%.

## Active Inventory\*

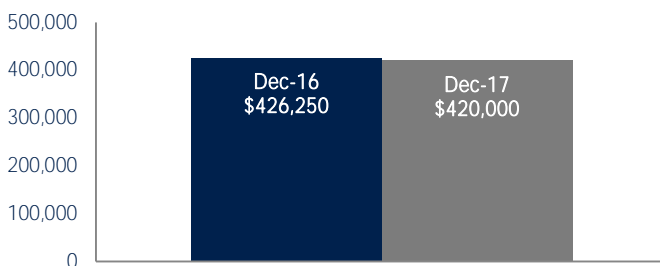


## Median Sale Price

Last December, the median sale price for Lower Mainline Homes was \$426,250. This December, the median sale price was \$420,000, a decrease of 1% or \$6,250 compared to last year. The current median sold price is 5% lower than in November.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

## Median Sale Price



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.



CHRISTIE'S  
INTERNATIONAL REAL ESTATE



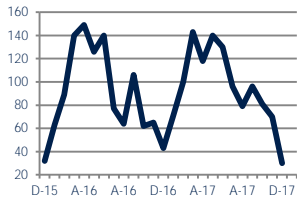
## Focus On: Lower Mainline Housing Market

December 2017

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

### New Listings

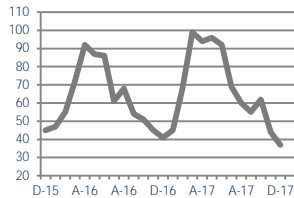
30



Down -30%  
Vs. Year Ago

### Current Contracts

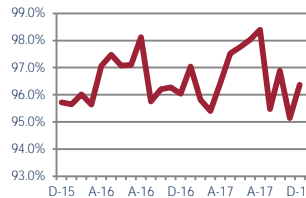
37



Down -10%  
Vs. Year Ago

### Sold Vs. List Price

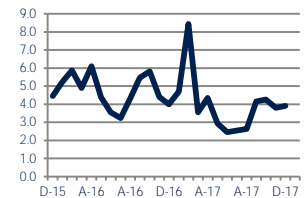
96.4%



No Change  
Vs. Year Ago

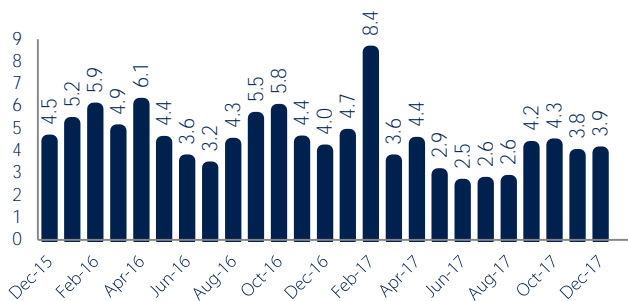
### Months of Supply

3.9



No Change  
Vs. Year Ago

### Months Of Supply



### Months of Supply

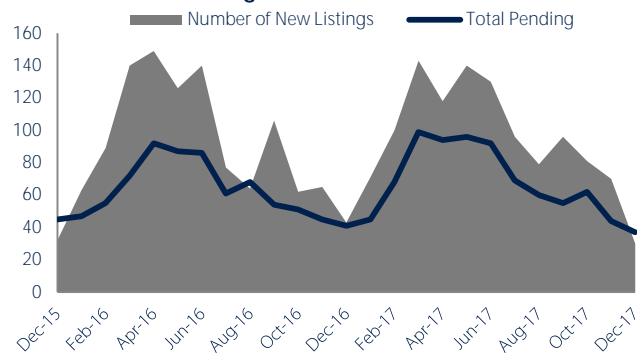
In December, there was 3.9 months of supply available in Lower Mainline. The amount of supply is similar compared to a year ago.

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.

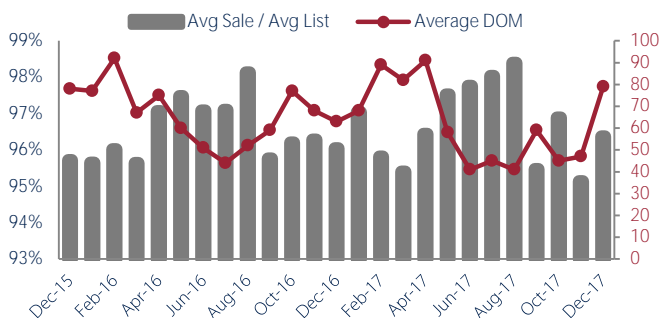
### New Listings & Current Contracts

This month there were 30 homes newly listed for sale in Lower Mainline compared to 43 in December 2016, a decrease of 30%. There were 37 current contracts pending sale this December compared to 41 a year ago. The number of current contracts is 10% lower than last December.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In December, the average sale price in Lower Mainline was 96.4% of the average list price, which is similar compared to a year ago.

### Days On Market

This month, the average number of days on market was 79, higher than the average last year, which was 63, an increase of 25%.



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