

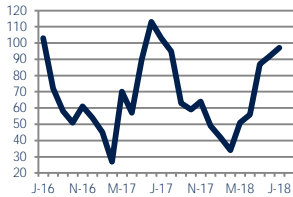
## Focus On: Lower Mainline Housing Market

July 2018

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

### Units Sold

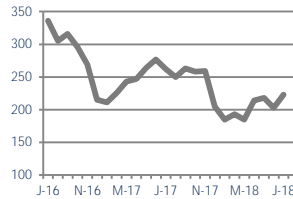
97



Down -6%  
Vs. Year Ago

### Active Inventory

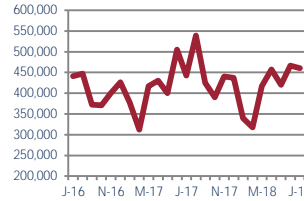
223



Down -15%  
Vs. Year Ago

### Median Sale Price

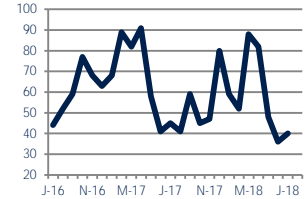
\$460,000



Up 4%  
Vs. Year Ago

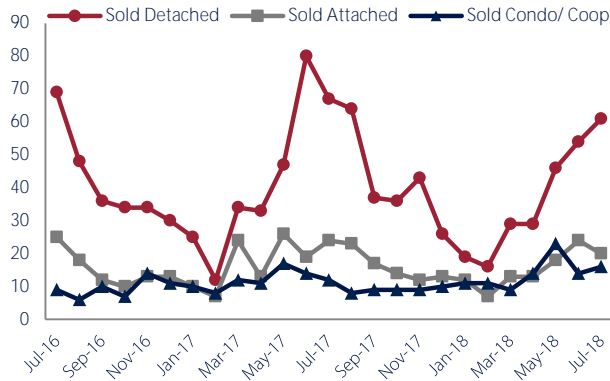
### Days On Market

40



Down -11%  
Vs. Year Ago

### Units Sold\*



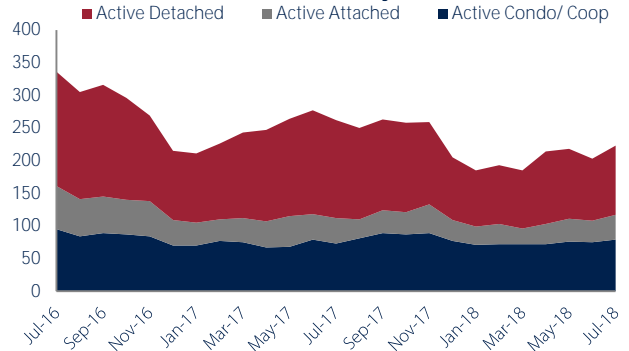
### Units Sold

There was an increase in total units sold in July, with 97 sold this month in Lower Mainline versus 92 last month, an increase of 5%. This month's total units sold was lower than at this time last year, a decrease of 6% versus July 2017.

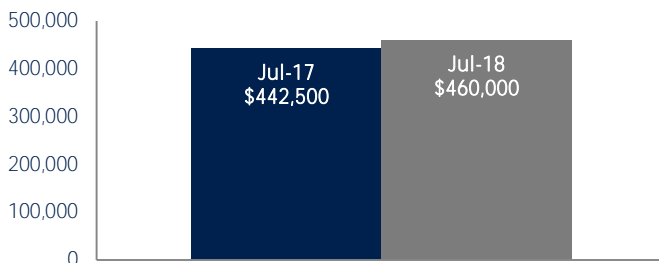
### Active Inventory

Versus last year, the total number of homes available this month is lower by 39 units or 15%. The total number of active inventory this July was 223 compared to 262 in July 2017. This month's total of 223 is higher than the previous month's total supply of available inventory of 203, an increase of 10%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last July, the median sale price for Lower Mainline Homes was \$442,500. This July, the median sale price was \$460,000, an increase of 4% or \$17,500 compared to last year. The current median sold price is 1% lower than in June.

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.



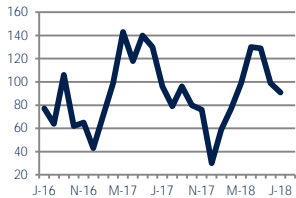
## Focus On: Lower Mainline Housing Market

July 2018

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

### New Listings

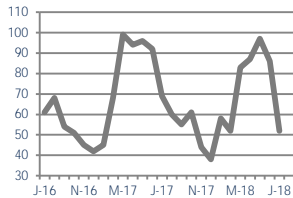
91



Down -5%  
Vs. Year Ago

### Current Contracts

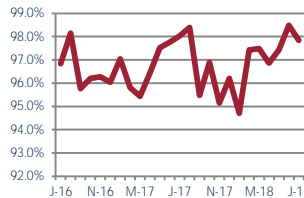
52



Down -25%  
Vs. Year Ago

### Sold Vs. List Price

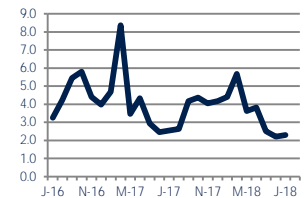
97.8%



No Change  
Vs. Year Ago

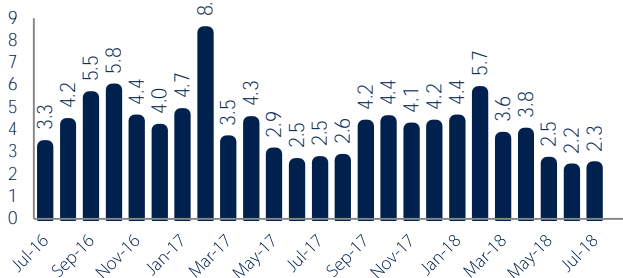
### Months of Supply

2.3



Down -9%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

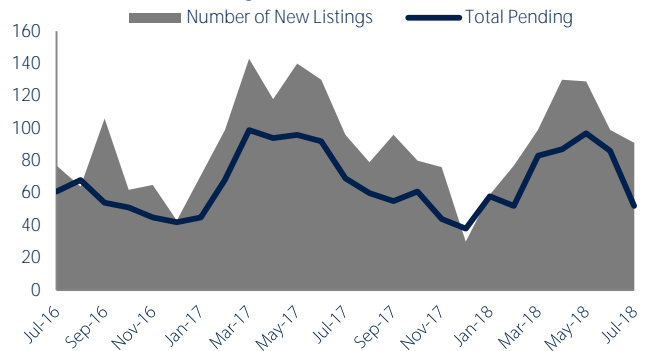
In July, there was 2.3 months of supply available in Lower Mainline, compared to 2.5 in July 2017. That is a decrease of 10% versus a year ago.

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.

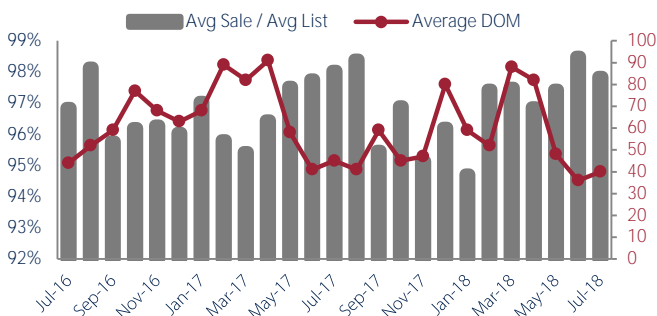
### New Listings & Current Contracts

This month there were 91 homes newly listed for sale in Lower Mainline compared to 96 in July 2017, a decrease of 5%. There were 52 current contracts pending sale this July compared to 69 a year ago. The number of current contracts is 25% lower than last July.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In July, the average sale price in Lower Mainline was 97.8% 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 40, lower than the average last year, which was 45, a decrease of 11%.



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