

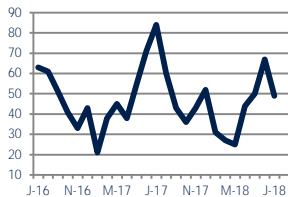
Focus On: Mainline Housing Market

July 2018

Zip Code(s): 19010, 19085, 19035 and 19041

Units Sold

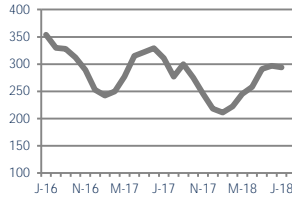
49



Down
Vs. Year Ago

Active Inventory

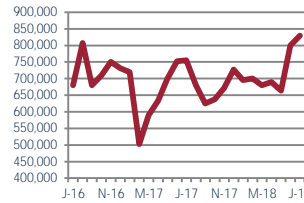
294



Down -5%
Vs. Year Ago

Median Sale Price

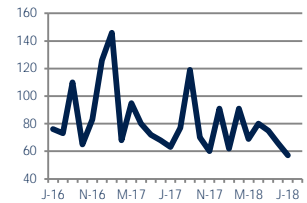
\$830,000



Up 10%
Vs. Year Ago

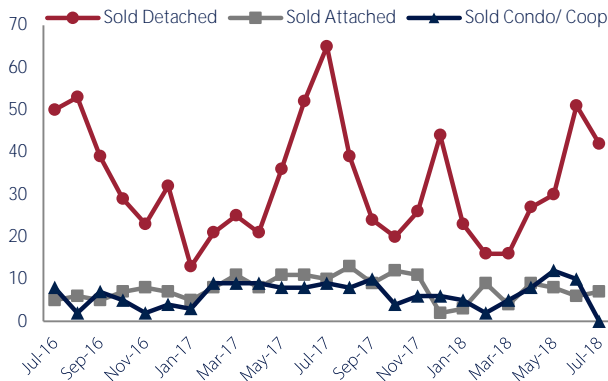
Days On Market

57



Down -10%
Vs. Year Ago

Units Sold*



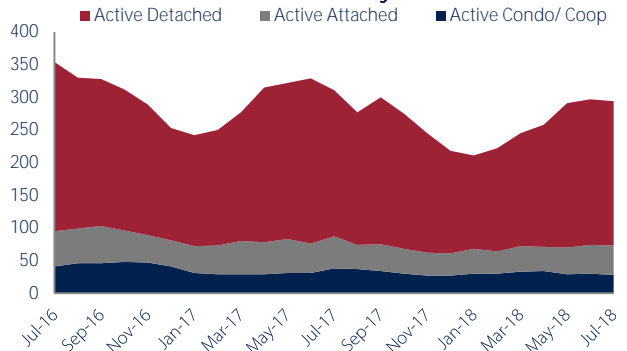
Units Sold

There was a decrease in total units sold in July, with 49 sold this month in Mainline. This month's total units sold was lower than at this time last year.

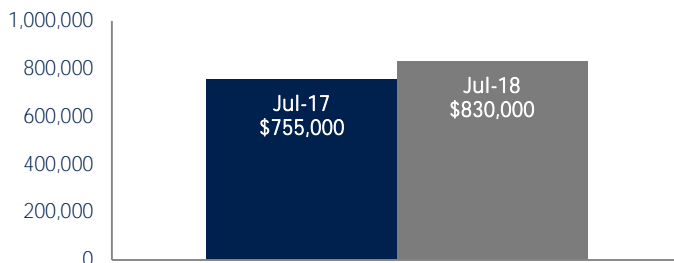
Active Inventory

Versus last year, the total number of homes available this month is lower by 17 units or 5%. The total number of active inventory this July was 294 compared to 311 in July 2017. This month's total of 294 is lower than the previous month's total supply of available inventory of 297, a decrease of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Mainline Homes was \$755,000. This July, the median sale price was \$830,000, an increase of 10% or \$75,000 compared to last year. The current median sold price is 4% higher 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.

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*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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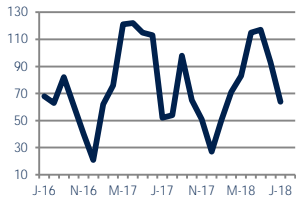
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July 2018

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New Listings

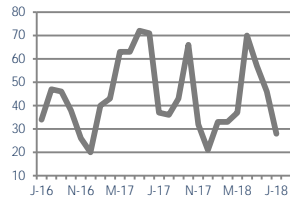
64



Up 23%
Vs. Year Ago

Current Contracts

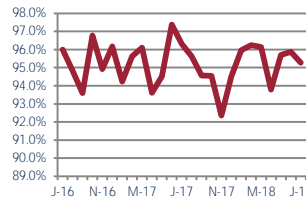
28



Down -24%
Vs. Year Ago

Sold Vs. List Price

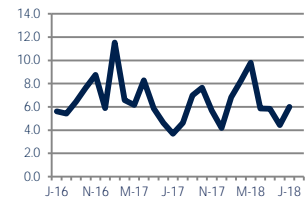
95.3%



Down -1.1%
Vs. Year Ago

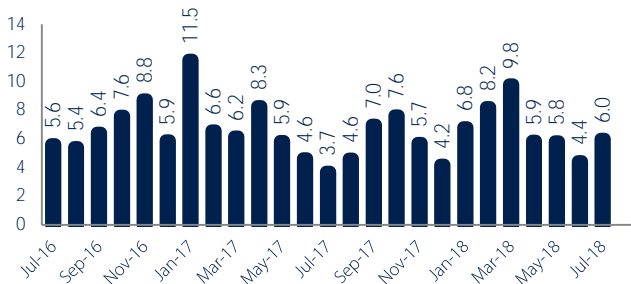
Months of Supply

6.0



Up 62%
Vs. Year Ago

Months Of Supply



Months of Supply

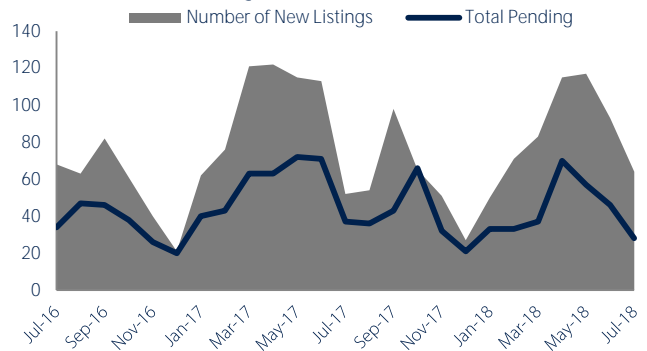
In July, there was 6.0 months of supply available in Mainline, compared to 3.7 in July 2017. That is an increase of 62% versus a year ago.

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.

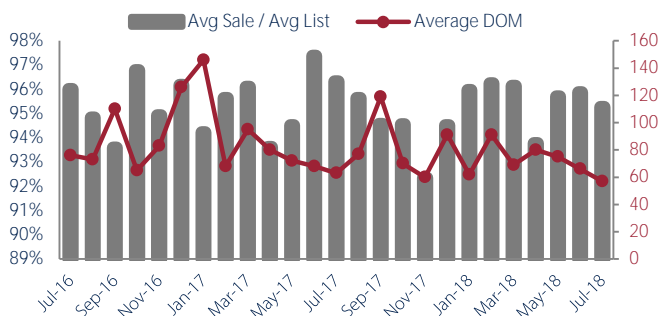
New Listings & Current Contracts

This month there were 64 homes newly listed for sale in Mainline compared to 52 in July 2017, an increase of 23%. There were 28 current contracts pending sale this July compared to 37 a year ago. The number of current contracts is 24% 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 Mainline was 95.3% of the average list price, which is 1.1% lower than at this time last year.

Days On Market

This month, the average number of days on market was 57, lower than the average last year, which was 63, a decrease of 10%.



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