

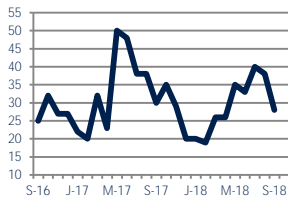
Focus On: North Wales Housing Market

September 2018

Zip Code(s): 19454 and 18936

Units Sold

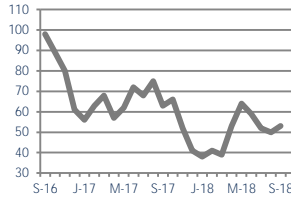
28



Down -7%
Vs. Year Ago

Active Inventory

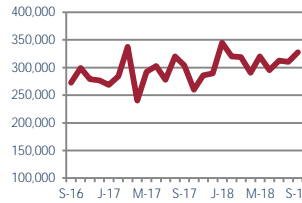
53



Down -16%
Vs. Year Ago

Median Sale Price

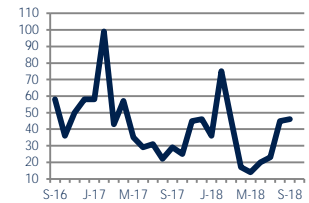
\$327,500



Up 8%
Vs. Year Ago

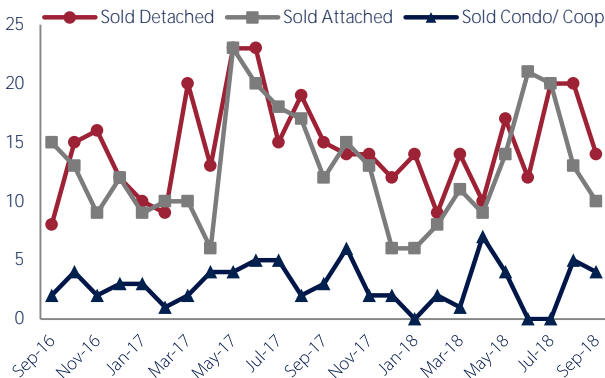
Days On Market

46



Up
Vs. Year Ago

Units Sold*



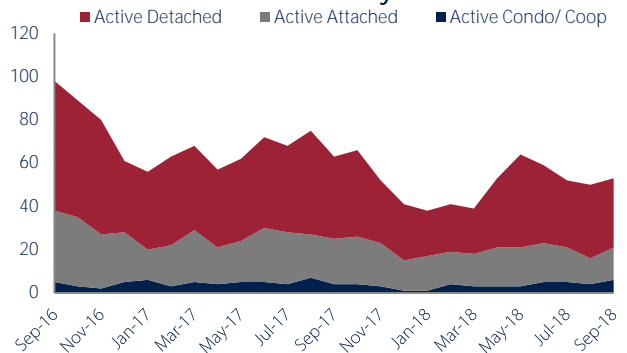
Units Sold

There was a decrease in total units sold in September, with 28 sold this month in North Wales versus 38 last month, a decrease of 26%. This month's total units sold was lower than at this time last year, a decrease of 7% versus September 2017.

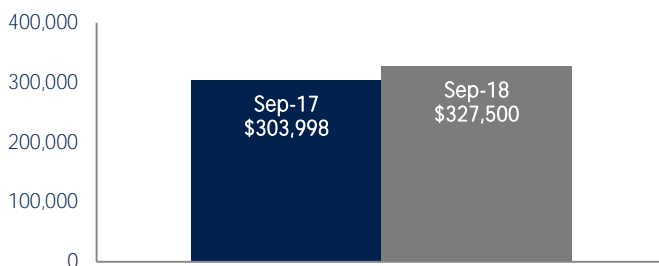
Active Inventory

Versus last year, the total number of homes available this month is lower by 10 units or 16%. The total number of active inventory this September was 53 compared to 63 in September 2017. This month's total of 53 is higher than the previous month's total supply of available inventory of 50, an increase of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for North Wales Homes was \$303,998. This September, the median sale price was \$327,500, an increase of 8% or \$23,502 compared to last year. 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.

North Wales are defined as properties listed in zip code/s 19454 and 18936.

*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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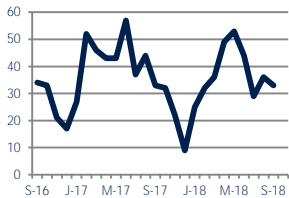
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September 2018

Zip Code(s): 19454 and 18936

New Listings

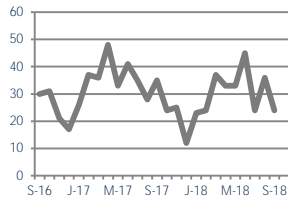
33



No Change
Vs. Year Ago

Current Contracts

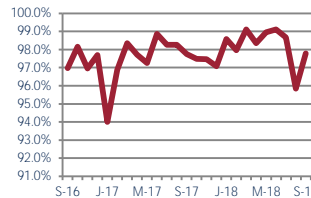
24



Down -31%
Vs. Year Ago

Sold Vs. List Price

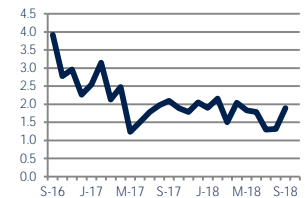
97.8%



No Change
Vs. Year Ago

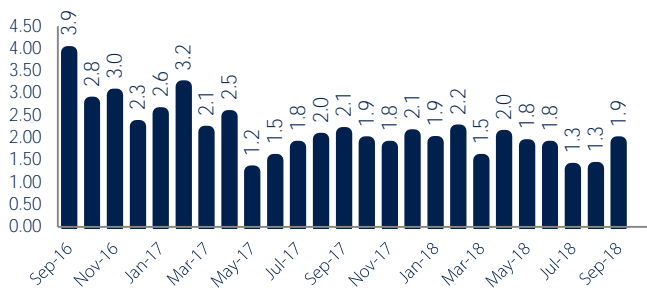
Months of Supply

1.9



Down -10%
Vs. Year Ago

Months Of Supply



Months of Supply

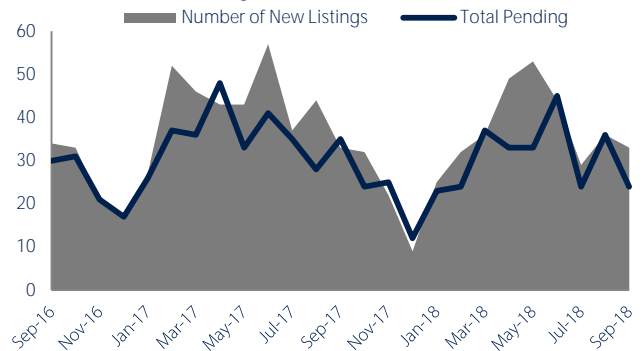
In September, there was 1.9 months of supply available in North Wales, compared to 2.1 in September 2017. That is a decrease of 10% versus a year ago.

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.

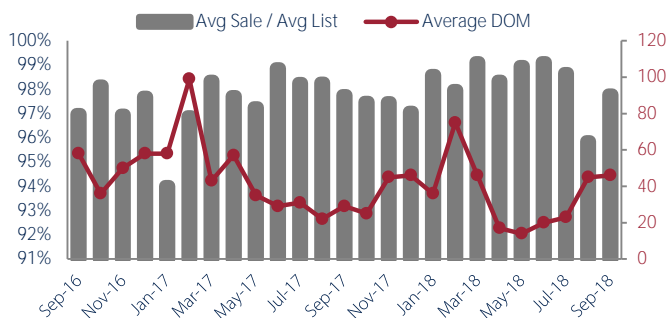
New Listings & Current Contracts

This month there were 33 homes newly listed for sale in North Wales, which is similar to the amount in September 2017. There were 24 current contracts pending sale this September compared to 35 a year ago. The number of current contracts is 31% 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 North Wales 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 46, higher than the average last year, which was 29. This increase was impacted by the limited number of sales.



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