



The Long & Foster Market Minute™

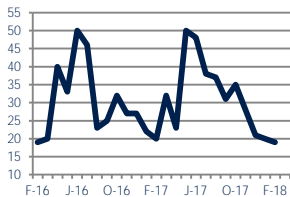
Focus On: North Wales Housing Market

February 2018

Zip Code(s): 19454 and 18936

Units Sold

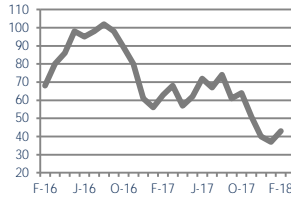
19



Down -5%
Vs. Year Ago

Active Inventory

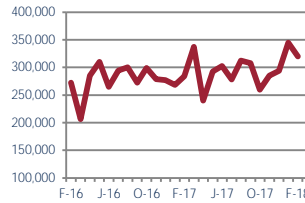
43



Down -32%
Vs. Year Ago

Median Sale Price

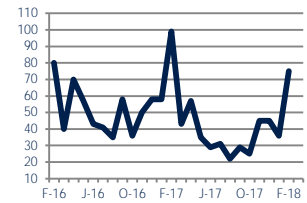
\$320,000



Up 13%
Vs. Year Ago

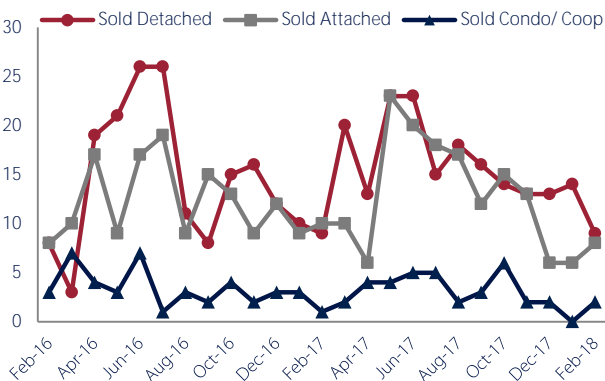
Days On Market

75



Down -24%
Vs. Year Ago

Units Sold*



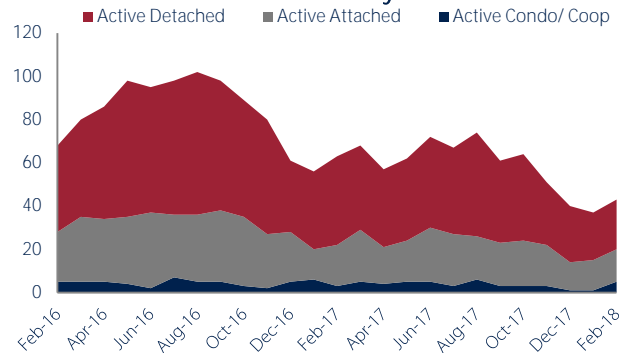
Units Sold

There was a decrease in total units sold in February, with 19 sold this month in North Wales versus 20 last month, a decrease of 5%. This month's total units sold was lower than at this time last year, a decrease of 5% versus February 2017.

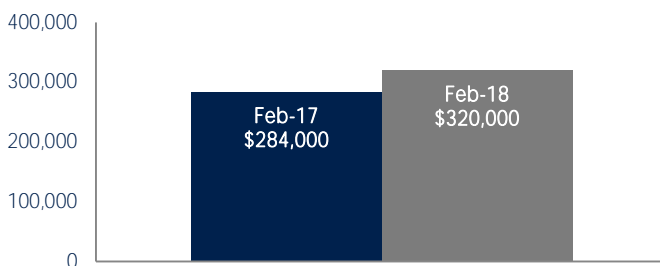
Active Inventory

Versus last year, the total number of homes available this month is lower by 20 units or 32%. The total number of active inventory this February was 43 compared to 63 in February 2017. This month's total of 43 is higher than the previous month's total supply of available inventory of 37, an increase of 16%.

Active Inventory*



Median Sale Price



Median Sale Price

Last February, the median sale price for North Wales Homes was \$284,000. This February, the median sale price was \$320,000, an increase of 13% or \$36,000 compared to last year. The current median sold price is 7% lower than in January.

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.



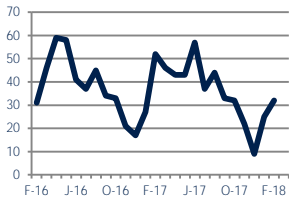
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 19454 and 18936

New Listings

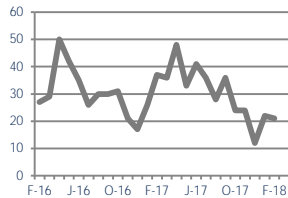
32



Down -38%
Vs. Year Ago

Current Contracts

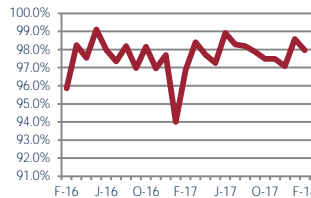
21



Down -43%
Vs. Year Ago

Sold Vs. List Price

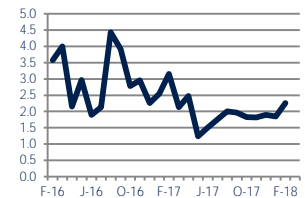
98.0%



Up 1.1%
Vs. Year Ago

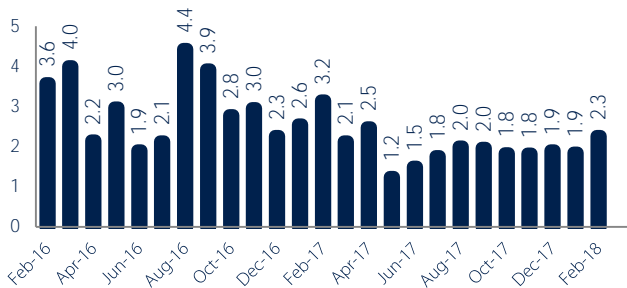
Months of Supply

2.3



Down -28%
Vs. Year Ago

Months Of Supply



Months of Supply

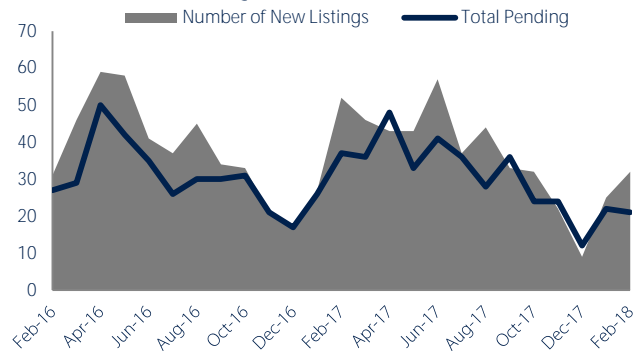
In February, there was 2.3 months of supply available in North Wales, compared to 3.2 in February 2017. That is a decrease of 28% versus a year ago.

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.

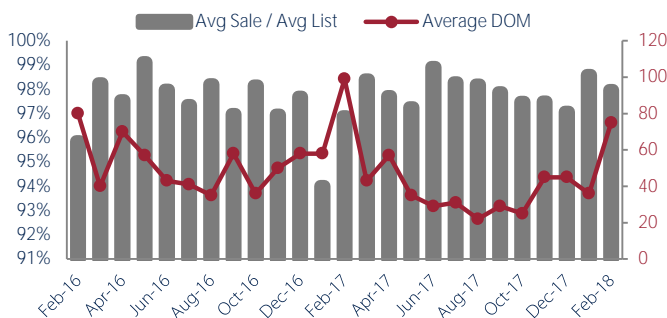
New Listings & Current Contracts

This month there were 32 homes newly listed for sale in North Wales compared to 52 in February 2017, a decrease of 38%. There were 21 current contracts pending sale this February compared to 37 a year ago. The number of current contracts is 43% lower than last February.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In February, the average sale price in North Wales was 98.0% of the average list price, which is 1.1% higher than at this time last year.

Days On Market

This month, the average number of days on market was 75, lower than the average last year, which was 99, a decrease of 24%.



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