



The Long & Foster Market Minute™

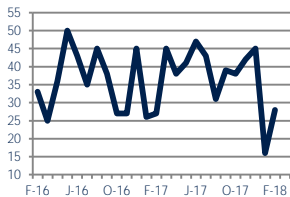
Focus On: Northwest and Northeast Reading Housing Market

February 2018

Zip Code(s): 19601 and 19604

Units Sold

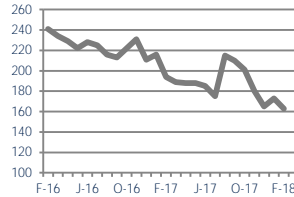
28



Up
Vs. Year Ago

Active Inventory

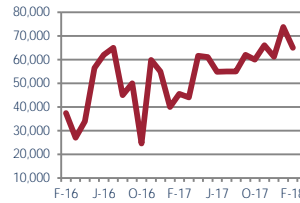
163



Down -16%
Vs. Year Ago

Median Sale Price

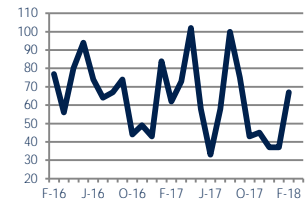
\$64,950



Up
Vs. Year Ago

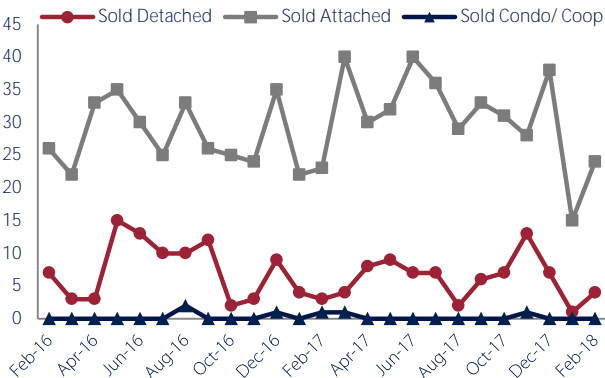
Days On Market

67



Up 8%
Vs. Year Ago

Units Sold*



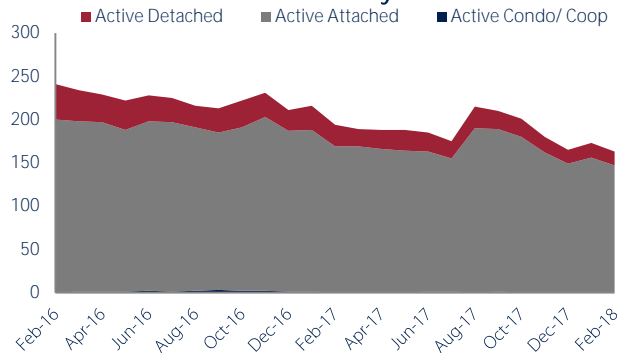
Units Sold

With relatively few transactions, there was an increase in total units sold in February, with 28 sold this month in Northwest and Northeast Reading. This month's total units sold was higher than at this time last year, an increase from February 2017.

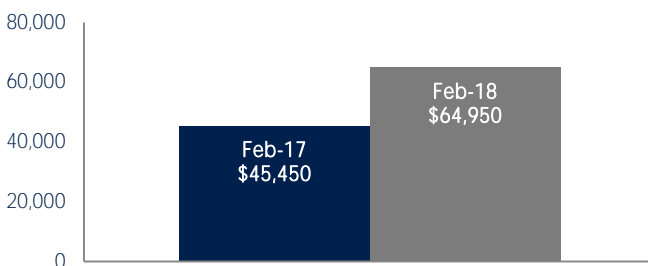
Active Inventory

Versus last year, the total number of homes available this month is lower by 31 units or 16%. The total number of active inventory this February was 163 compared to 194 in February 2017. This month's total of 163 is lower than the previous month's total supply of available inventory of 173, a decrease of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last February, the median sale price for Northwest and Northeast Reading Homes was \$45,450. This February, the median sale price was \$64,950, an increase of \$19,500 compared to last year. The current median sold price is 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.



Northwest and Northeast Reading are defined as properties listed in zip code/s 19601 and 19604.

*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



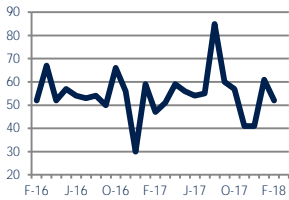
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February 2018

Zip Code(s): 19601 and 19604

New Listings

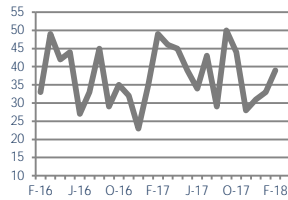
52



Up 11%
Vs. Year Ago

Current Contracts

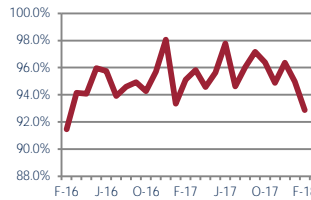
39



Down -20%
Vs. Year Ago

Sold Vs. List Price

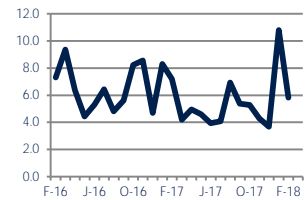
92.9%



Down -2.4%
Vs. Year Ago

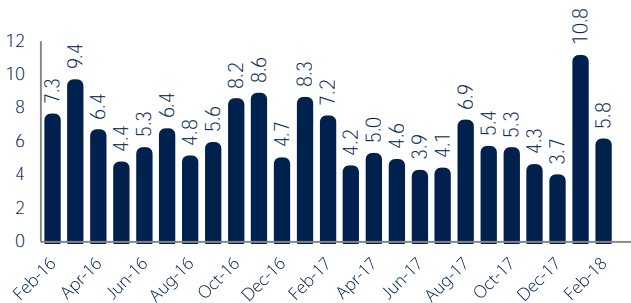
Months of Supply

5.8



Down -19%
Vs. Year Ago

Months Of Supply



Months of Supply

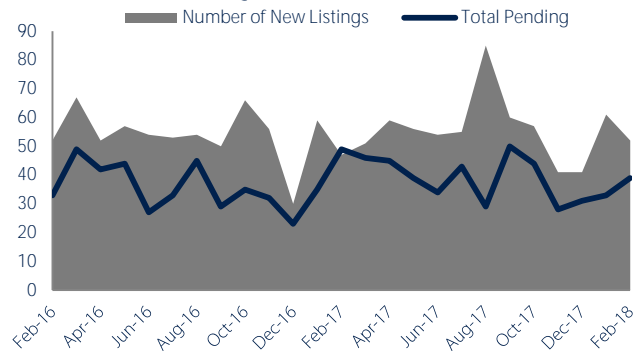
In February, there was 5.8 months of supply available in Northwest and Northeast Reading, compared to 7.2 in February 2017. That is a decrease of 19% versus a year ago.

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.

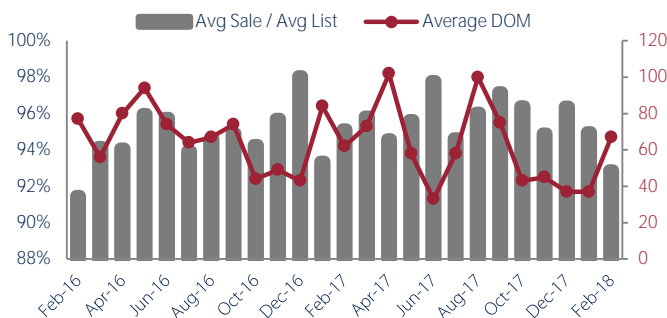
New Listings & Current Contracts

This month there were 52 homes newly listed for sale in Northwest and Northeast Reading compared to 47 in February 2017, an increase of 11%. There were 39 current contracts pending sale this February compared to 49 a year ago. The number of current contracts is 20% 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 Northwest and Northeast Reading was 92.9% of the average list price, which is 2.3% lower than at this time last year.

Days On Market

This month, the average number of days on market was 67, higher than the average last year, which was 62, an increase of 8%.



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