



The Long & Foster Market Minute™

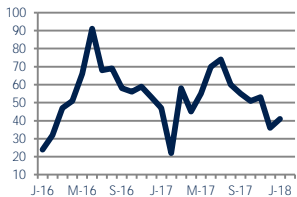
Focus On: Phoenixville Housing Market

January 2018

Zip Code(s): 19460, 19480 and 19442

Units Sold

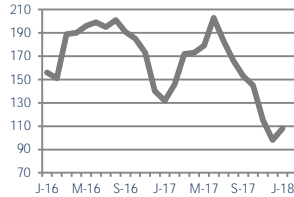
41



Down -13%
Vs. Year Ago

Active Inventory

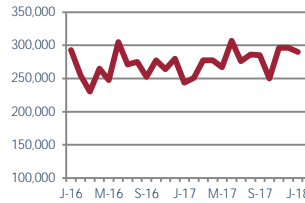
108



Down -18%
Vs. Year Ago

Median Sale Price

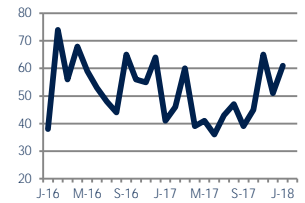
\$290,000



Up 19%
Vs. Year Ago

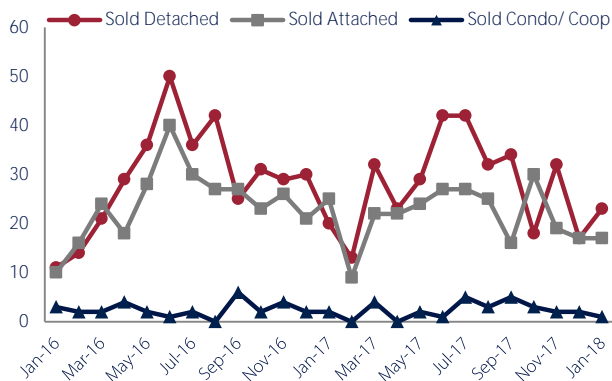
Days On Market

61



Up 49%
Vs. Year Ago

Units Sold*



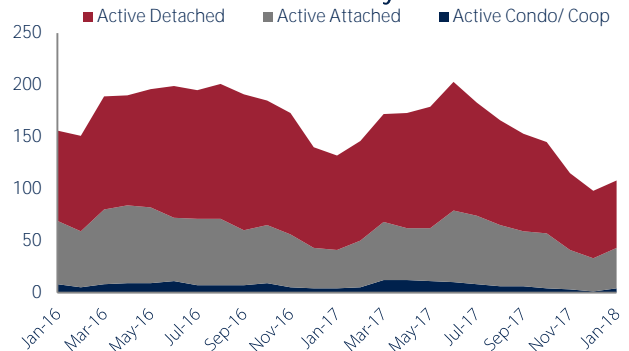
Units Sold

There was an increase in total units sold in January, with 41 sold this month in Phoenixville versus 36 last month, an increase of 14%. This month's total units sold was lower than at this time last year, a decrease of 13% versus January 2017.

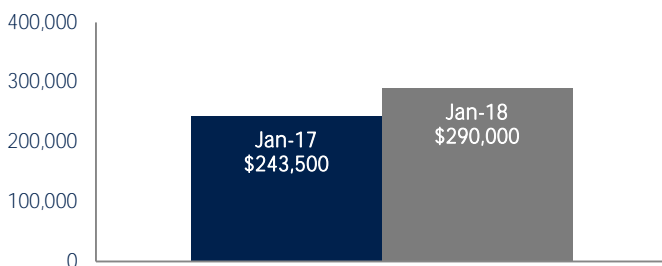
Active Inventory

Versus last year, the total number of homes available this month is lower by 24 units or 18%. The total number of active inventory this January was 108 compared to 132 in January 2017. This month's total of 108 is higher than the previous month's total supply of available inventory of 98, an increase of 10%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Phoenixville Homes was \$243,500. This January, the median sale price was \$290,000, an increase of 19% or \$46,500 compared to last year. The current median sold price is 2% lower than in December.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



Phoenixville are defined as properties listed in zip code/s 19460, 19480 and 19442.

*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.





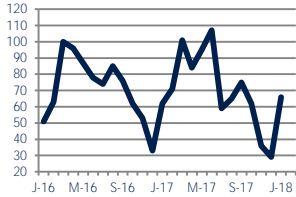
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January 2018

Zip Code(s): 19460, 19480 and 19442

New Listings

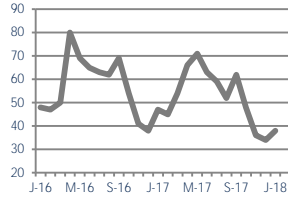
66



Up 6%
Vs. Year Ago

Current Contracts

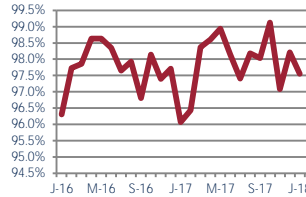
38



Down -19%
Vs. Year Ago

Sold Vs. List Price

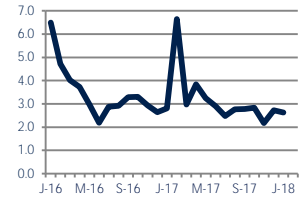
97.6%



Up 1.5%
Vs. Year Ago

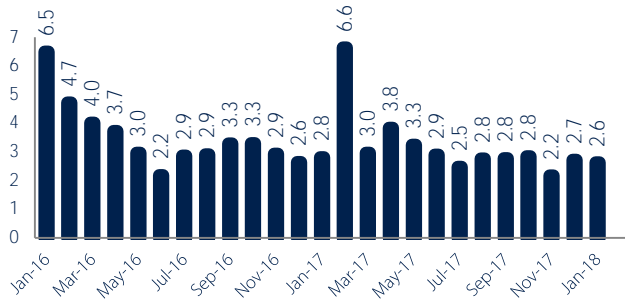
Months of Supply

2.6



Down -6%
Vs. Year Ago

Months Of Supply



Months of Supply

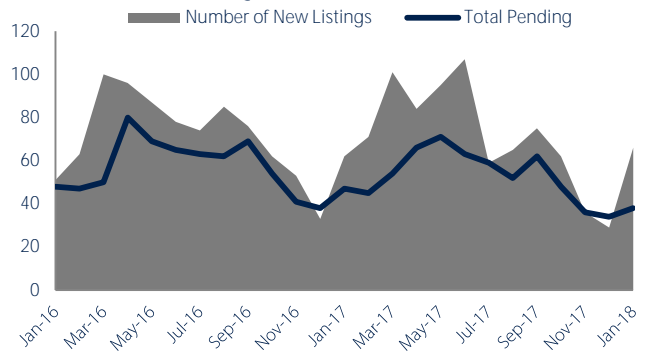
In January, there was 2.6 months of supply available in Phoenixville, compared to 2.8 in January 2017. That is a decrease of 6% versus a year ago.

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.

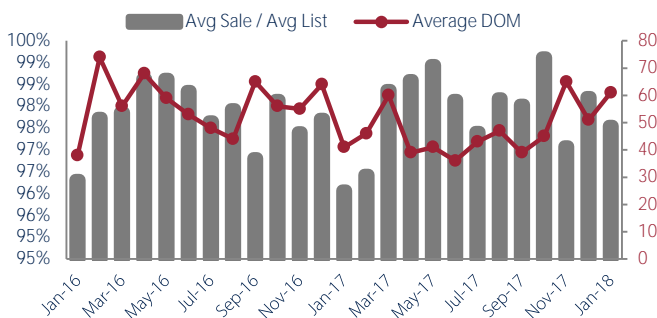
New Listings & Current Contracts

This month there were 66 homes newly listed for sale in Phoenixville compared to 62 in January 2017, an increase of 6%. There were 38 current contracts pending sale this January compared to 47 a year ago. The number of current contracts is 19% lower than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Phoenixville was 97.6% of the average list price, which is 1.5% higher than at this time last year.

Days On Market

This month, the average number of days on market was 61, higher than the average last year, which was 41, an increase of 49%.



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