

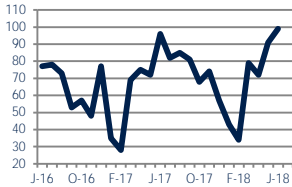


Focus On: Pottstown Housing Market

June 2018

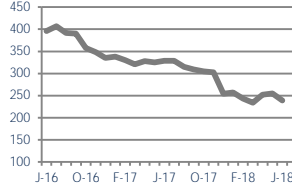
Zip Code(s): 19464

Units Sold
99



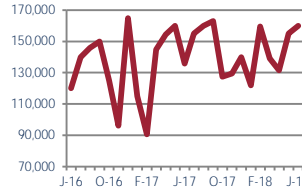
Up 3%
Vs. Year Ago

Active Inventory
239



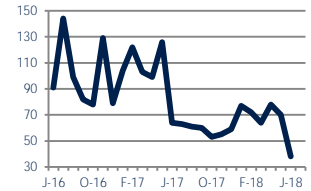
Down -27%
Vs. Year Ago

Median Sale Price
\$159,900



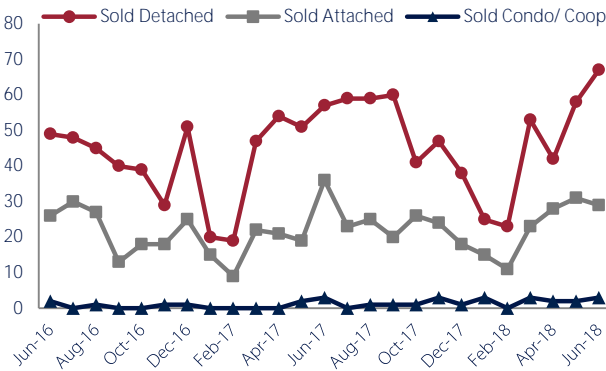
Up 18%
Vs. Year Ago

Days On Market
38



Down -41%
Vs. Year Ago

Units Sold*



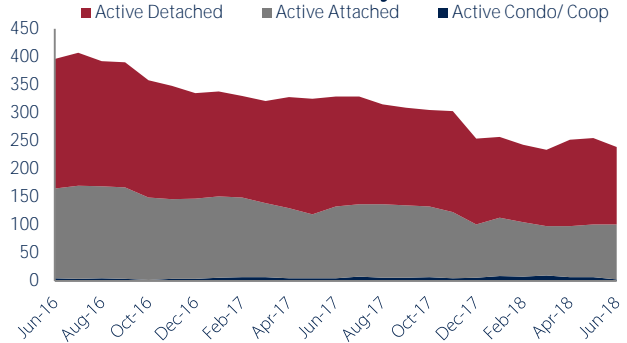
Units Sold

There was an increase in total units sold in June, with 99 sold this month in Pottstown versus 91 last month, an increase of 9%. This month's total units sold was higher than at this time last year, an increase of 3% versus June 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 90 units or 27%. The total number of active inventory this June was 239 compared to 329 in June 2017. This month's total of 239 is lower than the previous month's total supply of available inventory of 255, a decrease of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Pottstown Homes was \$135,750. This June, the median sale price was \$159,900, an increase of 18% or \$24,150 compared to last year. The current median sold price is 3% higher than in May.

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

Pottstown are defined as properties listed in zip code/s 19464.

*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



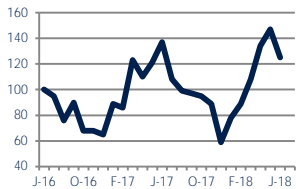


Focus On: Pottstown Housing Market

June 2018

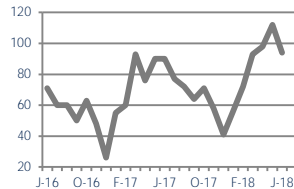
Zip Code(s): 19464

New Listings
125



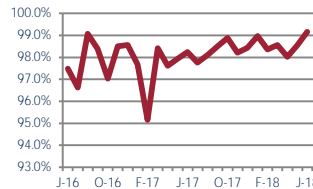
Down -9%
Vs. Year Ago

Current Contracts
94



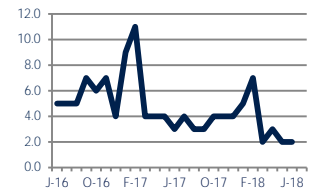
Up 4%
Vs. Year Ago

Sold Vs. List Price
99.2%



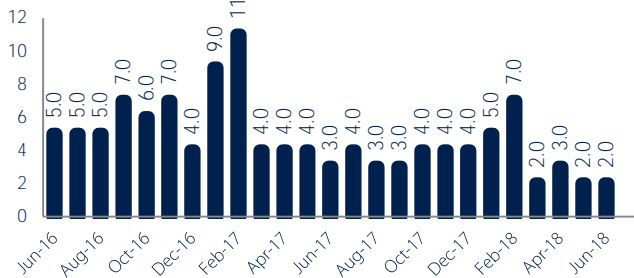
Up 0.9%
Vs. Year Ago

Months of Supply
2.0



Down -33%
Vs. Year Ago

Months Of Supply



Months of Supply

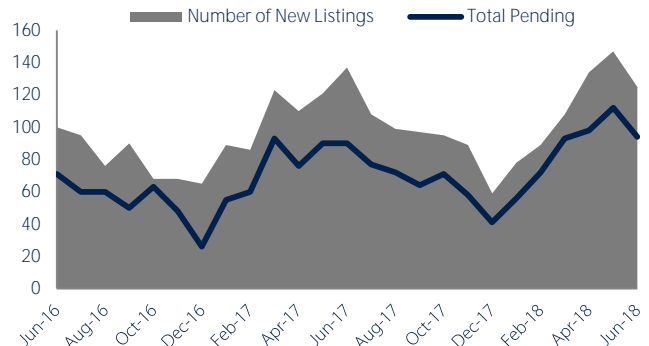
In June, there was 2.4 months of supply available in Pottstown, compared to 3.4 in June 2017. That is a decrease of 30% versus a year ago.

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.

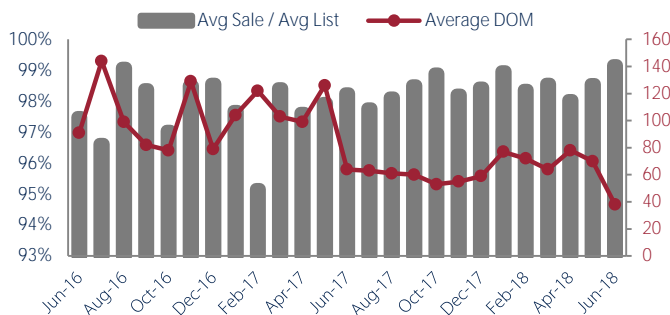
New Listings & Current Contracts

This month there were 125 homes newly listed for sale in Pottstown compared to 137 in June 2017, a decrease of 9%. There were 94 current contracts pending sale this June compared to 90 a year ago. The number of current contracts is 4% higher than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Pottstown was 99.2% of the average list price, which is 0.9% higher than at this time last year.

Days On Market

This month, the average number of days on market was 38, lower than the average last year, which was 64, a decrease of 41%.



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