



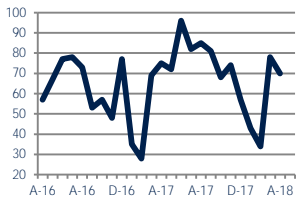
Focus On: Pottstown Housing Market

April 2018

Zip Code(s): 19464

Units Sold

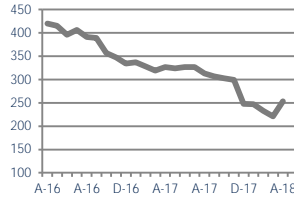
70



Down -7%
Vs. Year Ago

Active Inventory

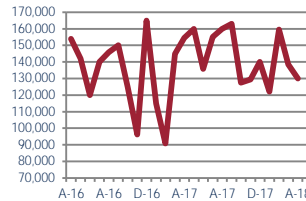
253



Down -23%
Vs. Year Ago

Median Sale Price

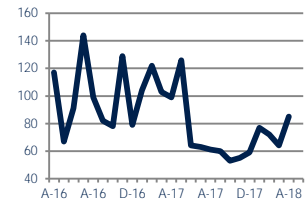
\$129,950



Down -16%
Vs. Year Ago

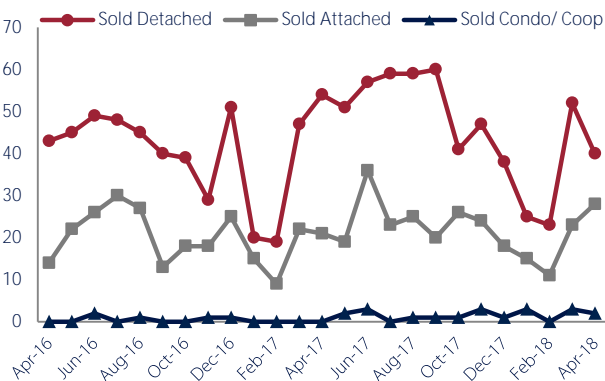
Days On Market

85



Down -14%
Vs. Year Ago

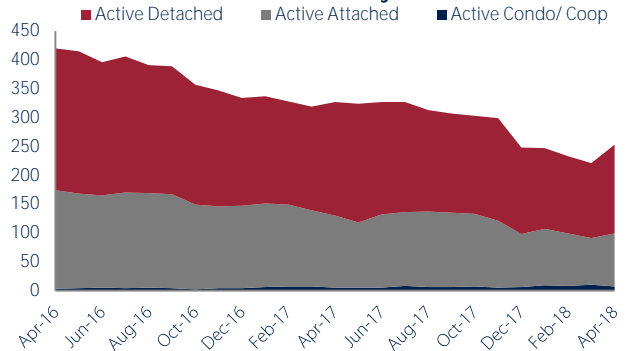
Units Sold*



Units Sold

There was a decrease in total units sold in April, with 70 sold this month in Pottstown versus 78 last month, a decrease of 10%. This month's total units sold was lower than at this time last year, a decrease of 7% versus April 2017.

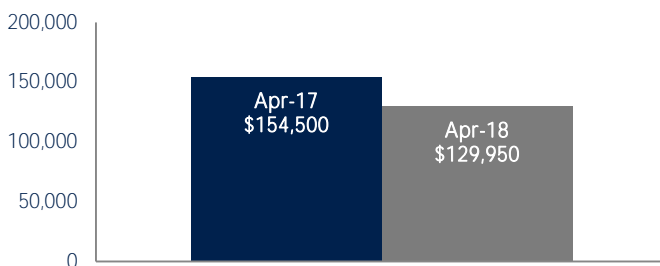
Active Inventory*



Active Inventory

Versus last year, the total number of homes available this month is lower by 74 units or 23%. The total number of active inventory this April was 253 compared to 327 in April 2017. This month's total of 253 is higher than the previous month's total supply of available inventory of 221, an increase of 14%.

Median Sale Price



Median Sale Price

Last April, the median sale price for Pottstown Homes was \$154,500. This April, the median sale price was \$129,950, a decrease of 16% or \$24,550 compared to last year. The current median sold price is 6% lower than in March.

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.



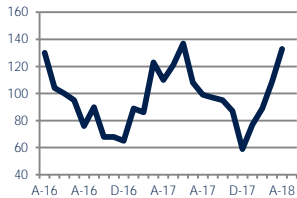
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New Listings

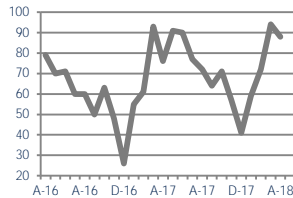
133



Up 21%
Vs. Year Ago

Current Contracts

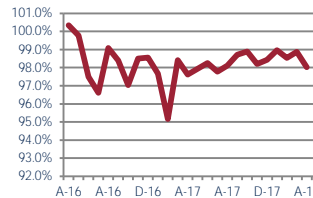
88



Up 16%
Vs. Year Ago

Sold Vs. List Price

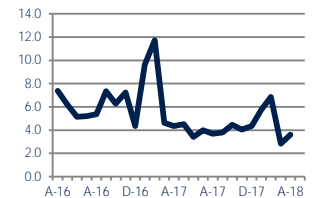
98.0%



No Change
Vs. Year Ago

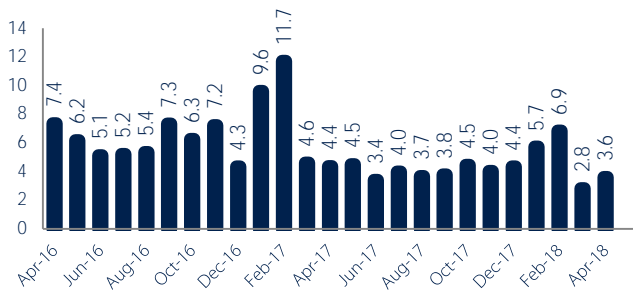
Months of Supply

3.6



Down -17%
Vs. Year Ago

Months Of Supply



Months of Supply

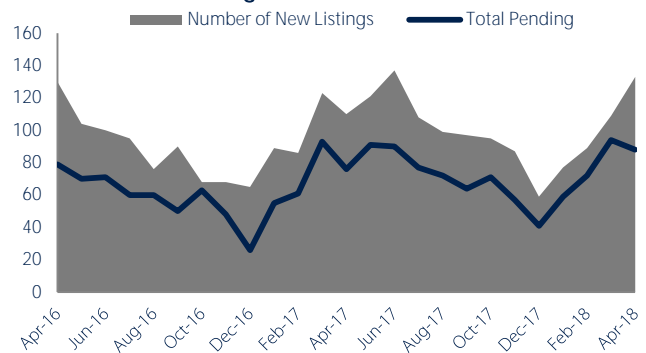
In April, there was 3.6 months of supply available in Pottstown, compared to 4.4 in April 2017. That is a decrease of 17% versus a year ago.

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.

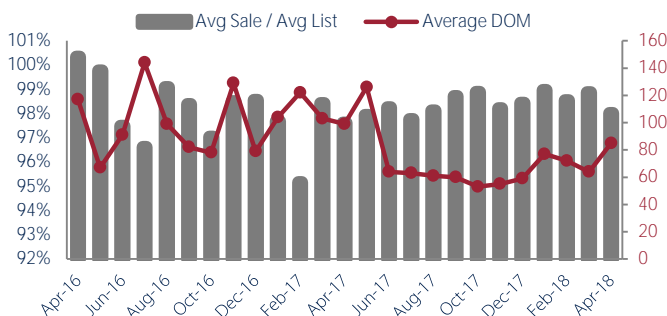
New Listings & Current Contracts

This month there were 133 homes newly listed for sale in Pottstown compared to 110 in April 2017, an increase of 21%. There were 88 current contracts pending sale this April compared to 76 a year ago. The number of current contracts is 16% higher than last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Pottstown was 98.0% 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 85, lower than the average last year, which was 99, a decrease of 14%.



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