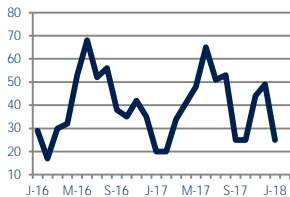




Zip Code(s): 19087

Units Sold

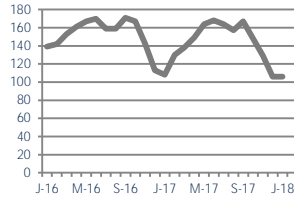
25



Up  
Vs. Year Ago

Active Inventory

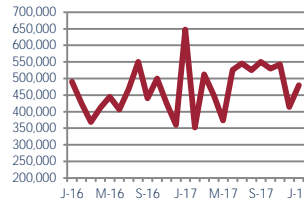
106



Down -2%  
Vs. Year Ago

Median Sale Price

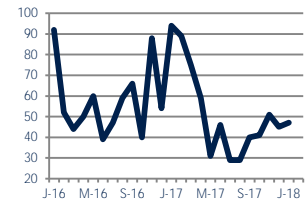
\$480,000



Down  
Vs. Year Ago

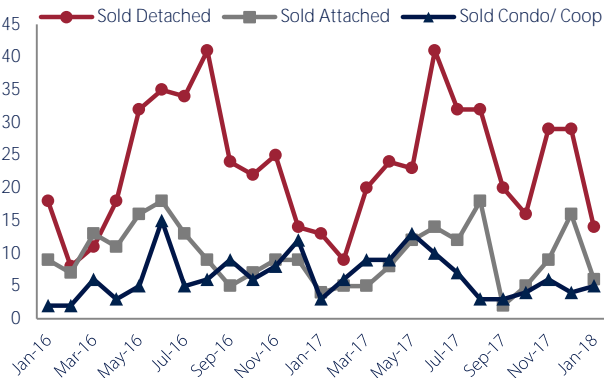
Days On Market

47



Down  
Vs. Year Ago

Units Sold\*



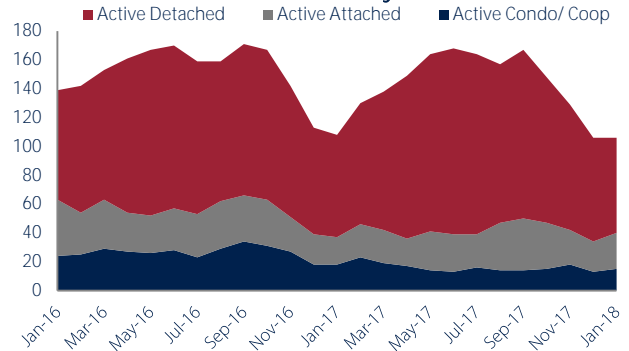
Units Sold

With relatively few transactions, there was a decrease in total units sold in January, with 25 sold this month in Wayne. This month's total units sold was higher than at this time last year, an increase from January 2017.

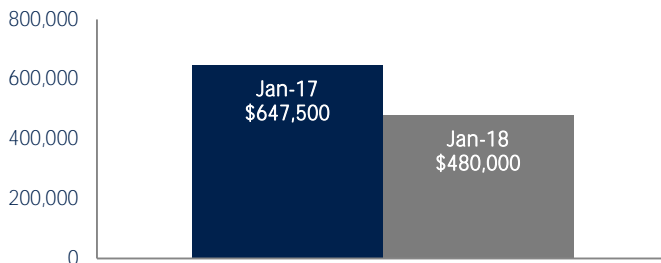
Active Inventory

Versus last year, the total number of homes available this month is lower by 2 units or 2%. The total number of active inventory this January was 106 compared to 108 in January 2017. This month's supply remained stable as compared to last month.

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 January, the median sale price for Wayne Homes was \$647,500. This January, the median sale price was \$480,000, a decrease of \$167,500 compared to last year. The current median sold price is higher 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.

Wayne are defined as properties listed in zip code/s 19087.

\*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



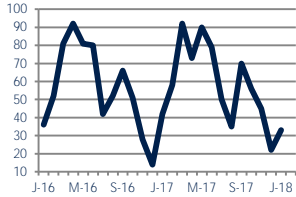
## Focus On: Wayne Housing Market

January 2018

Zip Code(s): 19087

### New Listings

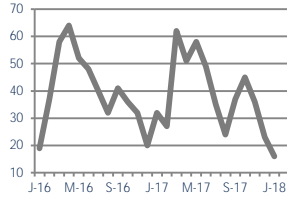
33



Down -21%  
Vs. Year Ago

### Current Contracts

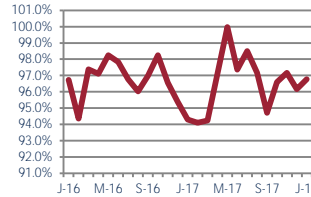
16



Down -50%  
Vs. Year Ago

### Sold Vs. List Price

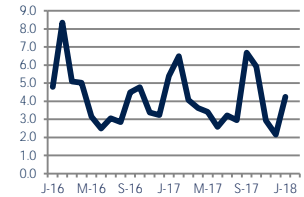
96.8%



Up 2.6%  
Vs. Year Ago

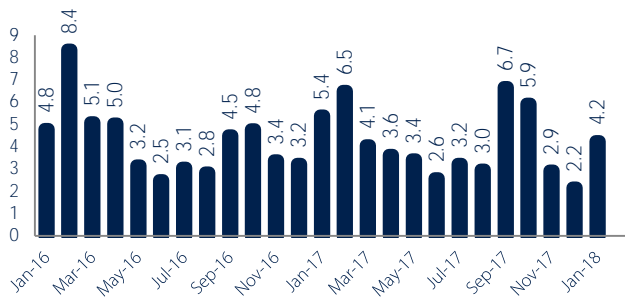
### Months of Supply

4.2



Down -21%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

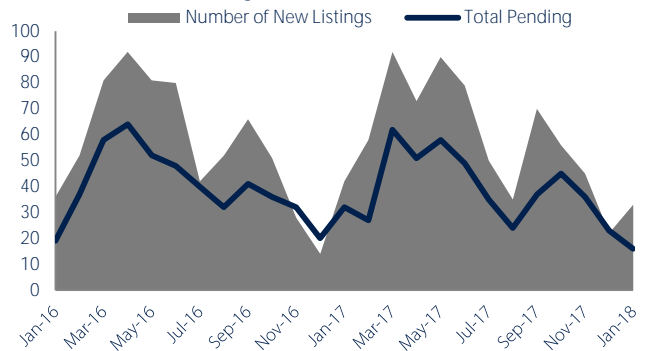
In January, there was 4.2 months of supply available in Wayne, compared to 5.4 in January 2017. That is a decrease of 21% versus a year ago.

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.

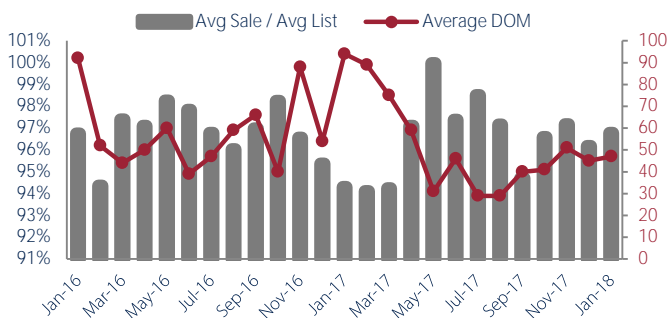
### New Listings & Current Contracts

This month there were 33 homes newly listed for sale in Wayne compared to 42 in January 2017, a decrease of 21%. There were 16 current contracts pending sale this January compared to 32 a year ago. The number of current contracts is 50% 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 Wayne was 96.8% of the average list price, which is 2.5% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 47, lower than the average last year, which was 94. This decrease was impacted by the limited number of sales.



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