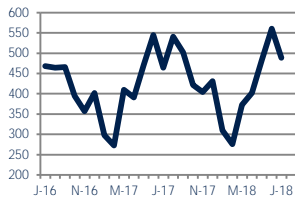


**Units Sold**

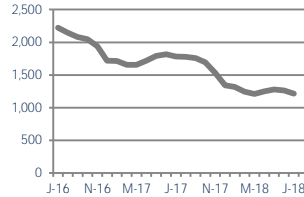
489



Up 5%  
Vs. Year Ago

**Active Inventory**

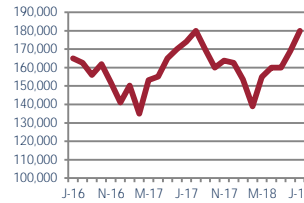
1,217



Down -32%  
Vs. Year Ago

**Median Sale Price**

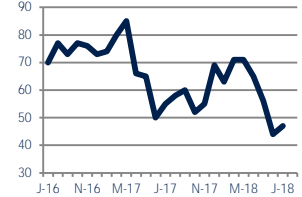
\$180,000



Up 3%  
Vs. Year Ago

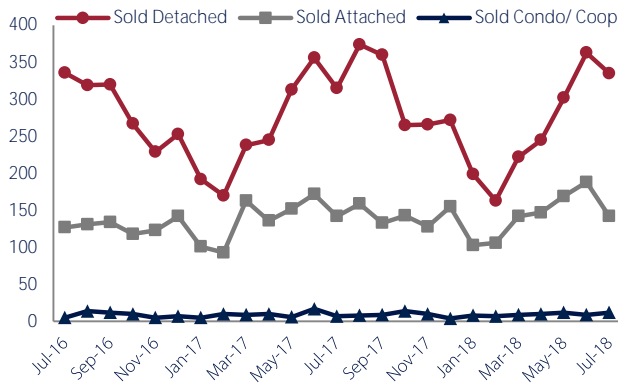
**Days On Market**

47



Down -15%  
Vs. Year Ago

**Units Sold\***



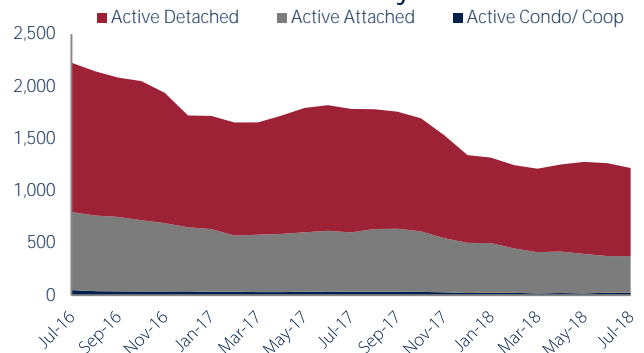
**Units Sold**

There was a decrease in total units sold in July, with 489 sold this month in Berks County versus 560 last month, a decrease of 13%. This month's total units sold was higher than at this time last year, an increase of 5% versus July 2017.

**Active Inventory**

Versus last year, the total number of homes available this month is lower by 566 units or 32%. The total number of active inventory this July was 1,217 compared to 1,783 in July 2017. This month's total of 1,217 is lower than the previous month's total supply of available inventory of 1,264, a decrease of 4%.

**Active Inventory\***



**Median Sale Price**



**Median Sale Price**

Last July, the median sale price for Berks County Homes was \$173,950. This July, the median sale price was \$180,000, an increase of 3% or \$6,050 compared to last year. The current median sold price is 7% higher than in June.

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



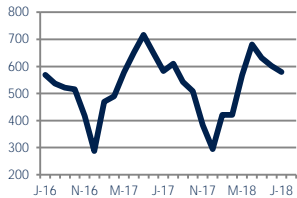
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by TREND and 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.





### New Listings

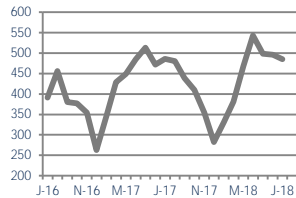
580



Down -1%  
Vs. Year Ago

### Current Contracts

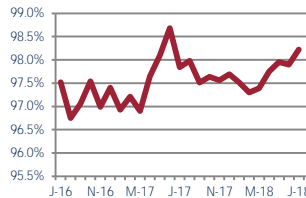
485



No Change  
Vs. Year Ago

### Sold Vs. List Price

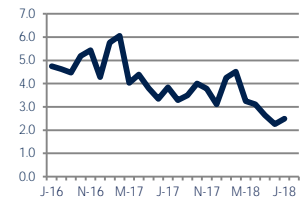
98.2%



No Change  
Vs. Year Ago

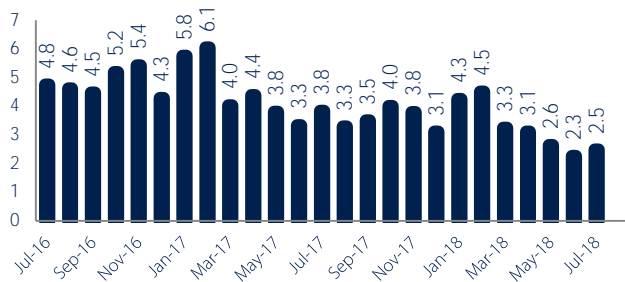
### Months of Supply

2.5



Down -35%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

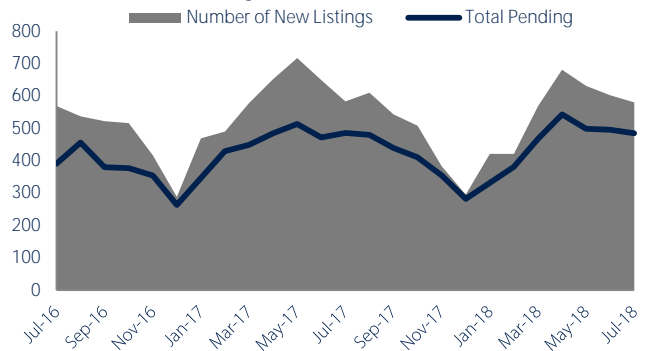
In July, there was 2.5 months of supply available in Berks County, compared to 3.8 in July 2017. That is a decrease of 35% versus a year ago.

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.

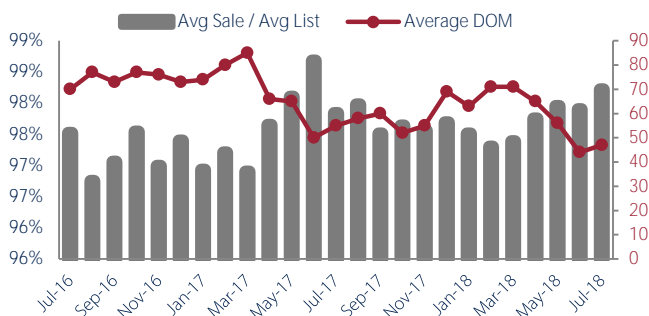
### New Listings & Current Contracts

This month there were 580 homes newly listed for sale in Berks County compared to 583 in July 2017, a decrease of 1%. There were 485 current contracts pending sale this July, consistent with the volume a year ago. The number of current contracts is 2% lower than last month.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In July, the average sale price in Berks County was 98.2% 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 47, lower than the average last year, which was 55, a decrease of 15%.



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