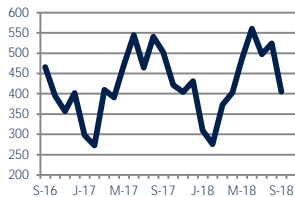


### Units Sold

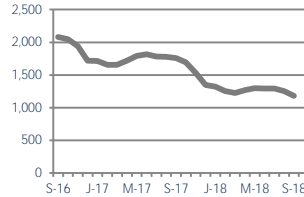
405



Down -19%  
Vs. Year Ago

### Active Inventory

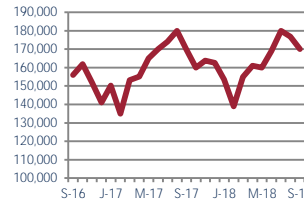
1,183



Down -33%  
Vs. Year Ago

### Median Sale Price

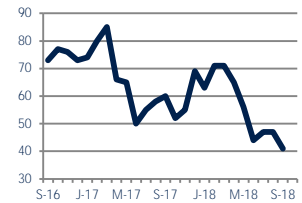
\$170,000



No Change  
Vs. Year Ago

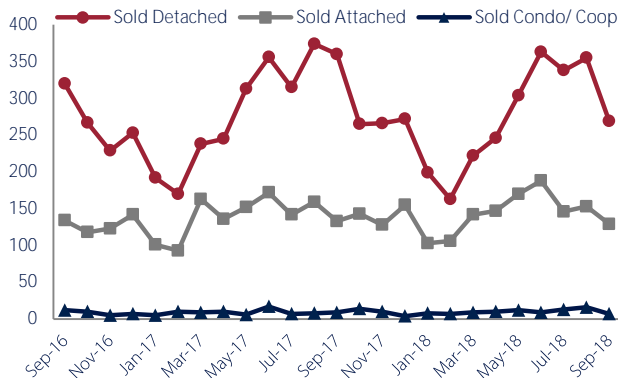
### Days On Market

41



Down -32%  
Vs. Year Ago

### Units Sold\*



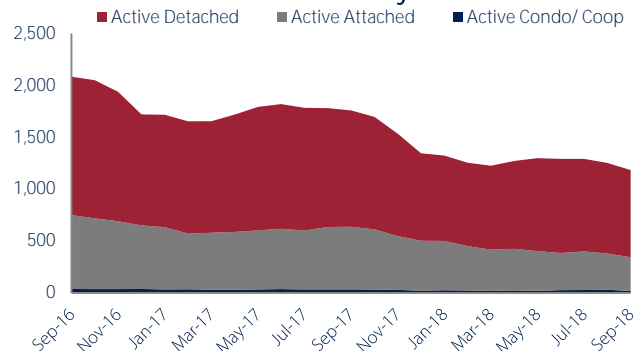
### Units Sold

There was a decrease in total units sold in September, with 405 sold this month in Berks County versus 524 last month, a decrease of 23%. This month's total units sold was lower than at this time last year, a decrease of 19% versus September 2017.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 575 units or 33%. The total number of active inventory this September was 1,183 compared to 1,758 in September 2017. This month's total of 1,183 is lower than the previous month's total supply of available inventory of 1,252, a decrease of 6%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last September, the median sale price for Berks County Homes was \$169,900. This September, the median sale price was \$170,000, which is similar compared to a year ago. The current median sold price is 4% higher than in August.

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



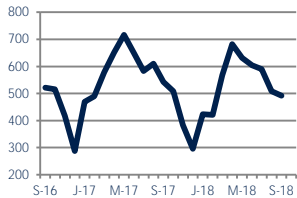
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by TREND and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

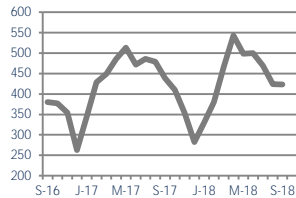
492



Down -9%  
Vs. Year Ago

### Current Contracts

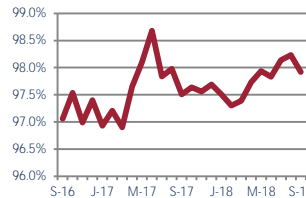
423



Down -4%  
Vs. Year Ago

### Sold Vs. List Price

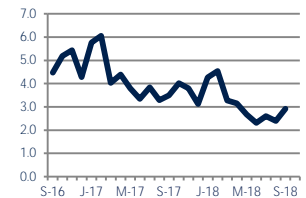
97.9%



No Change  
Vs. Year Ago

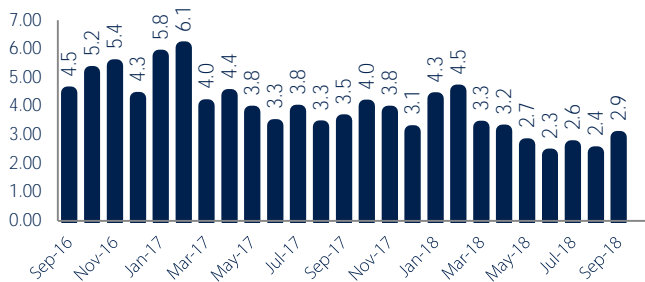
### Months of Supply

2.9



Down -17%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

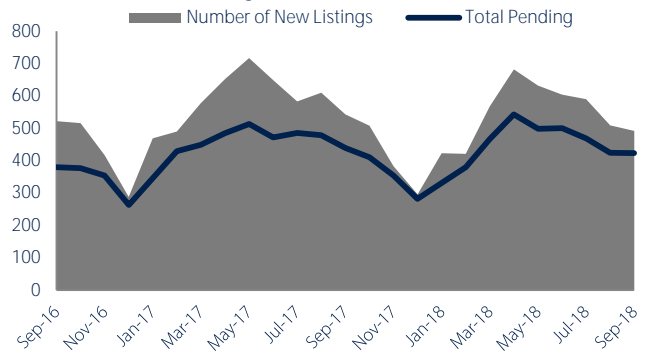
In September, there was 2.9 months of supply available in Berks County, compared to 3.5 in September 2017. That is a decrease of 17% versus a year ago.

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.

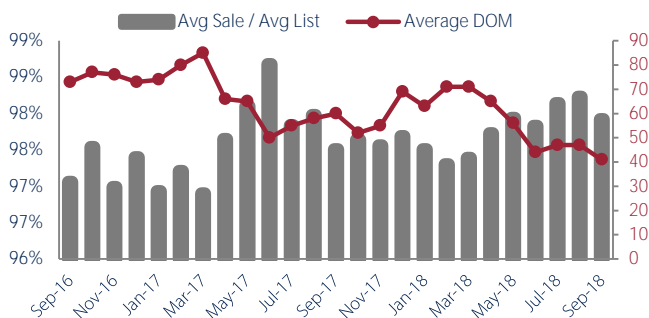
### New Listings & Current Contracts

This month there were 492 homes newly listed for sale in Berks County compared to 543 in September 2017, a decrease of 9%. There were 423 current contracts pending sale this September compared to 439 a year ago. The number of current contracts remained stable as compared to last September.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In September, the average sale price in Berks County was 97.9% 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 41, lower than the average last year, which was 60, a decrease of 32%.



\*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.

