

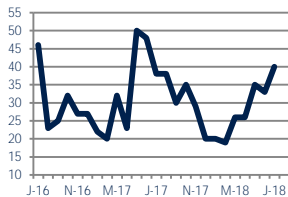
## Focus On: North Wales Housing Market

July 2018

Zip Code(s): 19454 and 18936

### Units Sold

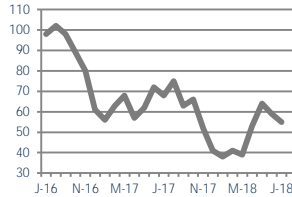
40



Up 5%  
Vs. Year Ago

### Active Inventory

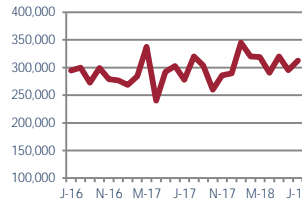
55



Down -19%  
Vs. Year Ago

### Median Sale Price

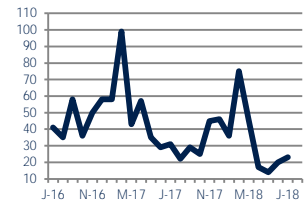
\$312,500



Up 12%  
Vs. Year Ago

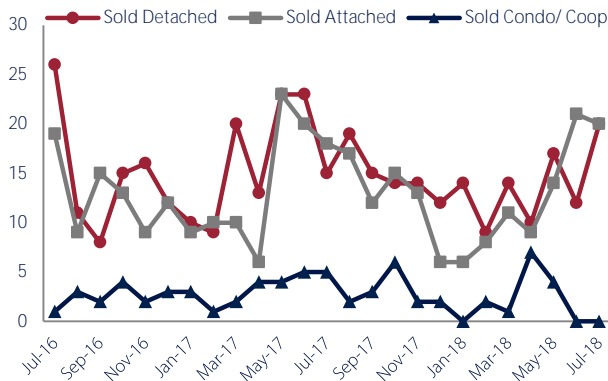
### Days On Market

23



Down -26%  
Vs. Year Ago

### Units Sold\*



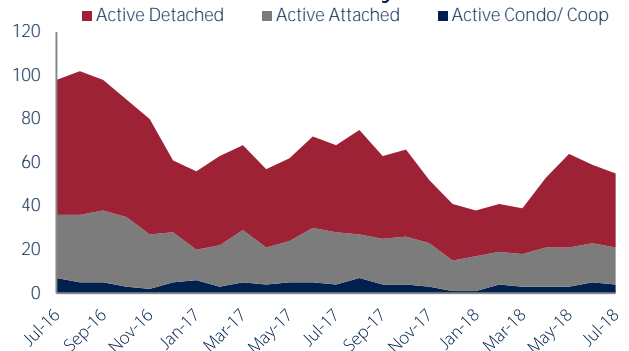
### Units Sold

There was an increase in total units sold in July, with 40 sold this month in North Wales versus 33 last month, an increase of 21%. 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 13 units or 19%. The total number of active inventory this July was 55 compared to 68 in July 2017. This month's total of 55 is lower than the previous month's total supply of available inventory of 59, a decrease of 7%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last July, the median sale price for North Wales Homes was \$278,000. This July, the median sale price was \$312,500, an increase of 12% or \$34,500 compared to last year. The current median sold price is 6% 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.

North Wales are defined as properties listed in zip code/s 19454 and 18936.

\*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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INTERNATIONAL REAL ESTATE



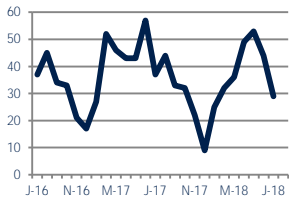
## Focus On: North Wales Housing Market

July 2018

Zip Code(s): 19454 and 18936

### New Listings

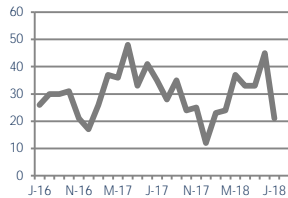
29



Down -22%  
Vs. Year Ago

### Current Contracts

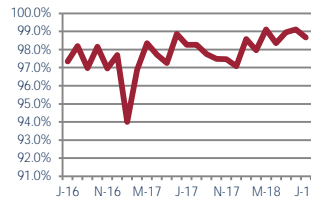
21



Down -40%  
Vs. Year Ago

### Sold Vs. List Price

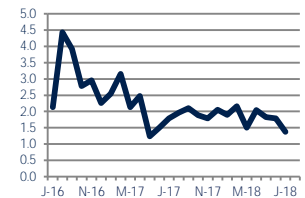
98.7%



No Change  
Vs. Year Ago

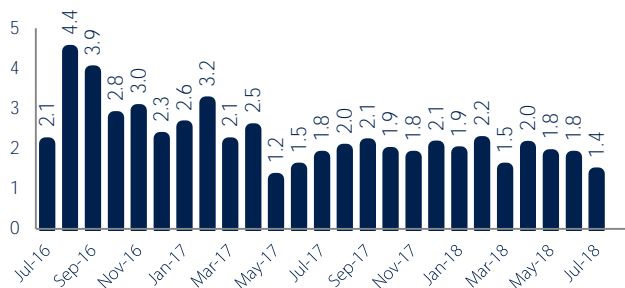
### Months of Supply

1.4



Down -23%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

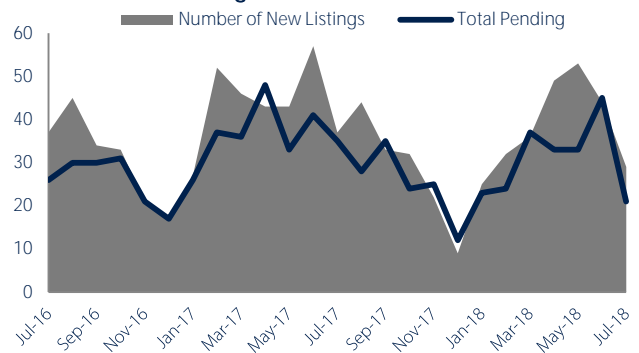
In July, there was 1.4 months of supply available in North Wales, compared to 1.8 in July 2017. That is a decrease of 23% versus a year ago.

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.

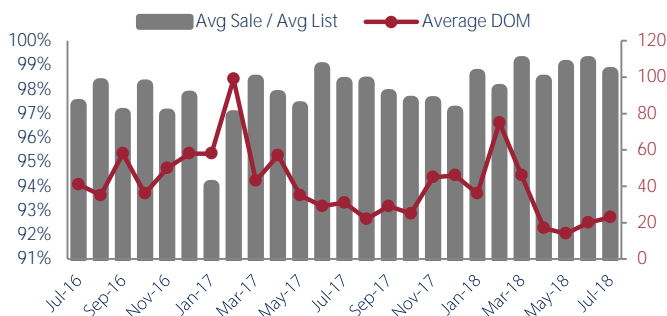
### New Listings & Current Contracts

This month there were 29 homes newly listed for sale in North Wales compared to 37 in July 2017, a decrease of 22%. There were 21 current contracts pending sale this July compared to 35 a year ago. The number of current contracts is 40% lower than last July.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In July, the average sale price in North Wales was 98.7% 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 23, lower than the average last year, which was 31, a decrease of 26%.



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