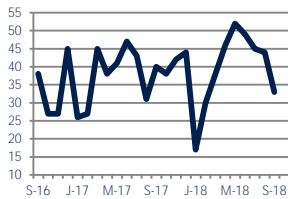


Zip Code(s): 19601 and 19604

### Units Sold

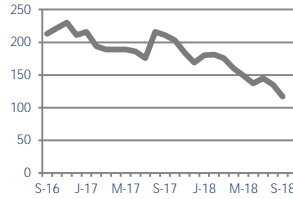
33



Down -18%  
Vs. Year Ago

### Active Inventory

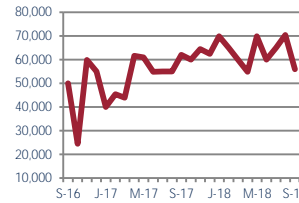
117



Down -45%  
Vs. Year Ago

### Median Sale Price

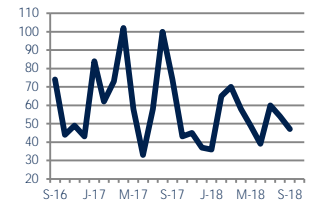
\$55,900



Down -10%  
Vs. Year Ago

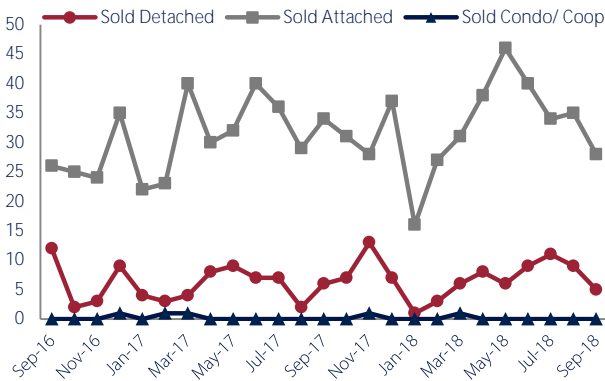
### Days On Market

47



Down -36%  
Vs. Year Ago

### Units Sold\*



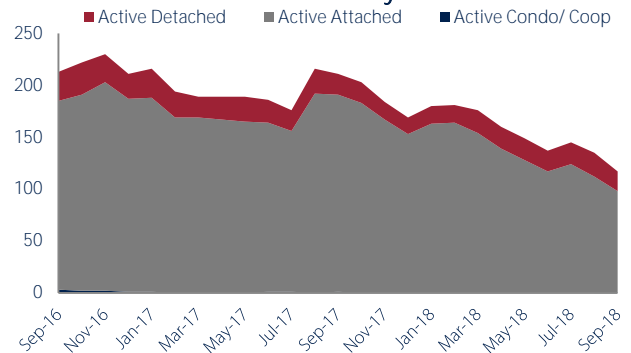
### Units Sold

There was a decrease in total units sold in September, with 33 sold this month in Northwest and Northeast Reading versus 44 last month, a decrease of 25%. This month's total units sold was lower than at this time last year, a decrease of 18% versus September 2017.

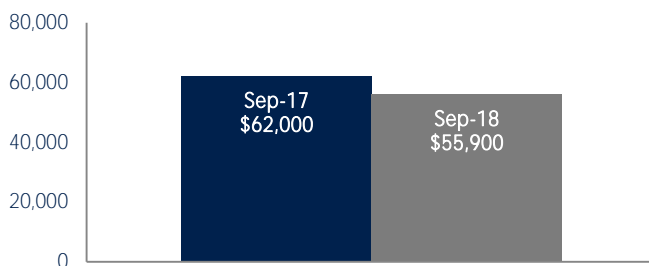
### Active Inventory

Versus last year, the total number of homes available this month is lower by 94 units or 45%. The total number of active inventory this September was 117 compared to 211 in September 2017. This month's total of 117 is lower than the previous month's total supply of available inventory of 135, a decrease of 13%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last September, the median sale price for Northwest and Northeast Reading Homes was \$62,000. This September, the median sale price was \$55,900, a decrease of 10% or \$6,100 compared to last year. The current median sold price is 21% lower 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.

Northwest and Northeast Reading are defined as properties listed in zip code/s 19601 and 19604.

\*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



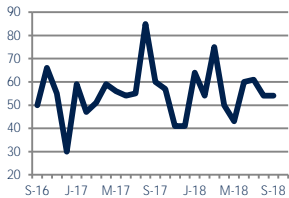
## Focus On: Northwest and Northeast Reading Housing Market

September 2018

Zip Code(s): 19601 and 19604

### New Listings

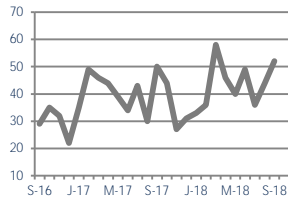
54



Down -10%  
Vs. Year Ago

### Current Contracts

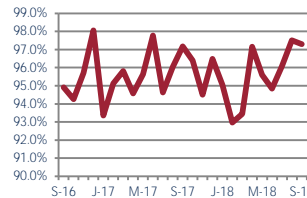
52



Up 4%  
Vs. Year Ago

### Sold Vs. List Price

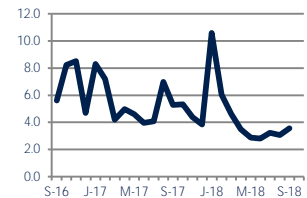
97.3%



No Change  
Vs. Year Ago

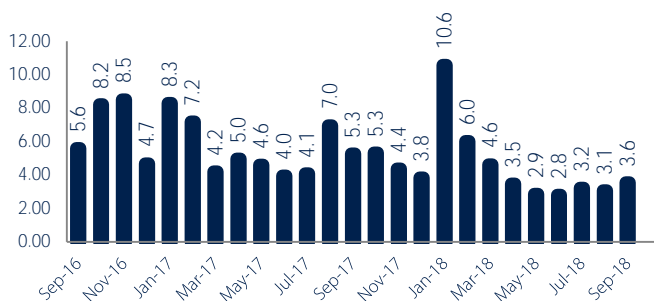
### Months of Supply

3.6



Down -33%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

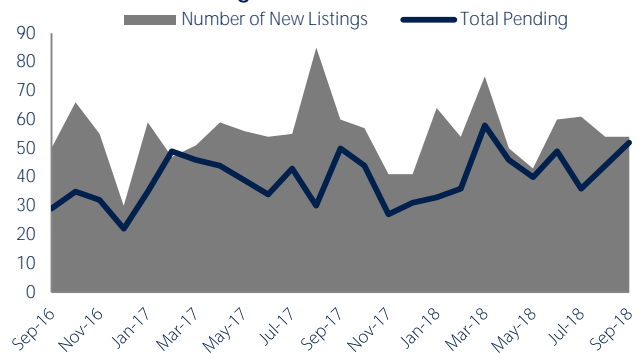
In September, there was 3.5 months of supply available in Northwest and Northeast Reading, compared to 5.3 in September 2017. That is a decrease of 33% versus a year ago.

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.

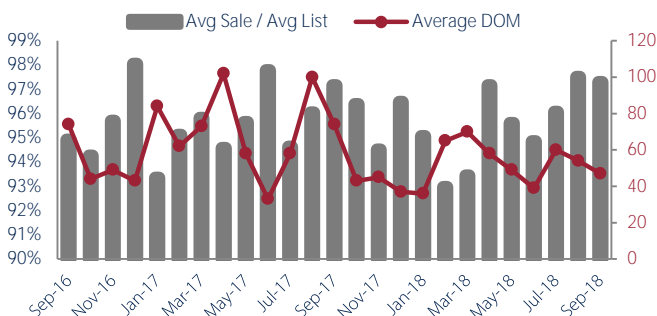
### New Listings & Current Contracts

This month there were 54 homes newly listed for sale in Northwest and Northeast Reading compared to 60 in September 2017, a decrease of 10%. There were 52 current contracts pending sale this September compared to 50 a year ago. The number of current contracts is 4% higher than last September.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In September, the average sale price in Northwest and Northeast Reading was 97.3% 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 74, a decrease of 36%.



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