

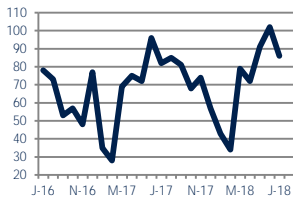
## Focus On: Pottstown Housing Market

July 2018

Zip Code(s): 19464

### Units Sold

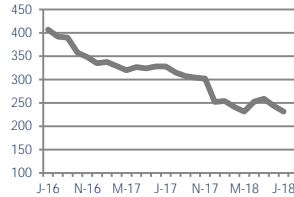
86



Up 5%  
Vs. Year Ago

### Active Inventory

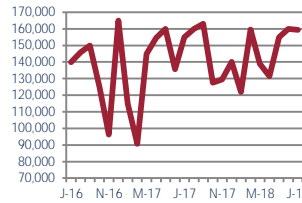
232



Down -29%  
Vs. Year Ago

### Median Sale Price

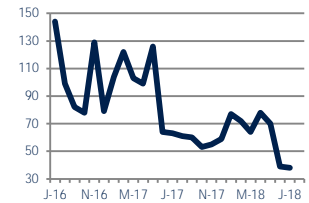
\$159,450



Up 3%  
Vs. Year Ago

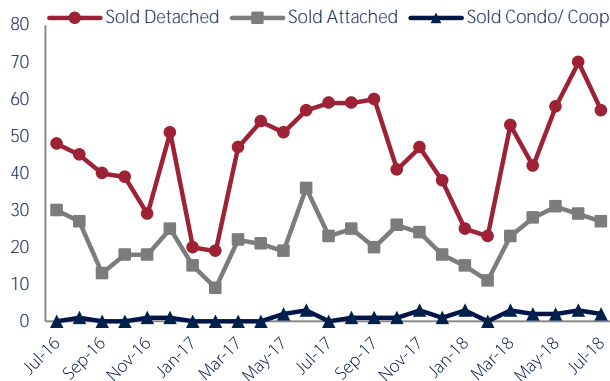
### Days On Market

38



Down -40%  
Vs. Year Ago

### Units Sold\*



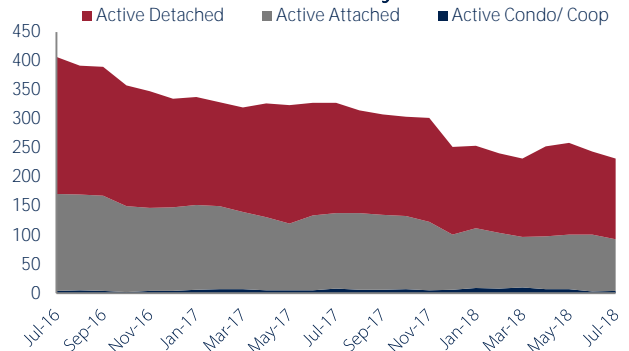
### Units Sold

There was a decrease in total units sold in July, with 86 sold this month in Pottstown versus 102 last month, a decrease of 16%. 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 96 units or 29%. The total number of active inventory this July was 232 compared to 328 in July 2017. This month's total of 232 is lower than the previous month's total supply of available inventory of 244, a decrease of 5%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last July, the median sale price for Pottstown Homes was \$155,000. This July, the median sale price was \$159,450, an increase of 3% or \$4,450 compared to last year. The current median sold price is approximately the same as the median price in June.

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

Pottstown are defined as properties listed in zip code/s 19464.

\*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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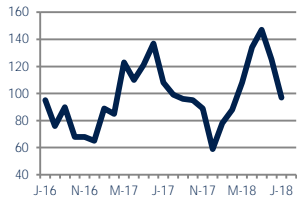
## Focus On: Pottstown Housing Market

July 2018

Zip Code(s): 19464

### New Listings

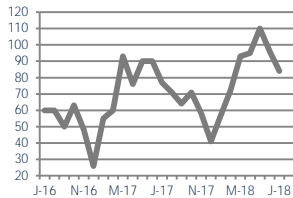
97



Down -10%  
Vs. Year Ago

### Current Contracts

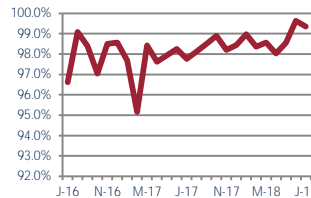
84



Up 9%  
Vs. Year Ago

### Sold Vs. List Price

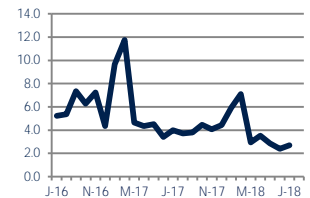
99.4%



Up 1.6%  
Vs. Year Ago

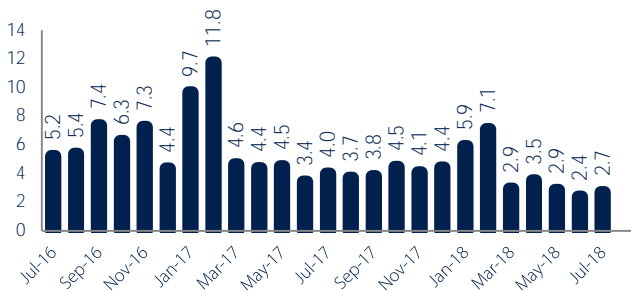
### Months of Supply

2.7



Down -32%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

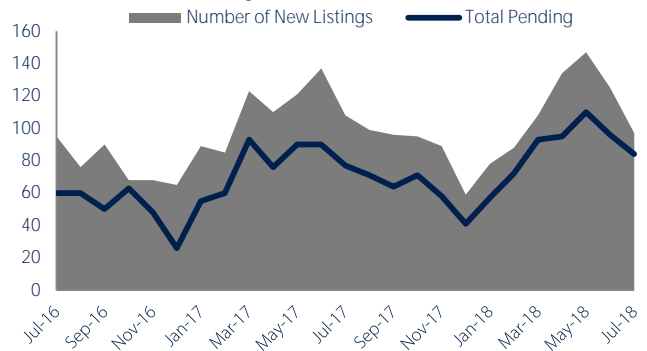
In July, there was 2.7 months of supply available in Pottstown, compared to 4.0 in July 2017. That is a decrease of 33% versus a year ago.

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.

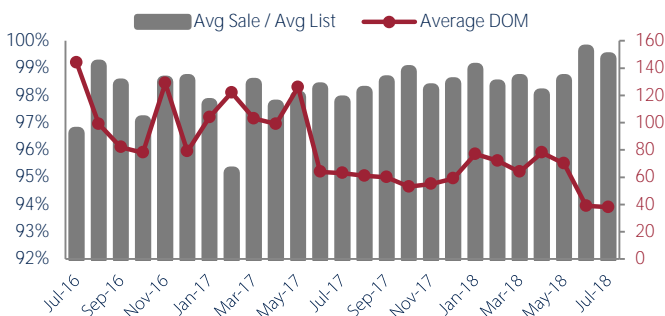
### New Listings & Current Contracts

This month there were 97 homes newly listed for sale in Pottstown compared to 108 in July 2017, a decrease of 10%. There were 84 current contracts pending sale this July compared to 77 a year ago. The number of current contracts is 9% higher 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 Pottstown was 99.4% of the average list price, which is 1.6% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 38, lower than the average last year, which was 63, a decrease of 40%.



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