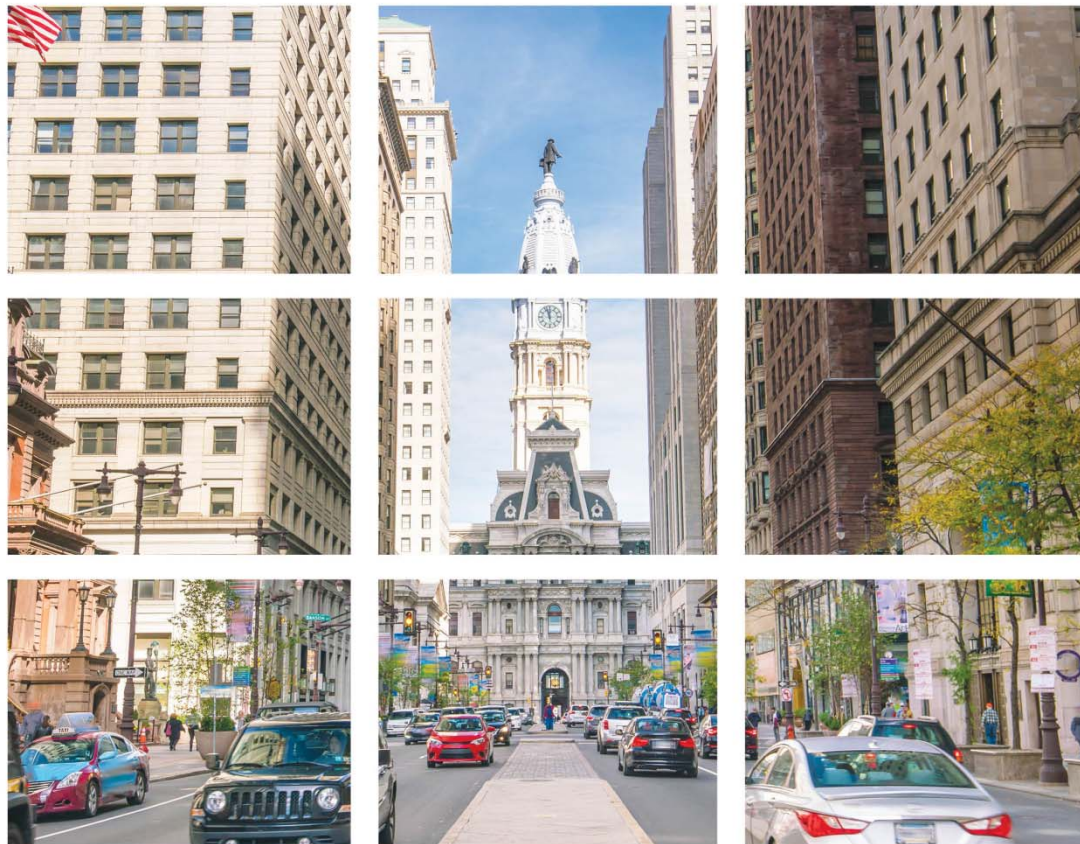
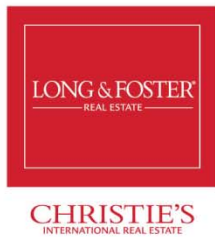


Market Conditions Report

Philadelphia, PA Area

December 2018



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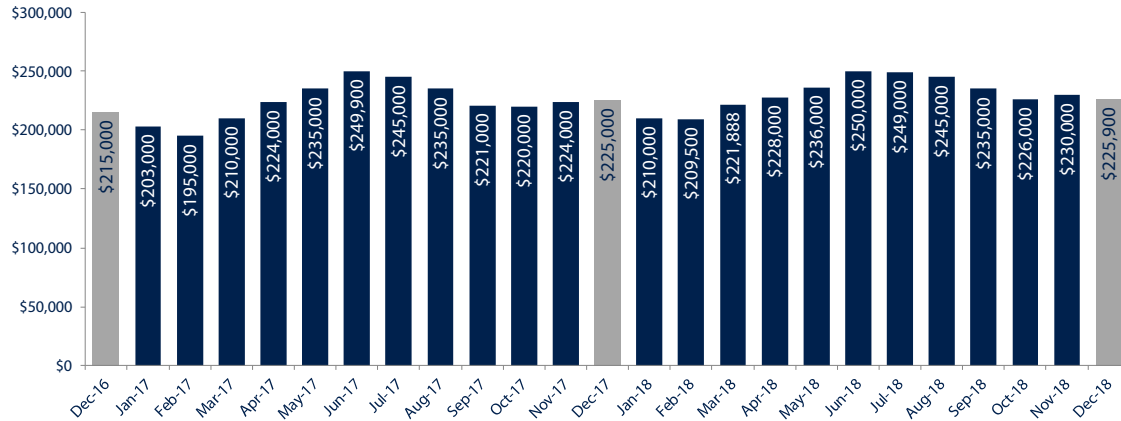
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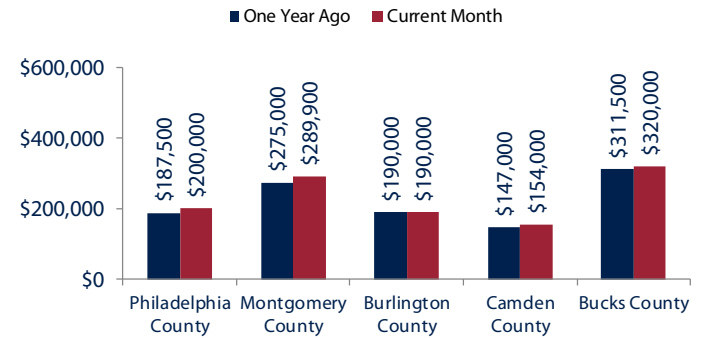
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Philadelphia Metropolitan Area - December 2018

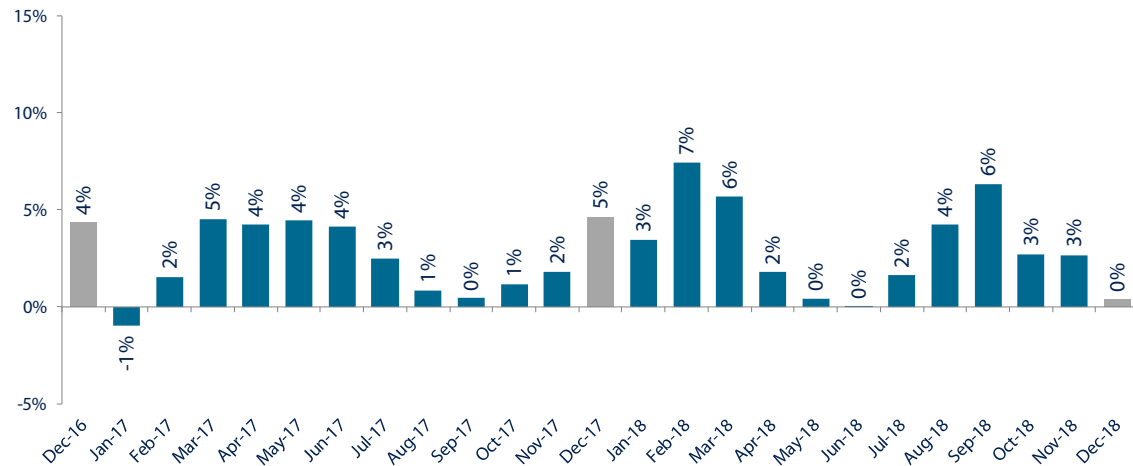
Median Sales Price



Median Sale Price
Of Top Five Counties/Cities Based on Total Units Sold



Median Sale Price
Percent Change Year/Year



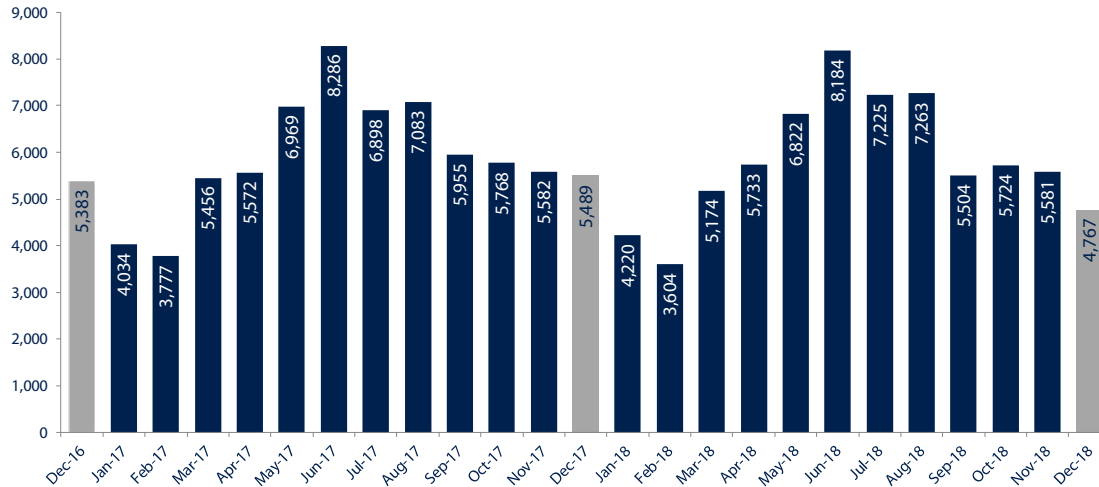
Highlights

- This December, the median sale price was \$225,900, which was similar to the median sale price of December 2017.
- The current median sale price was 2% lower than in November.

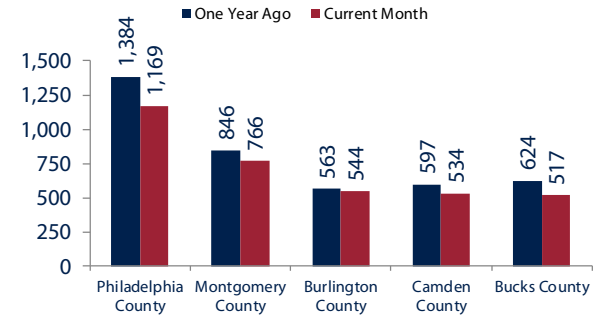
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Philadelphia Metropolitan Area - December 2018

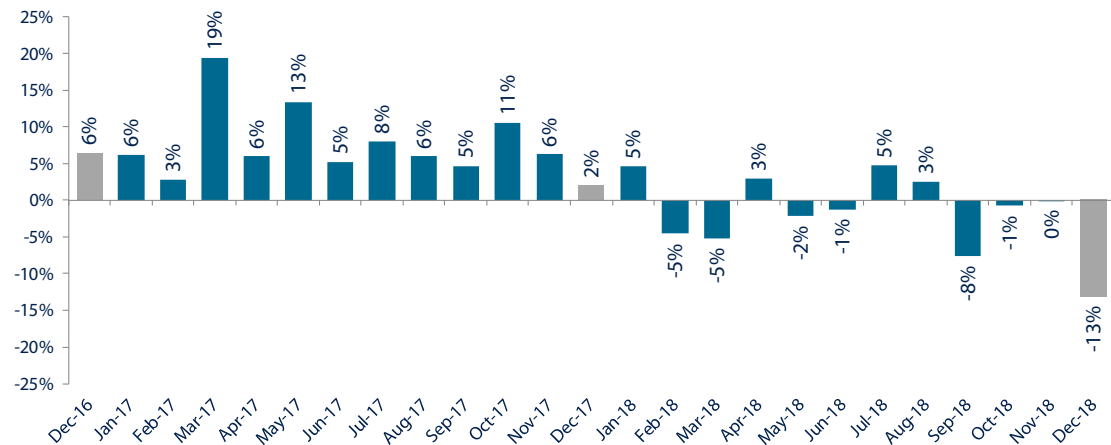
Total Units Sold



Total Units Sold
Of Top Five Counties/Cities Based on Total Units Sold



Total Units Sold
Percent Change Year/Year



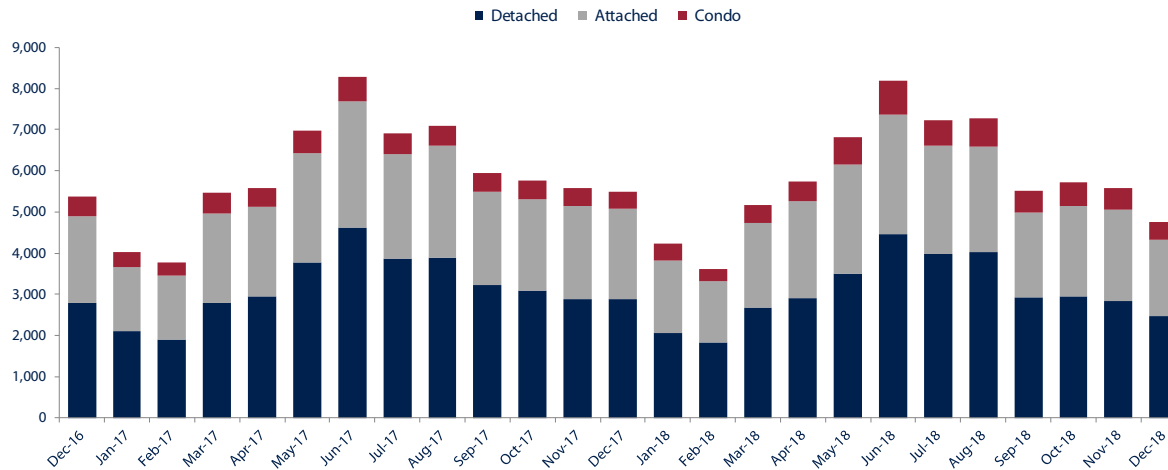
Highlights

- This month's total units sold was lower than at this time last year, a decrease of 13% versus December 2017.
- There was a decrease of 15% in total units sold in December compared to November.

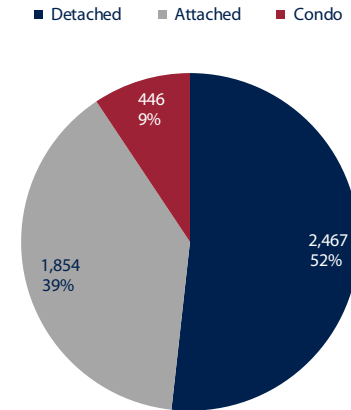
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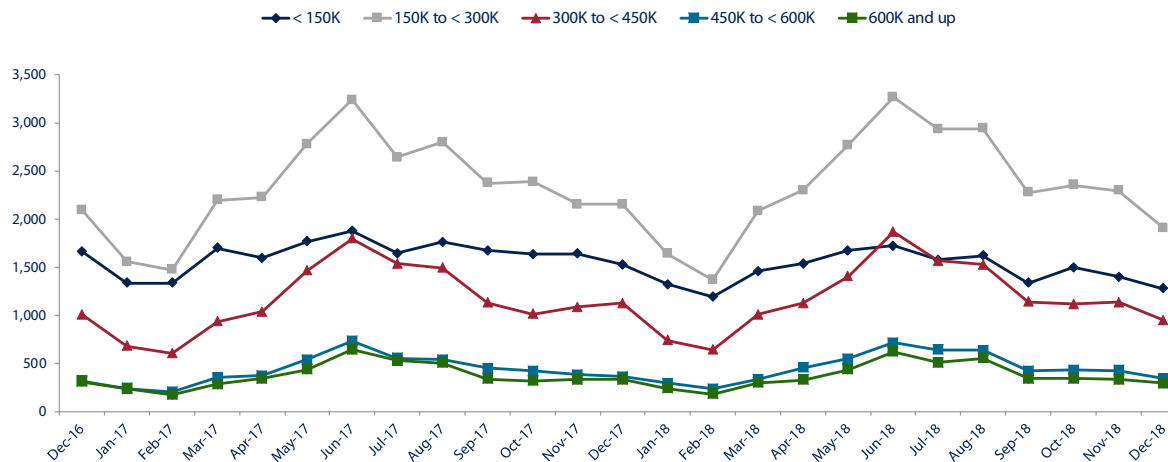
Total Units Sold by Type



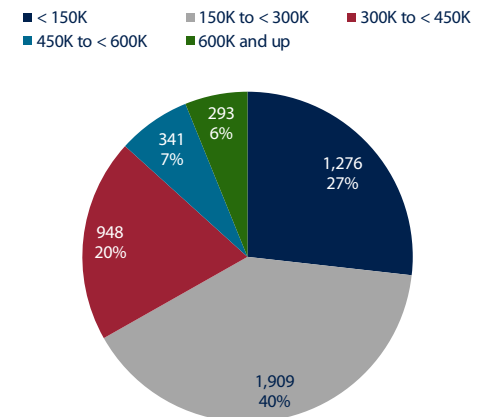
**Total Units Sold by Type
Current Month**



Total Units Sold by Price Range



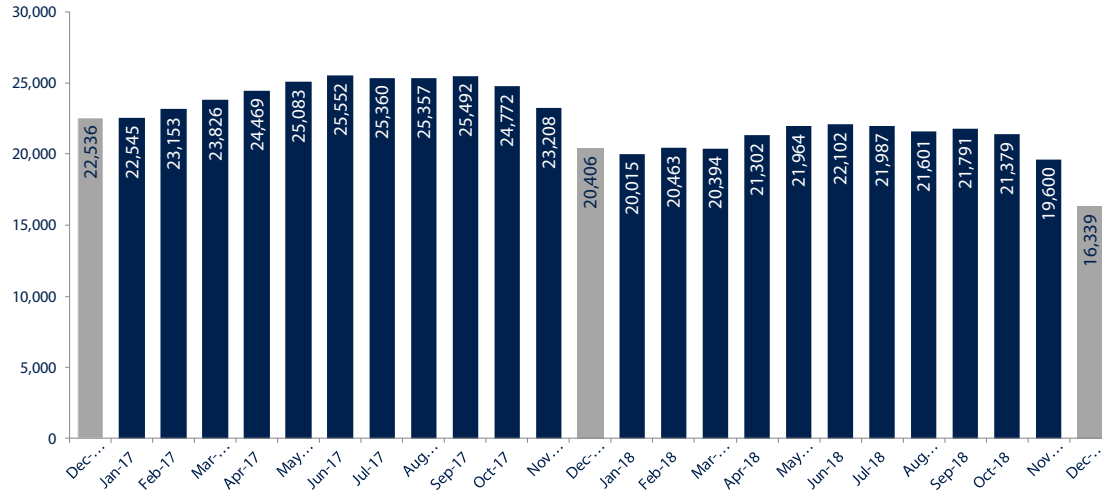
**Total Units Sold by Price Range
Current Month**



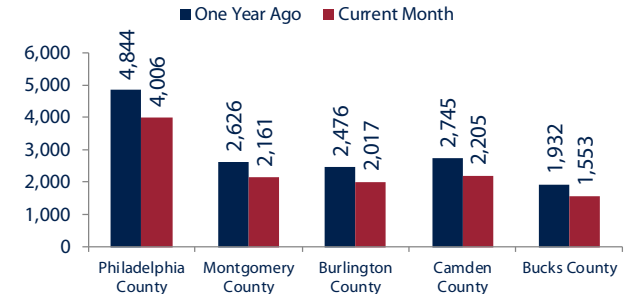
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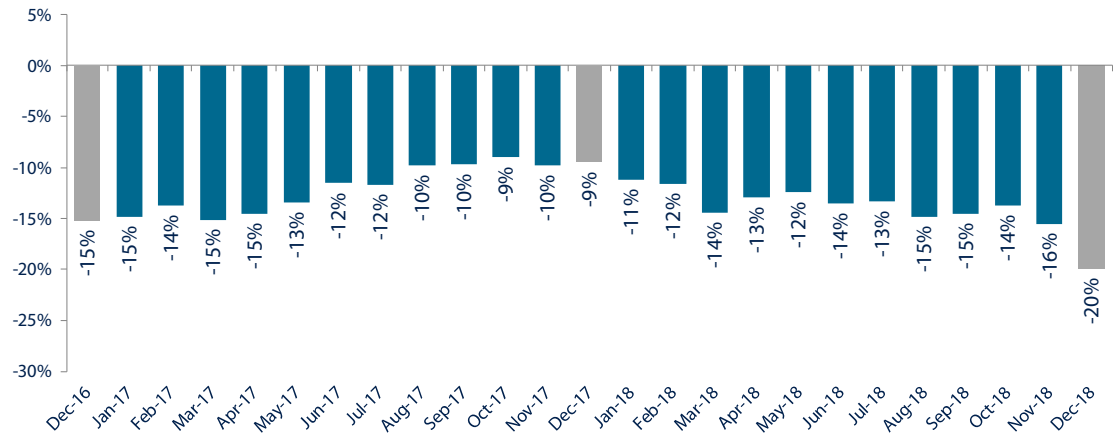
Total Active Inventory



Total Active Inventory
Of Top Five Counties/Cities Based on Total Units Sold



Total Active Inventory
Percent Change Year/Year



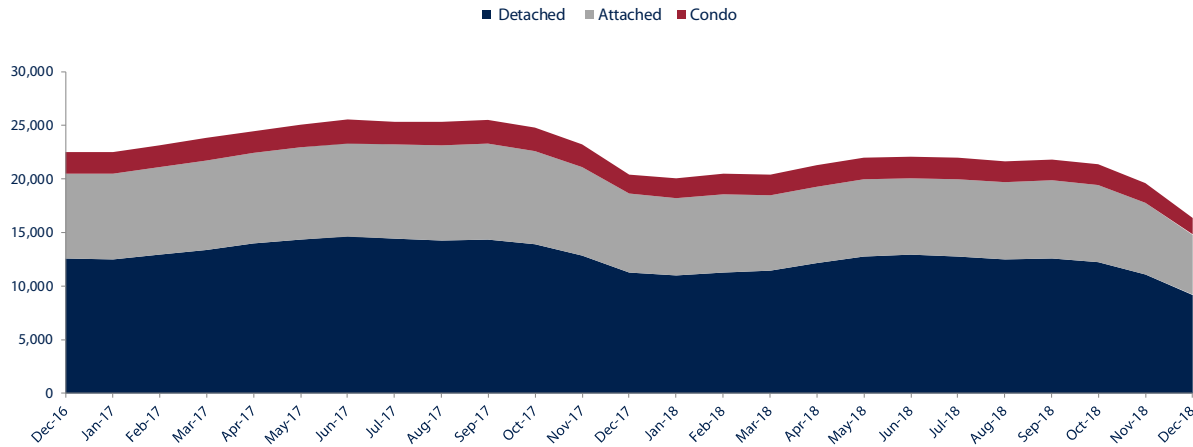
Highlights

- December's total active inventory of 16,339 units was 17% lower than the previous month's supply of inventory.
- Versus last December, the total number of homes available was lower by 4,067 units or 20%.

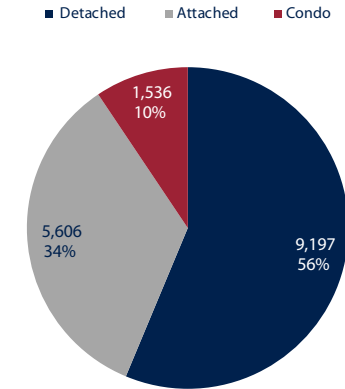
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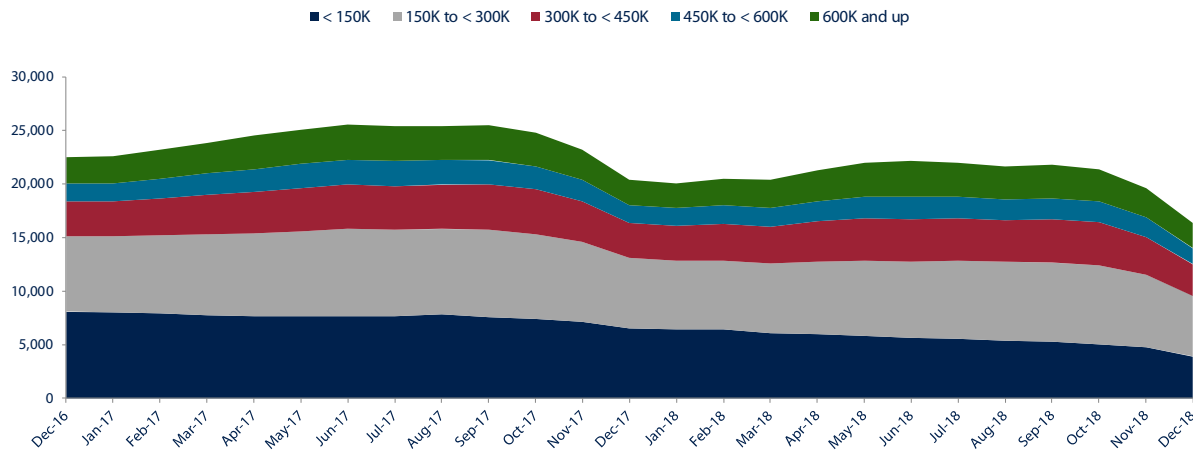
Total Active Inventory by Type



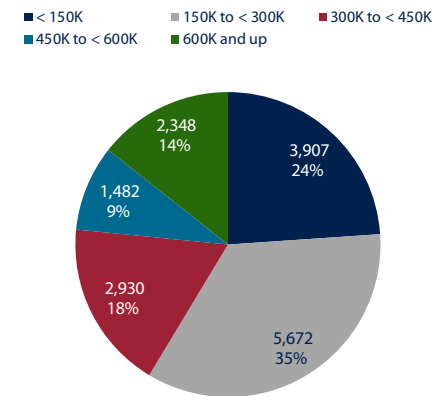
Total Active Inventory by Type Current Month



Total Active Inventory by Price Range



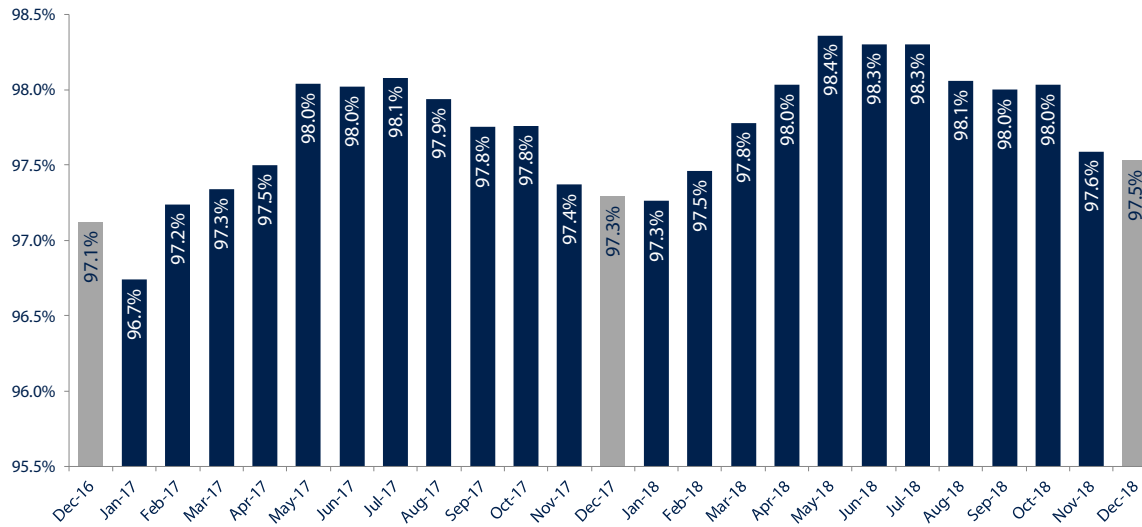
Total Active Inventory by Price Range Current Month



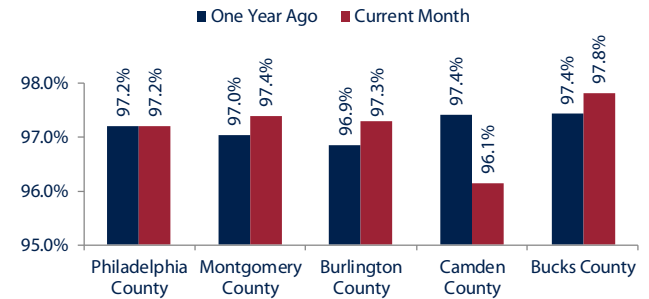
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Philadelphia Metropolitan Area - December 2018

Average Sale Price as a Percent of List Price



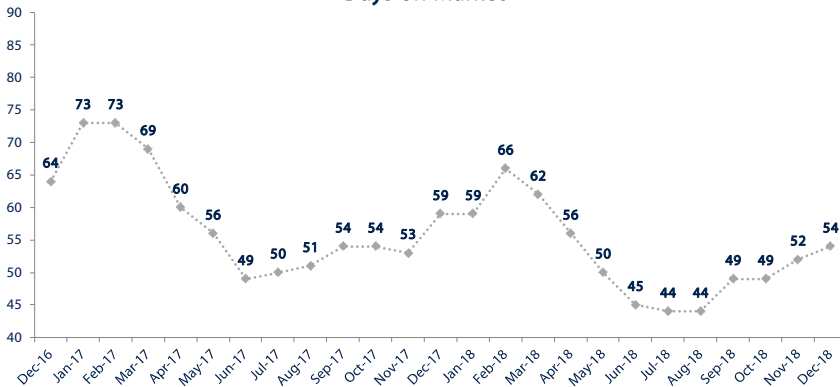
Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold



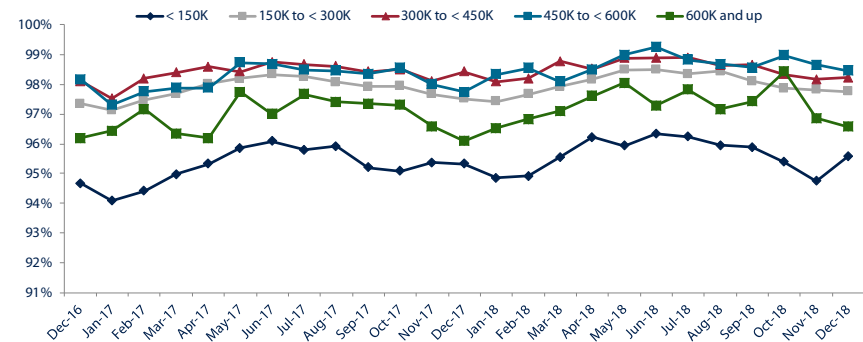
Days on Market	
Current Month	One Year Ago
54	59
Down -8% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
97.5%	97.3%
Up 0.2% Vs. Year Ago	

Days on Market



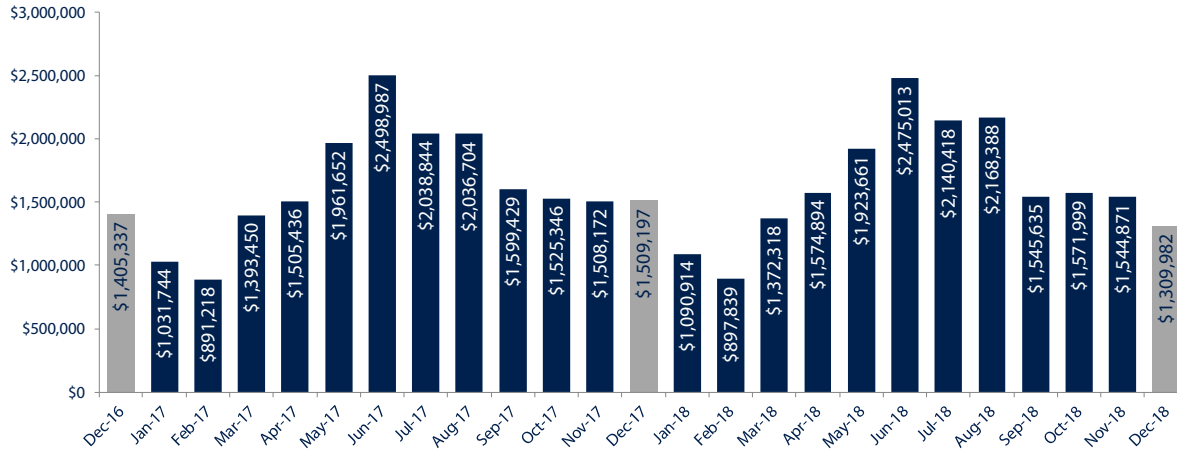
Average Sale Price as a Percent of List Price
by Price Range



Long & Foster Market Conditions Report

Philadelphia Metropolitan Area - December 2018

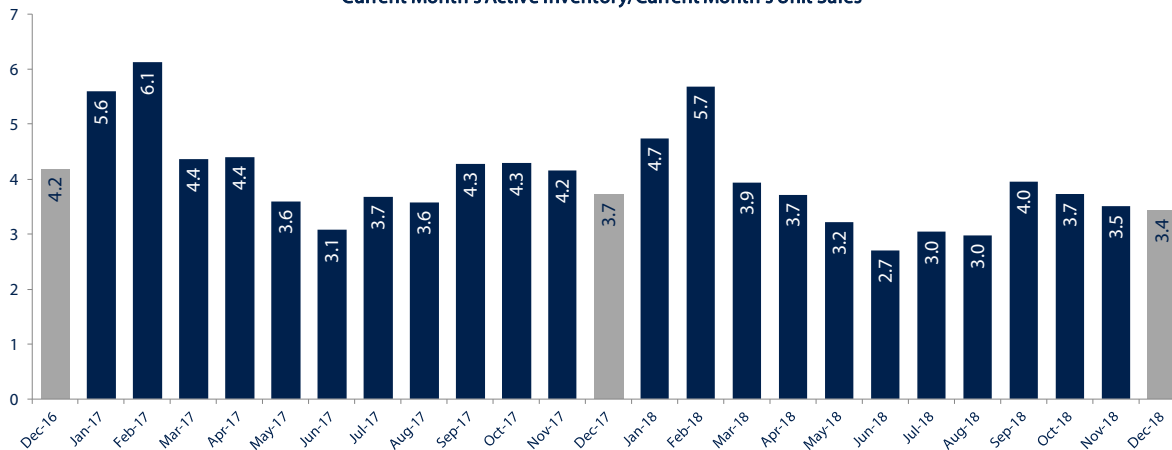
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this December was 13% less than the same month one year ago.
- In December, there was 3.4 months of supply available, compared to 3.7 in December 2017. That was a decrease of 8% versus a year ago.

Months of Supply
Current Month's Active Inventory/Current Month's Unit Sales



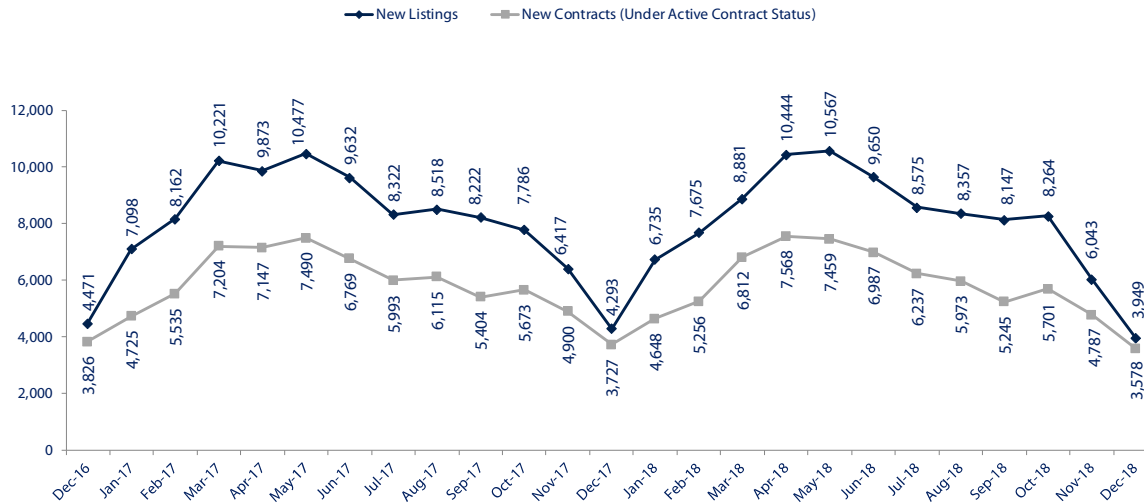
Total Dollar Volume Sold	
Current Month	One Year Ago
\$1,309,982,244	\$1,509,197,455
Down -13% Vs. Year Ago	

Months of Supply	
Current Month	One Year Ago
3.4	3.7
Down -8% Vs. Year Ago	

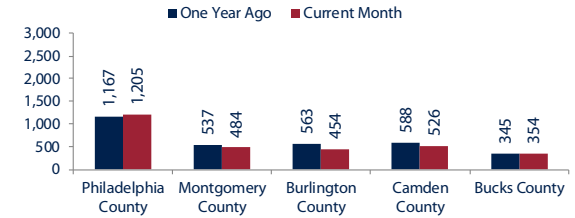
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Philadelphia Metropolitan Area - December 2018

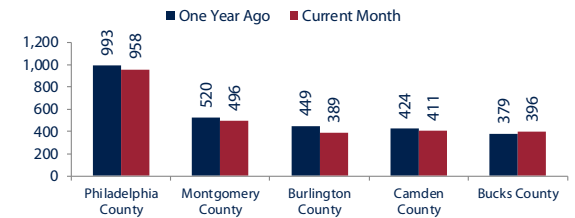
New Listings & New Contracts



New Listings Of Top Five Counties/Cities Based on Total Units Sold



New Contracts Of Top Five Counties/Cities Based on Total Units Sold



New Listings	
Current Month	One Year Ago
3,949	4,293
Down -8% Vs. Year Ago	
New Contracts	
Current Month	One Year Ago
3,578	3,727
Down -4% Vs. Year Ago	

Highlights

- Based on this month's amount of new listings and new contracts, the ratio of home supply (new listings) to current home demand (new contracts) was 1.1, similar to the ratio from one year ago.

Supply/Demand Ratio Number of New Listings to New Contracts

