

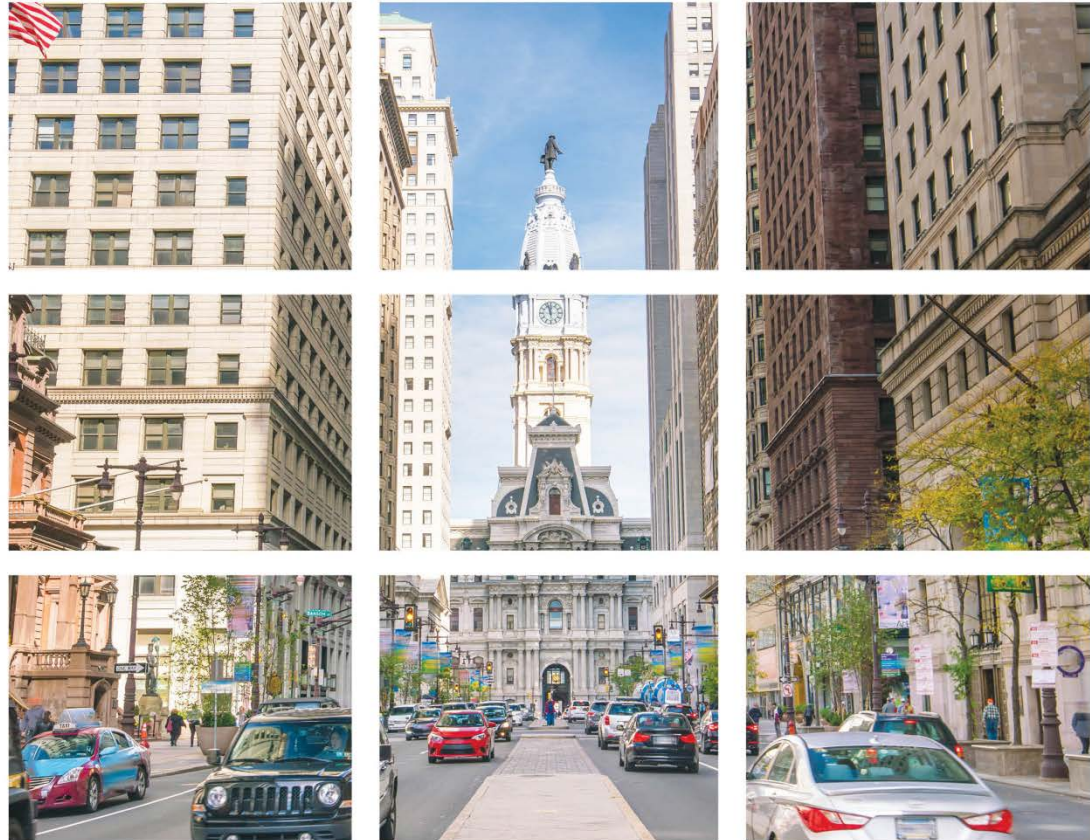
Market Conditions Report

Philadelphia, PA Area

April 2018 | longandfoster.com



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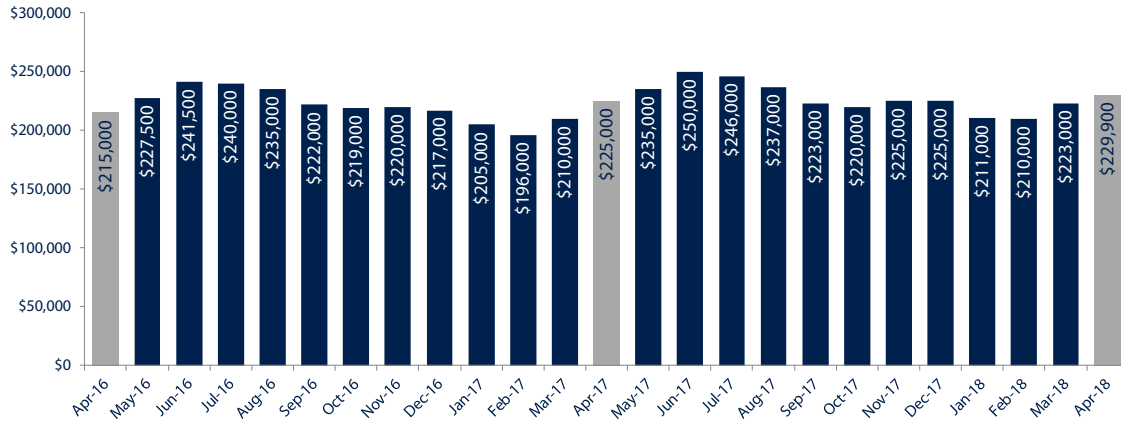
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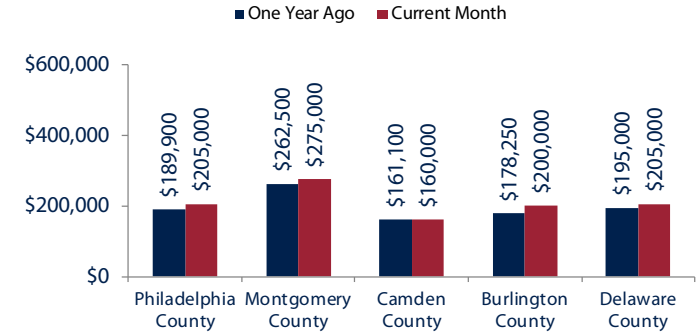
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Philadelphia Metropolitan Area - April 2018

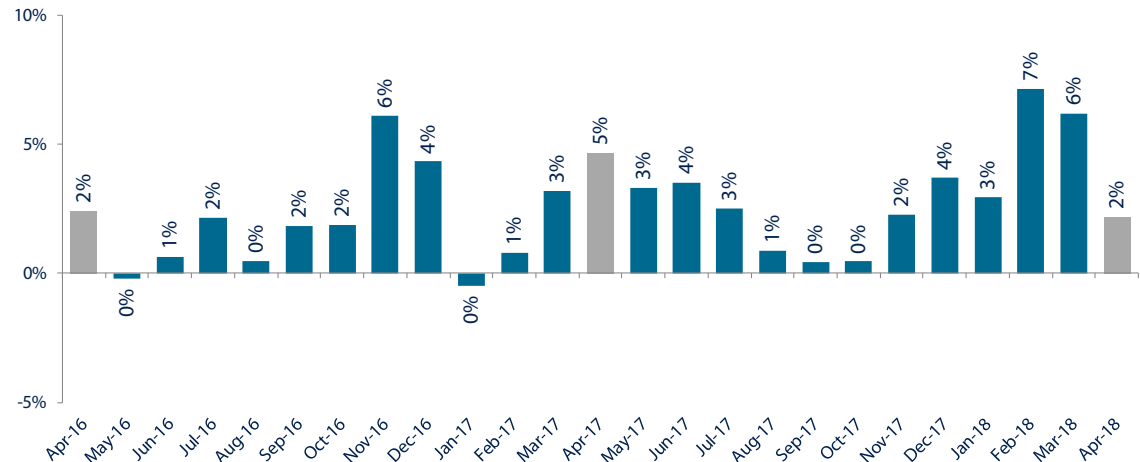
Median Sales Price



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



Median Sale Price
Percent Change Year/Year



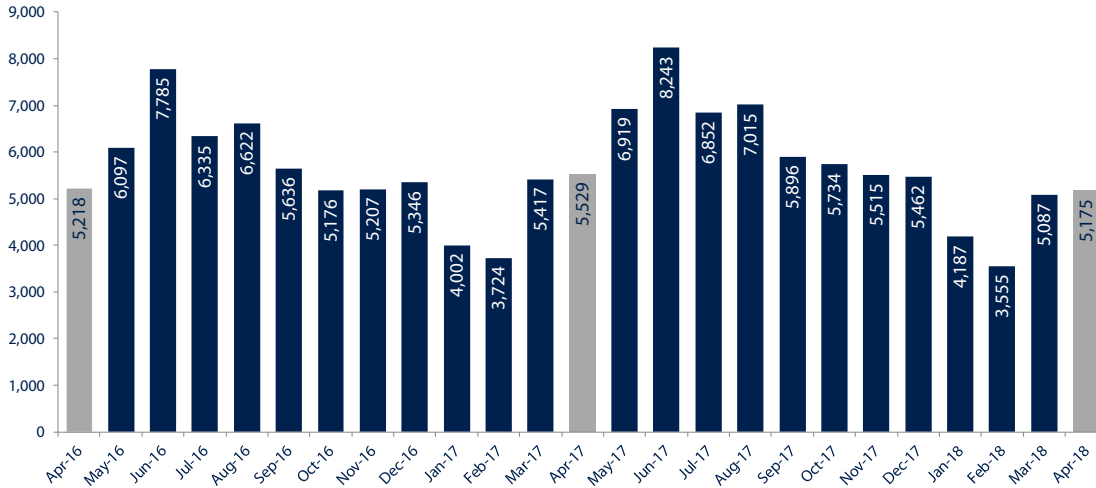
Highlights

- This April, the median sale price was \$229,900, an increase of 3% compared to March.
- The current median sale price was 2% higher than in April 2017.

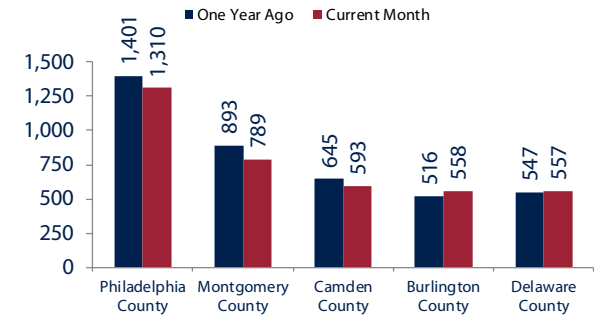
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Total Units Sold



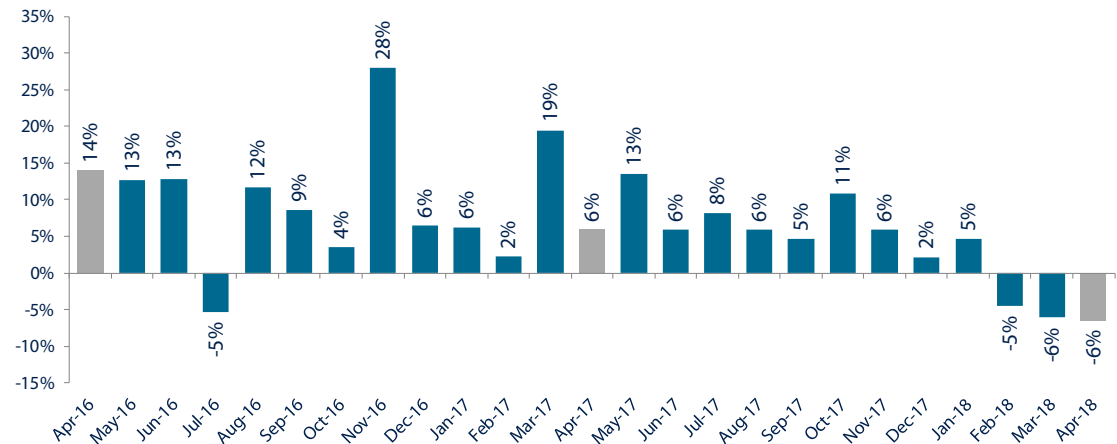
**Total Units Sold
Of Top Five Counties/Cities Based on Total Units Sold**



Highlights

- There was an increase of 2% in total units sold in April compared to March.
- This month's total units sold was lower than at this time last year, a decrease of 6% versus April 2017.

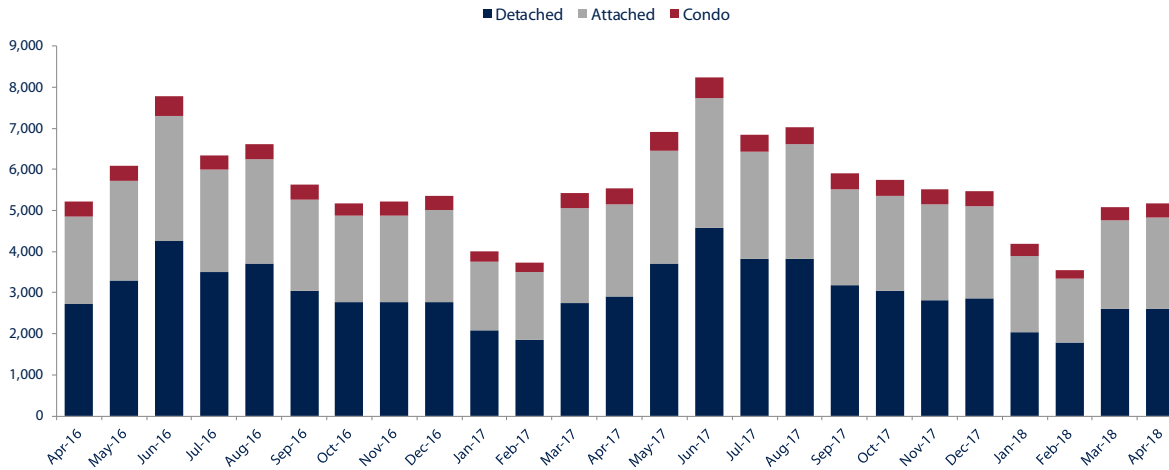
**Total Units Sold
Percent Change Year/Year**



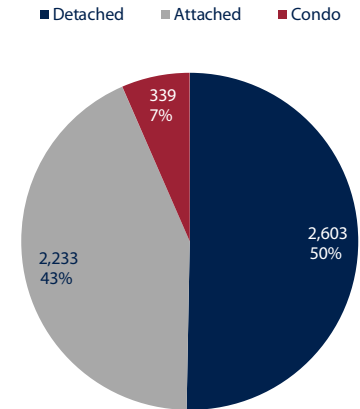
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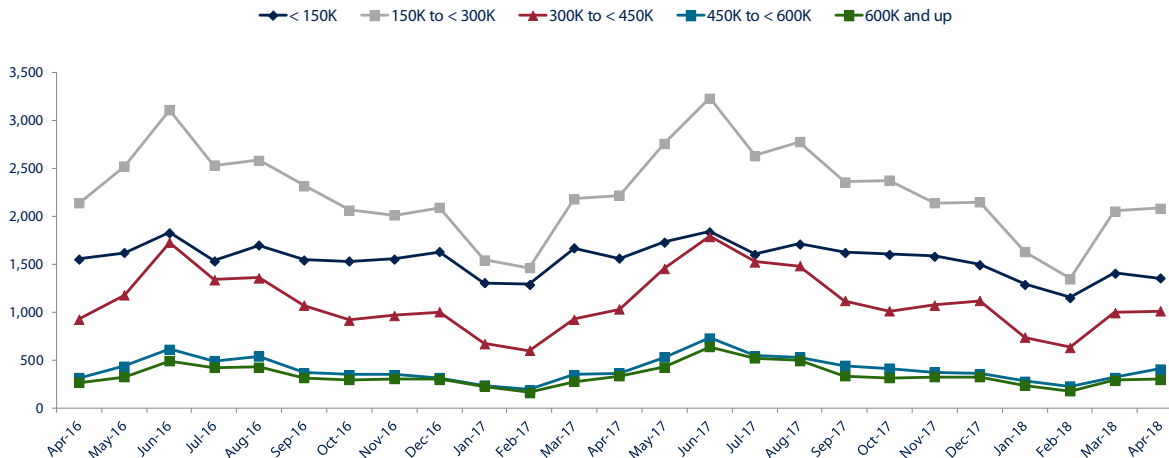
Total Units Sold by Type



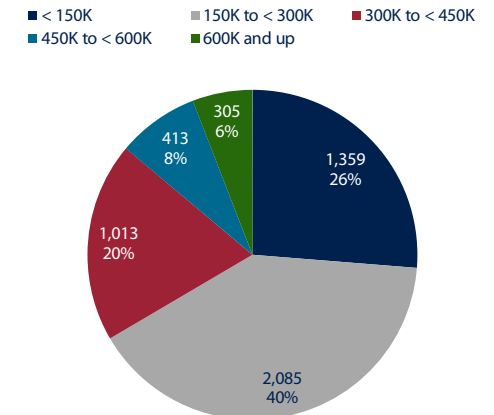
Total Units Sold by Type
Current Month



Total Units Sold by Price Range



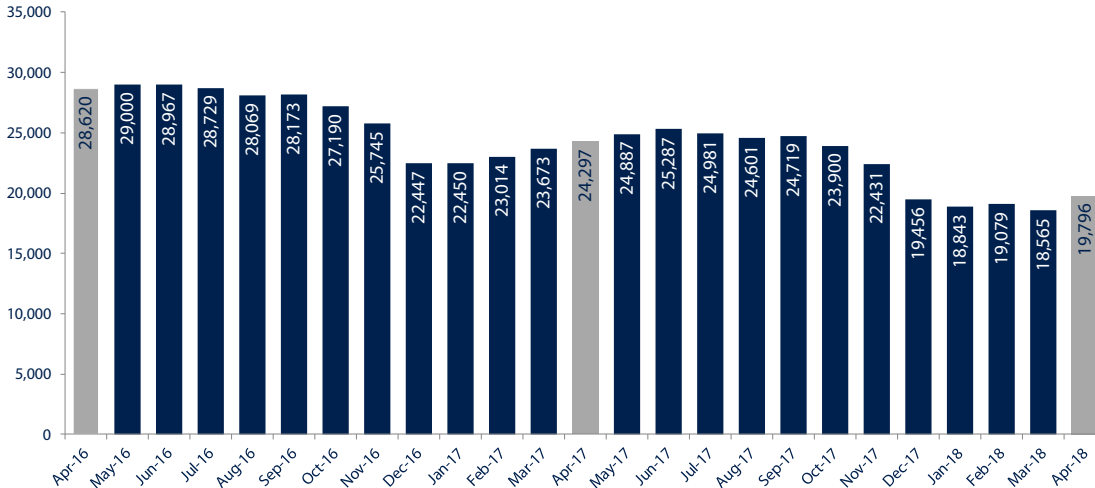
Total Units Sold by Price Range
Current Month



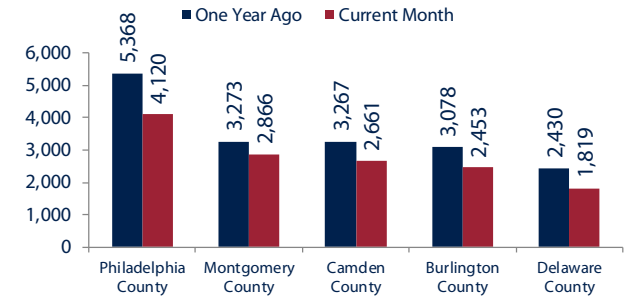
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Total Active Inventory



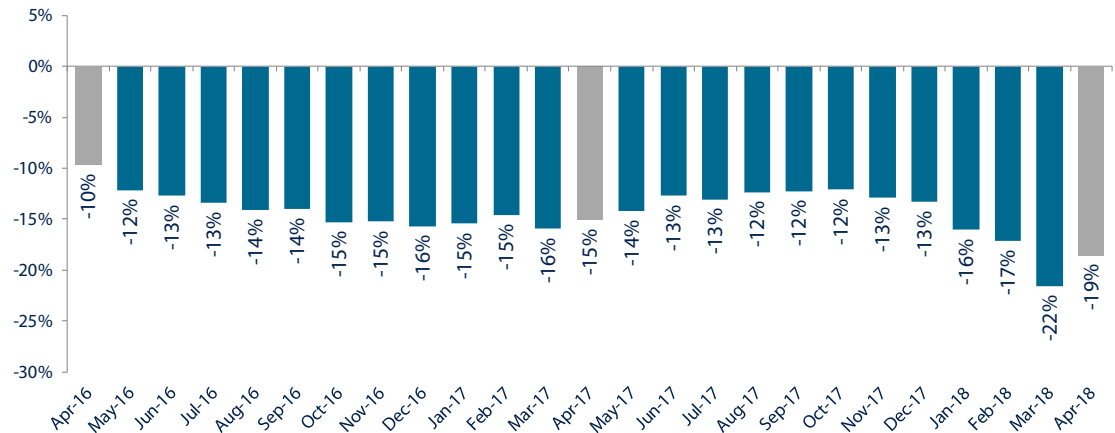
**Total Active Inventory
Of Top Five Counties/Cities Based on Total Units Sold**



Highlights

- April's total active inventory of 19,796 units was 7% higher than the previous month's supply of inventory.
- Versus last April, the total number of homes available was lower by 4,501 units or 19%.

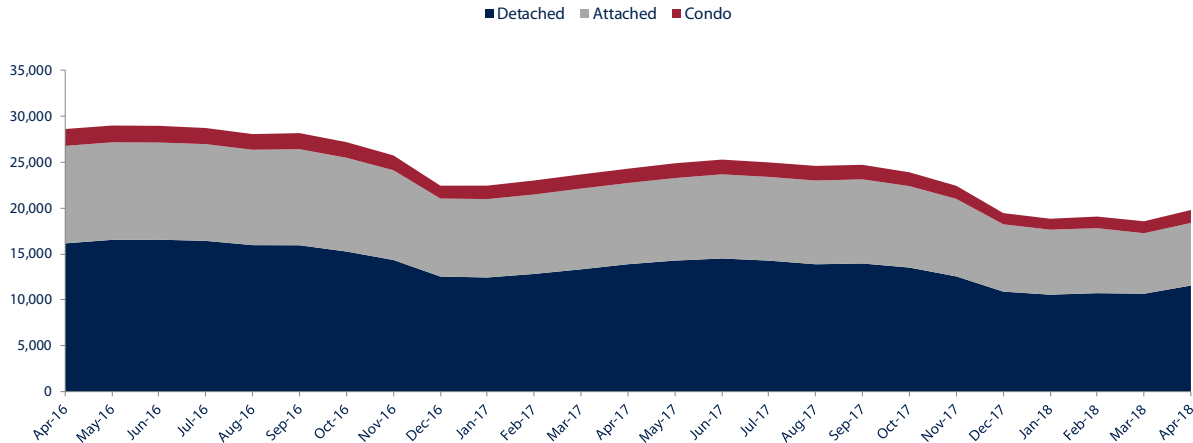
**Total Active Inventory
Percent Change Year/Year**



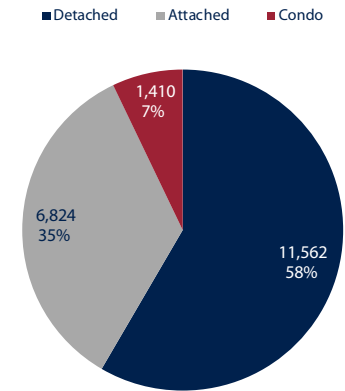
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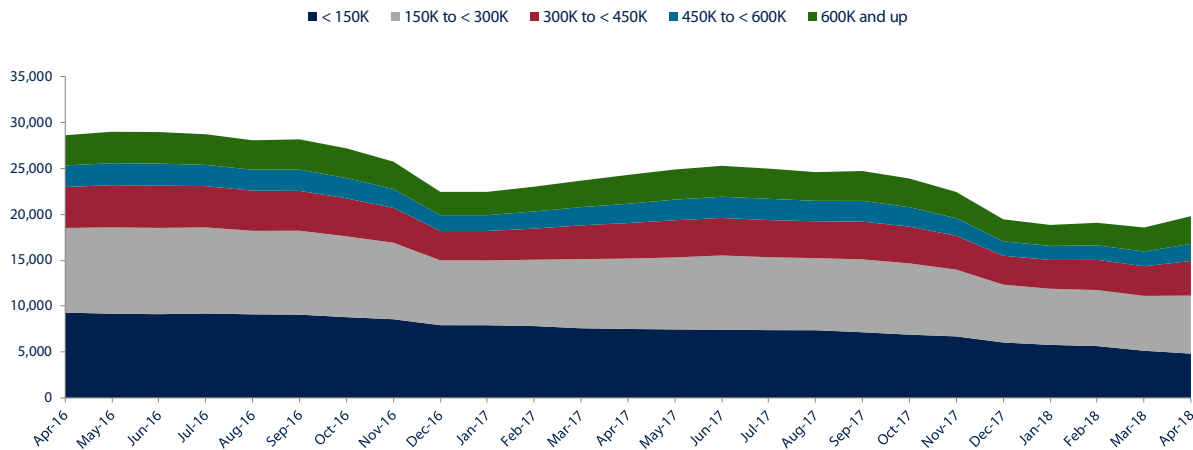
Total Active Inventory by Type



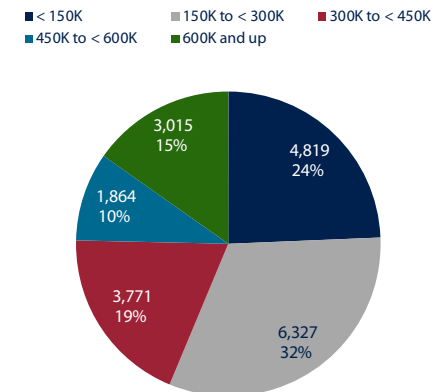
Total Active Inventory by Type Current Month



Total Active Inventory by Price Range



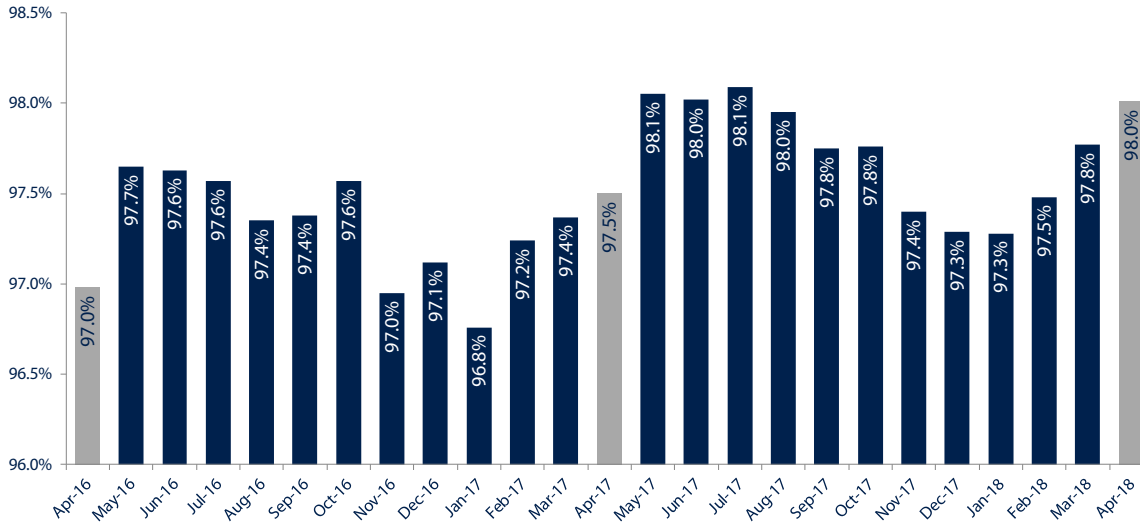
Total Active Inventory by Price Range Current Month



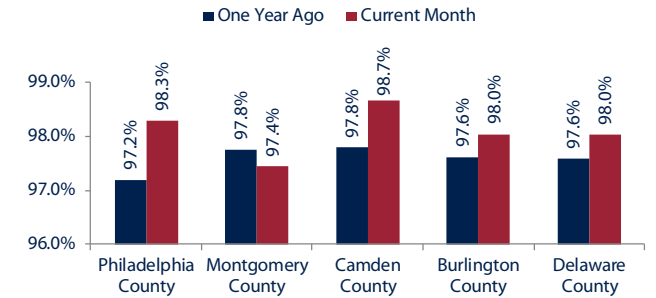
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Philadelphia Metropolitan Area - April 2018

Average Sale Price as a Percent of List Price



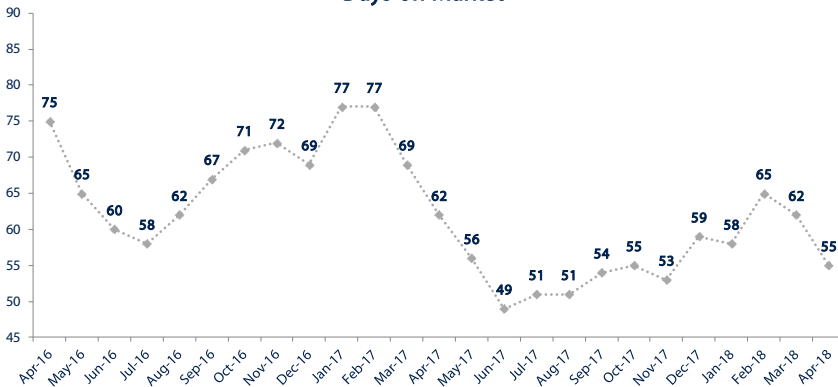
Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold



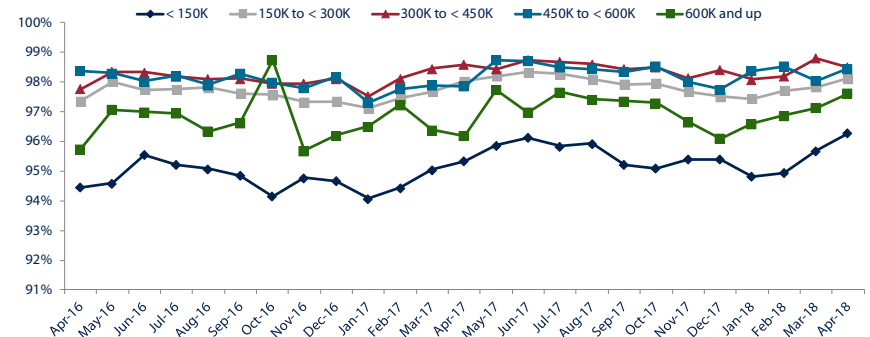
Days on Market	
Current Month	One Year Ago
55	62
Down -11% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
98.0%	97.5%
Up 0.5% Vs. Year Ago	

Days on Market



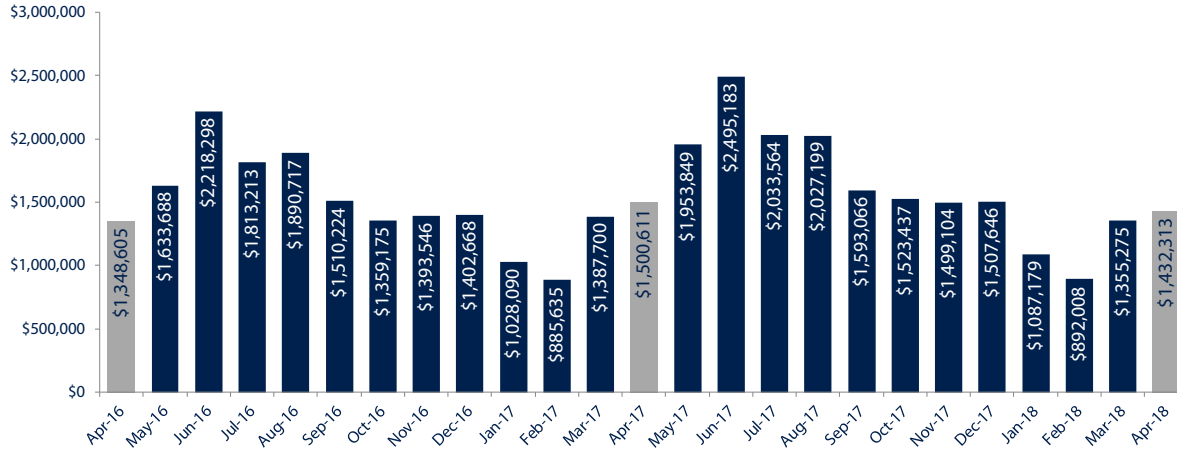
Average Sale Price as a Percent of List Price
by Price Range



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Philadelphia Metropolitan Area - April 2018

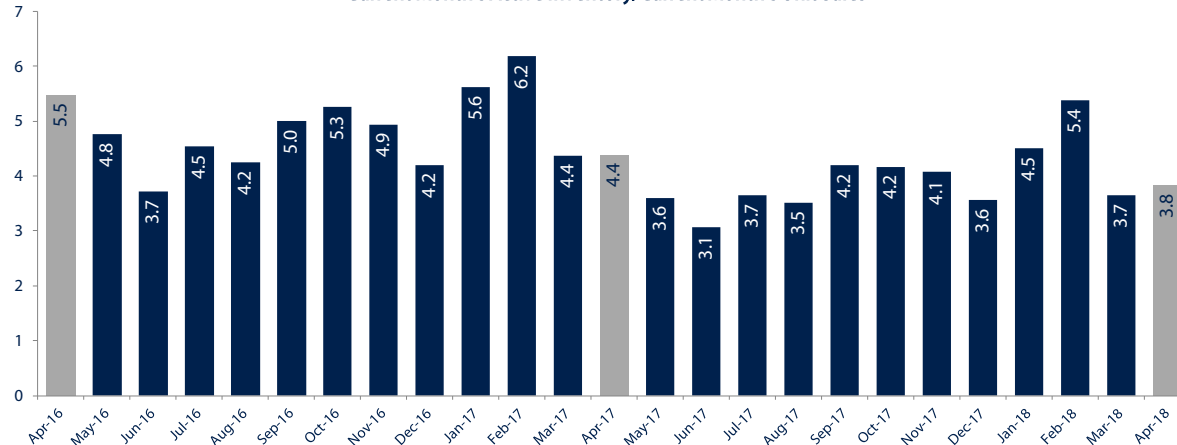
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this April was 5% less than the same month one year ago.
- In April, there was 3.8 months of supply available, compared to 4.4 in April 2017. That was a decrease of 13% versus a year ago.

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



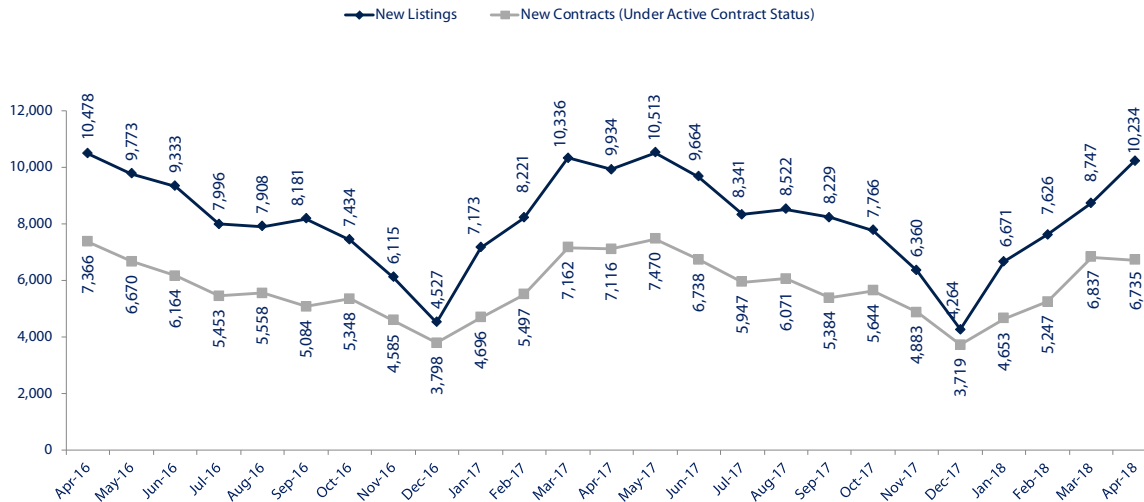
Total Dollar Volume Sold	
Current Month	One Year Ago
\$1,432,313,462	\$1,500,611,007
Down -5% Vs. Year Ago	

Months of Supply	
Current Month	One Year Ago
3.8	4.4
Down -13% Vs. Year Ago	

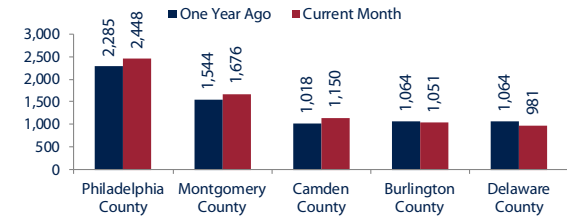
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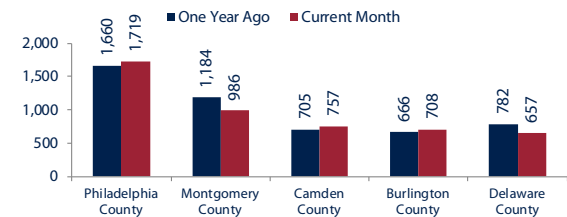
New Listings & New Contracts



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
10,234	9,934
Up 3% Vs. Year Ago	
New Contracts	
Current Month	One Year Ago
6,735	7,116
Down -5% 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 1.5, an increase of 9% from April 2017.

Supply/Demand Ratio Number of New Listings to New Contracts

