

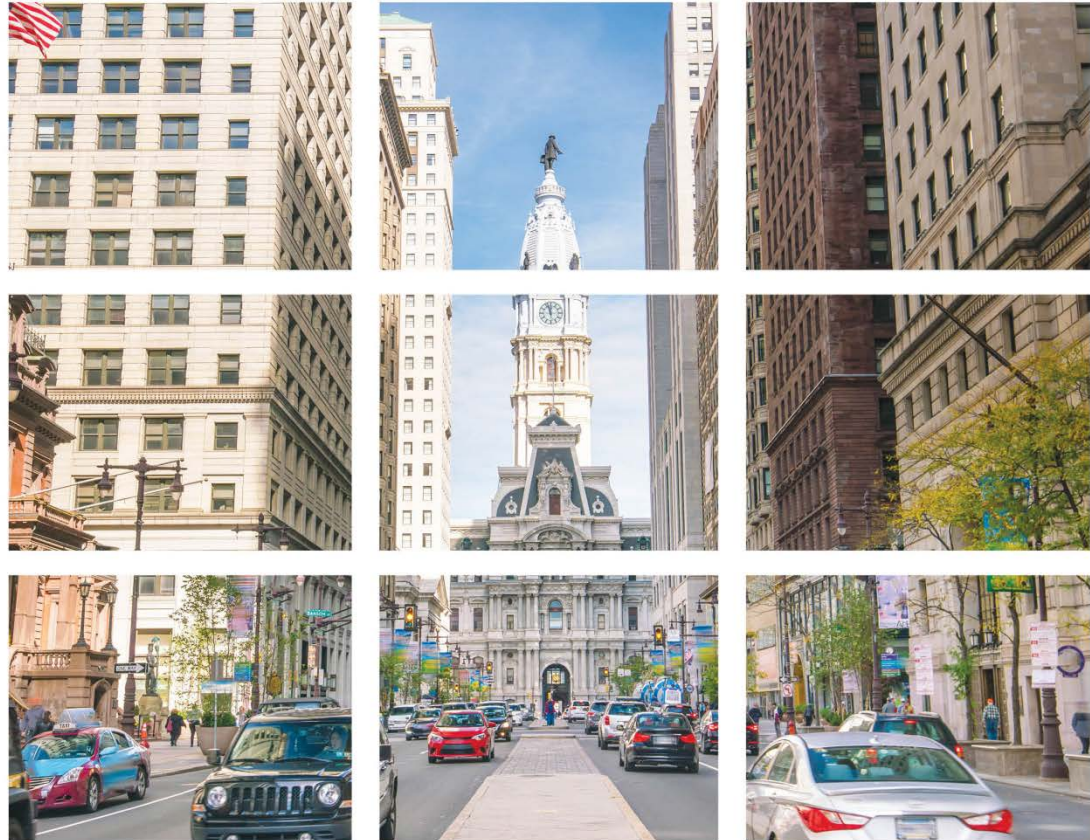
Market Conditions Report

Philadelphia, PA Area

September 2018



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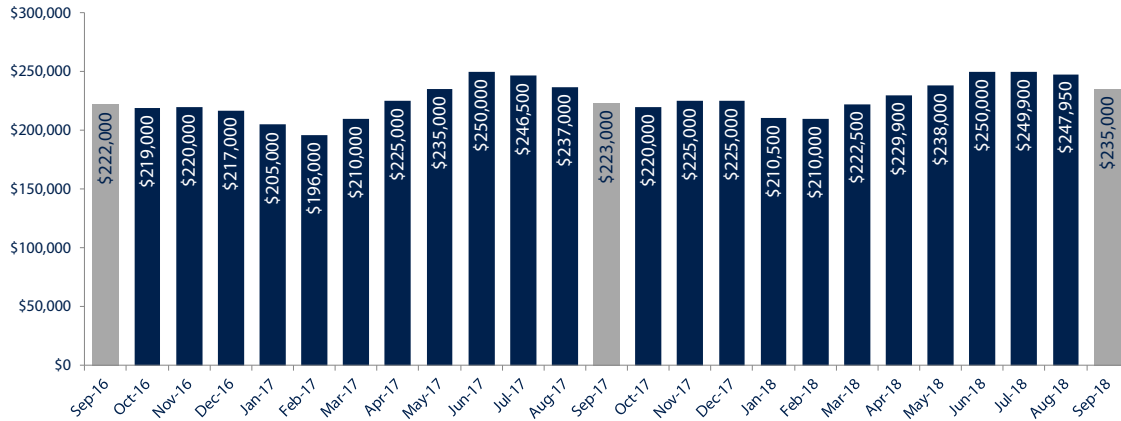
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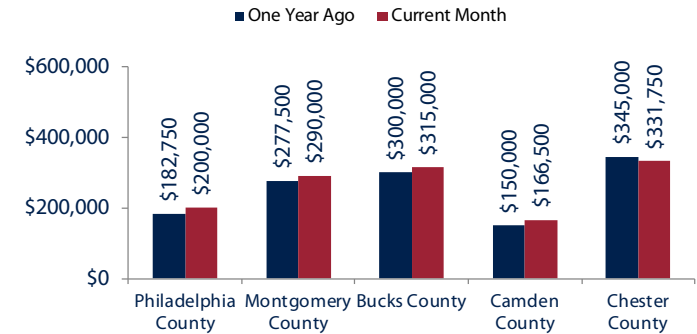
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Philadelphia Metropolitan Area - September 2018

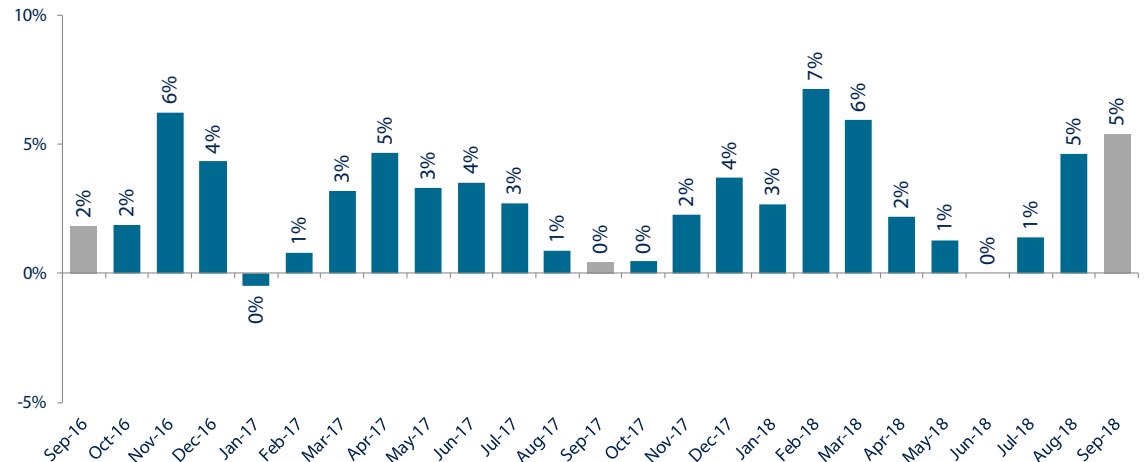
Median Sales Price



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



Median Sale Price
Percent Change Year/Year



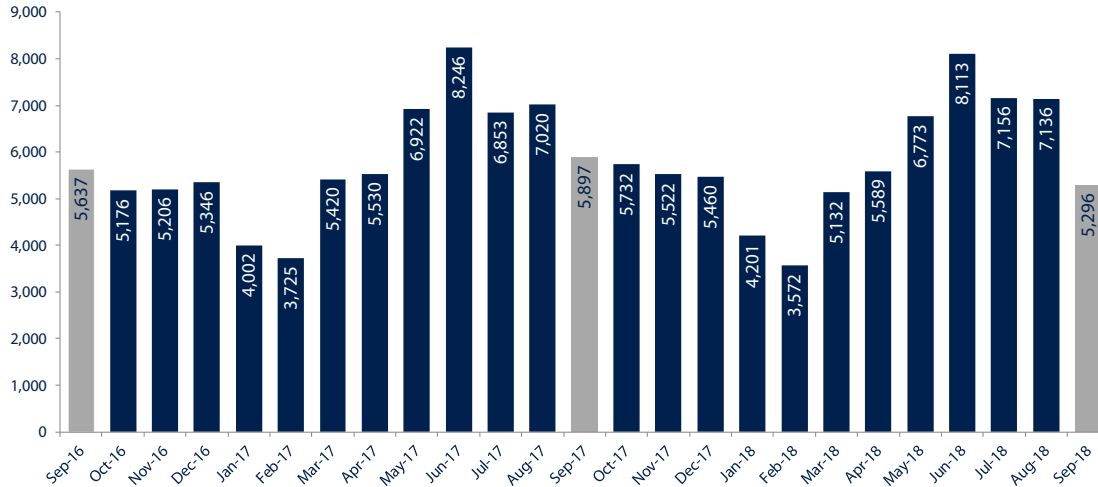
Highlights

- This September, the median sale price was \$235,000, an increase of 5% compared to last year.
- The current median sale price was 5% lower than in August.

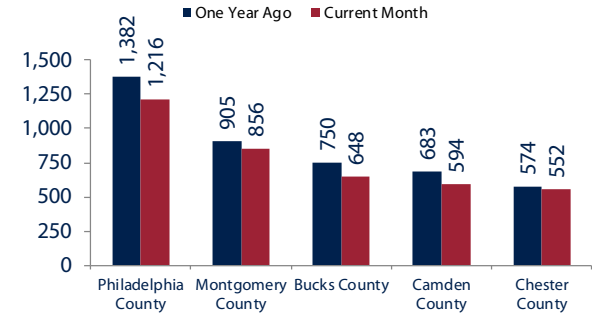
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Total Units Sold



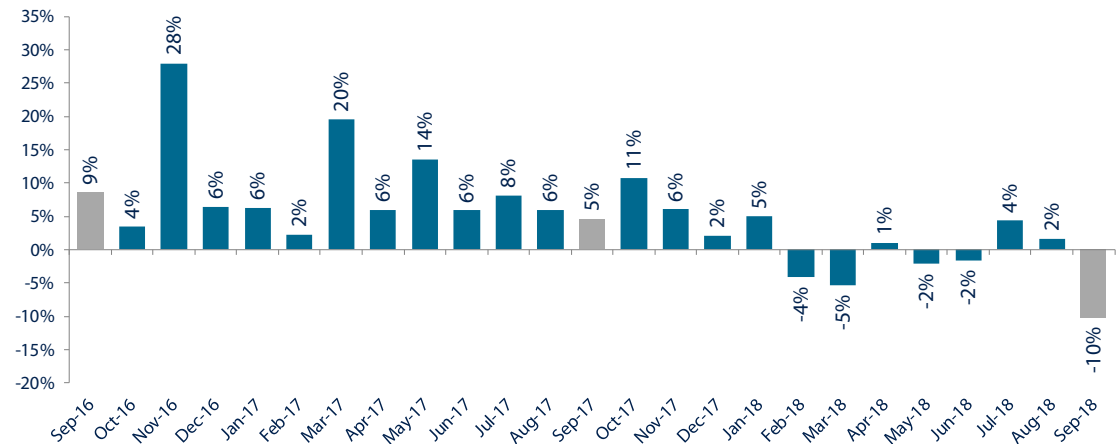
Total Units Sold
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- This month's total units sold was lower than at this time last year, a decrease of 10% versus September 2017.
- There was a decrease of 26% in total units sold in September compared to August.

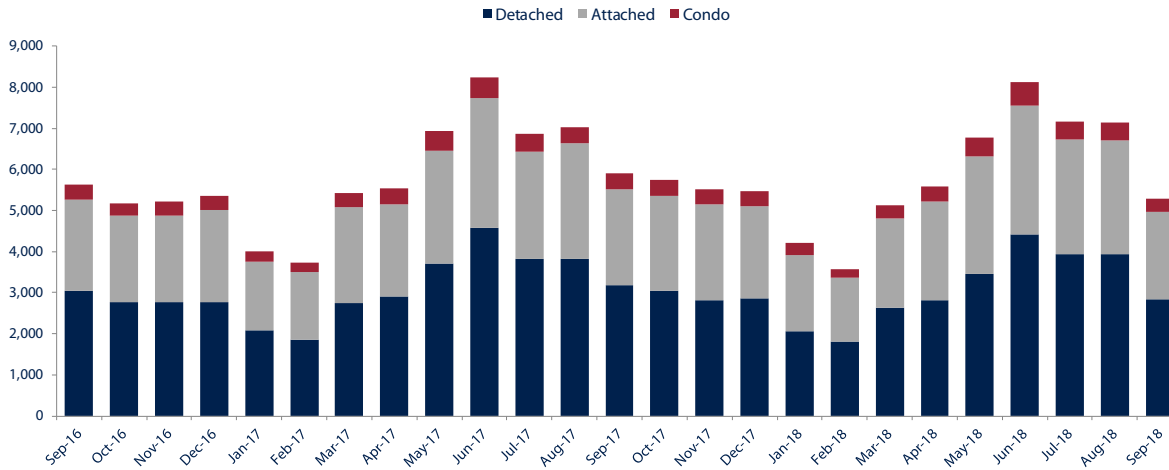
Total Units Sold
Percent Change Year/Year



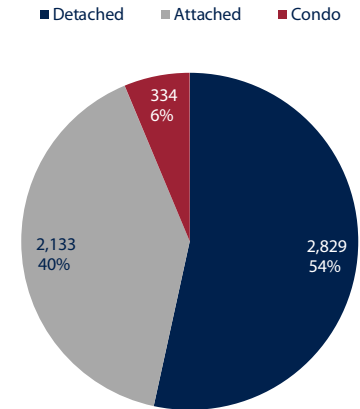
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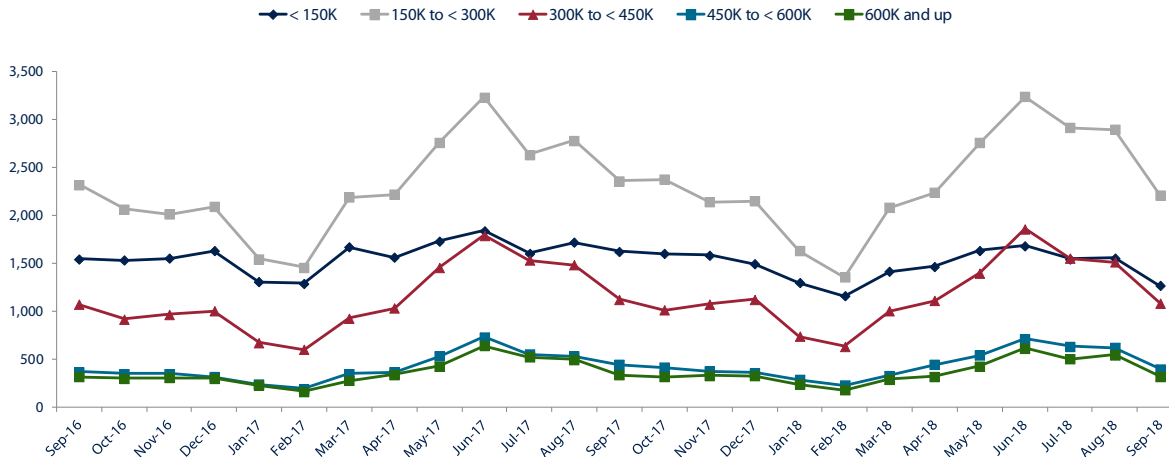
Total Units Sold by Type



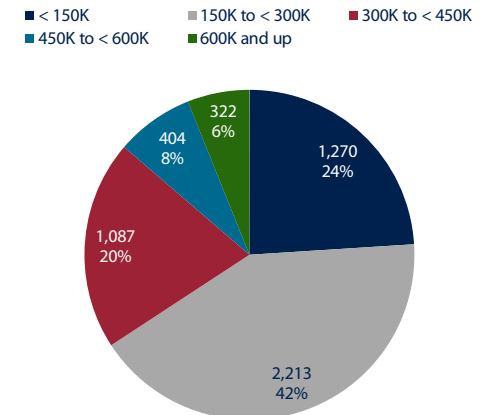
Total Units Sold by Type
Current Month



Total Units Sold by Price Range



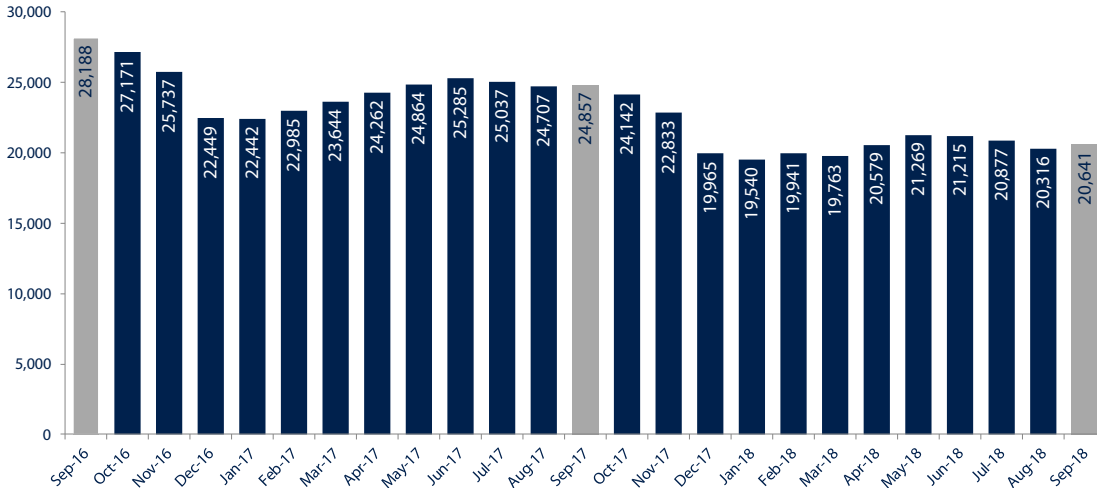
Total Units Sold by Price Range
Current Month



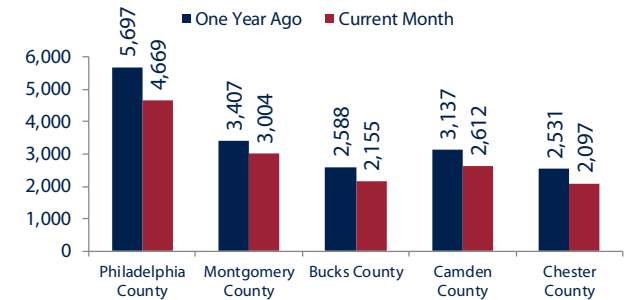
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Total Active Inventory



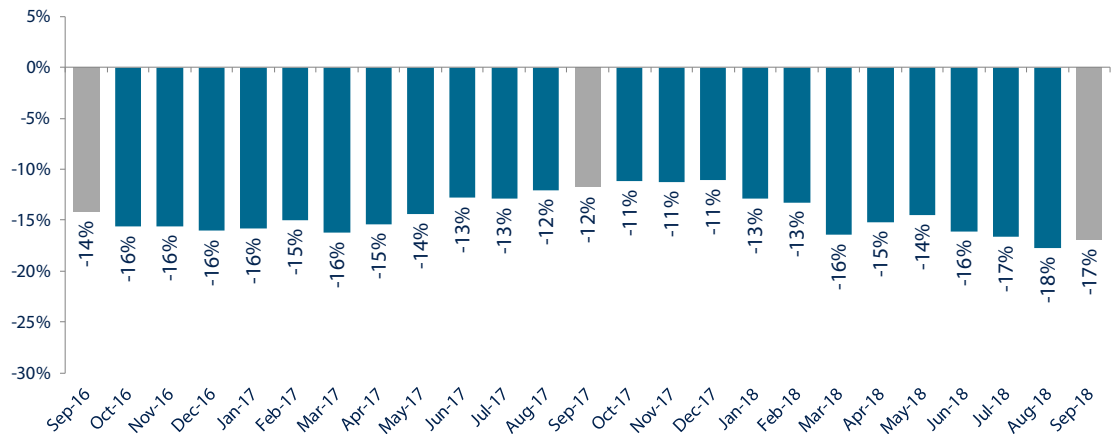
**Total Active Inventory
Of Top Five Counties/Cities Based on Total Units Sold**



Highlights

- September's total active inventory of 20,641 units was 2% higher than the previous month's supply of inventory.
- Versus last September, the total number of homes available was lower by 4,216 units or 17%.

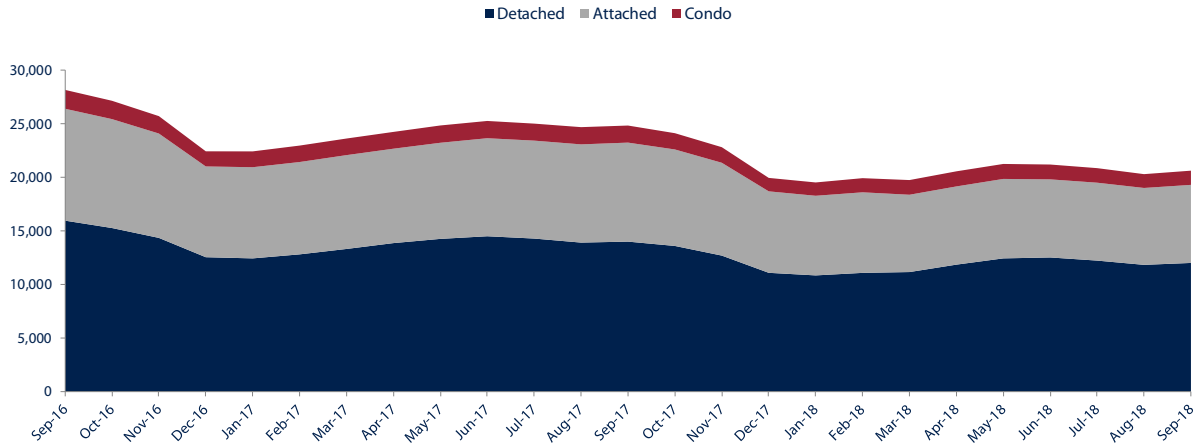
**Total Active Inventory
Percent Change Year/Year**



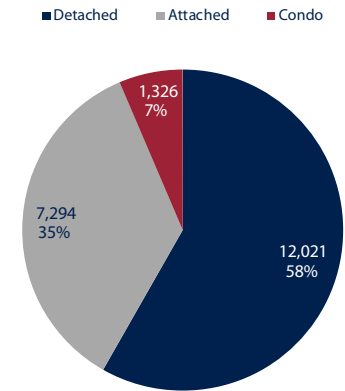
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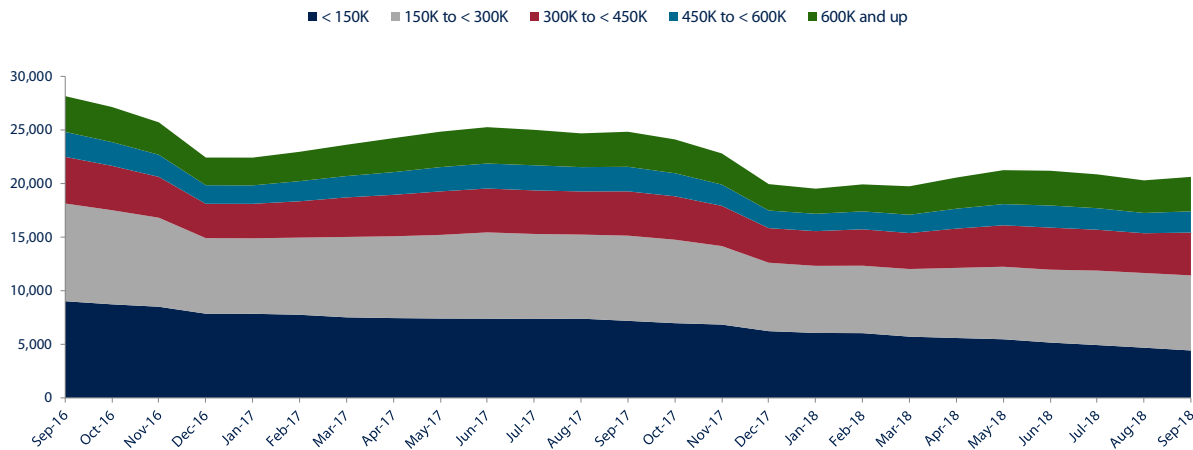
Total Active Inventory by Type



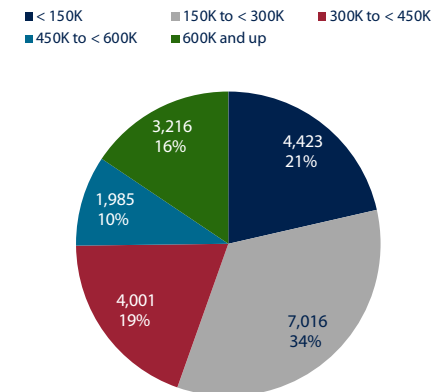
Total Active Inventory by Type Current Month



Total Active Inventory by Price Range



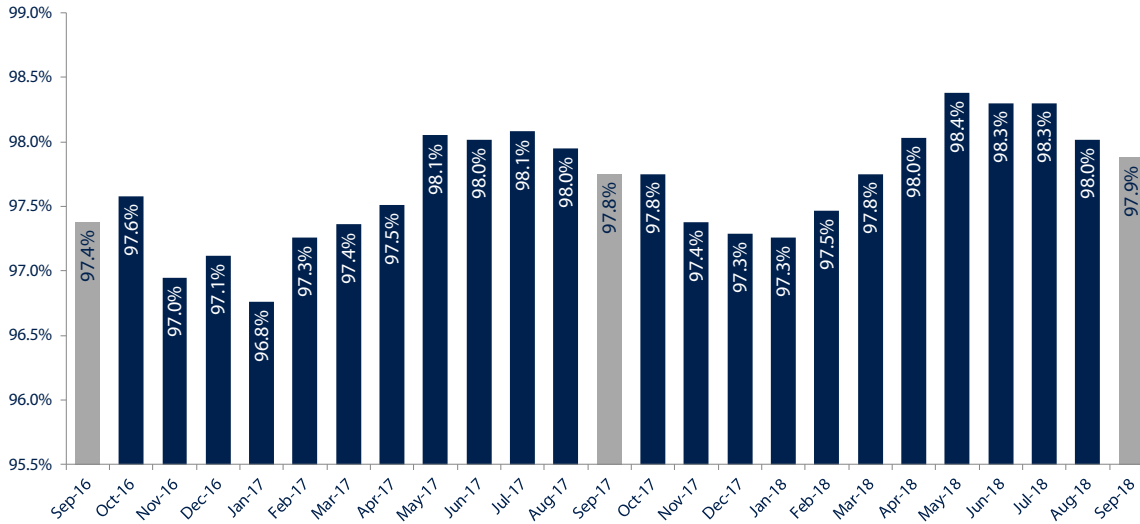
Total Active Inventory by Price Range Current Month



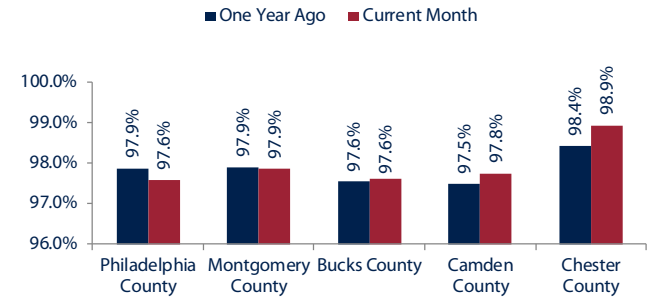
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Average Sale Price as a Percent of List Price



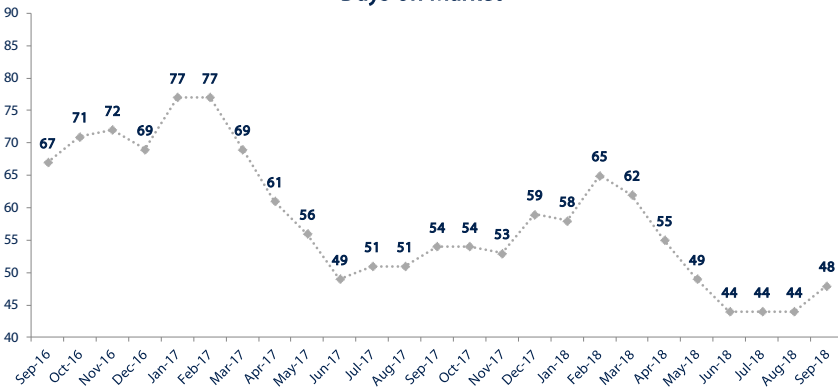
Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold



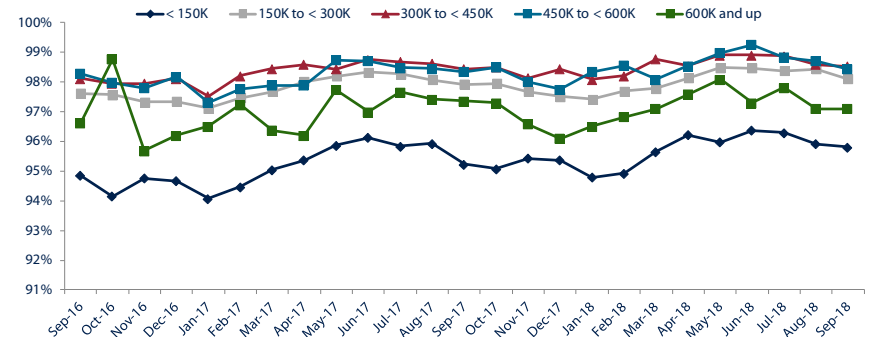
Days on Market	
Current Month	One Year Ago
48	54
Down -11% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
97.9%	97.8%
Up 0.1% Vs. Year Ago	

Days on Market



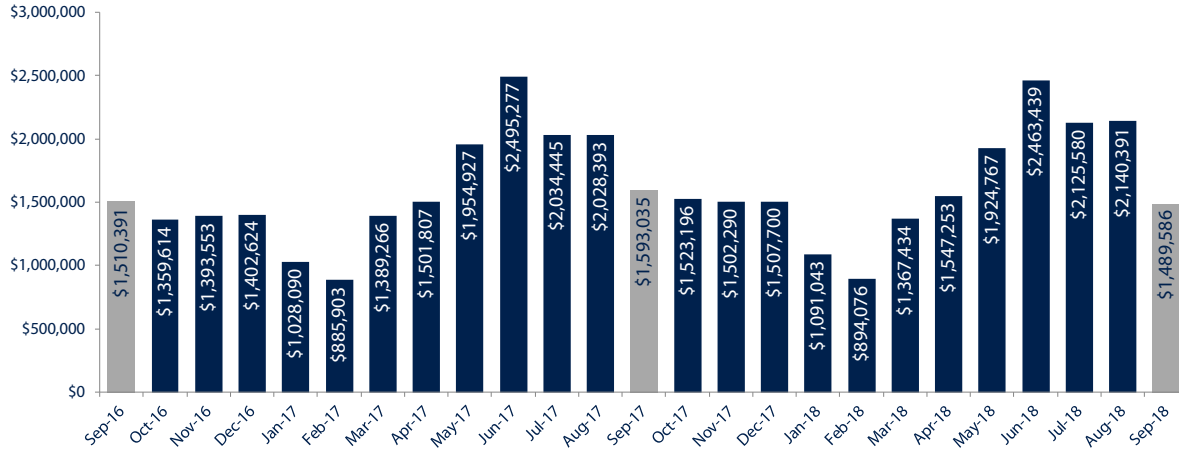
Average Sale Price as a Percent of List Price
by Price Range



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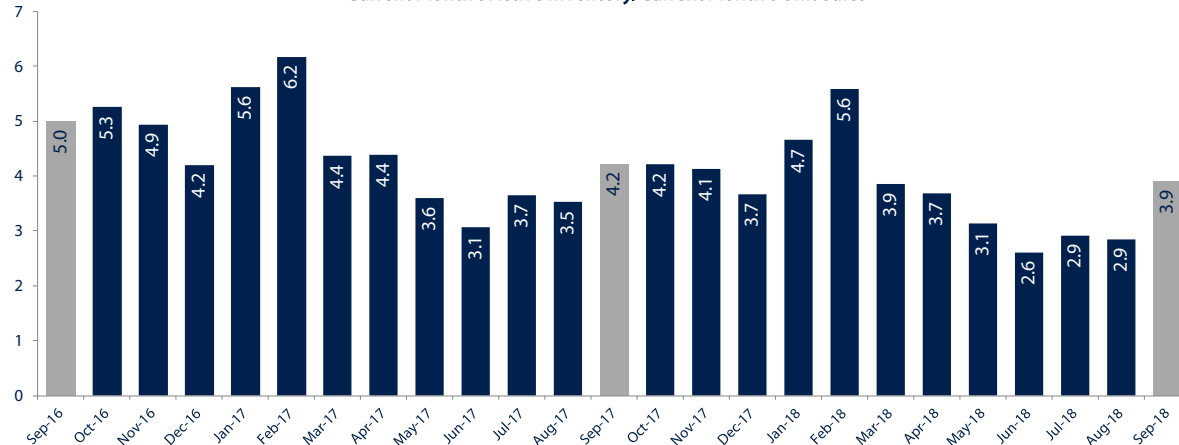
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this September was 6% less than the same month one year ago.
- In September, there was 3.9 months of supply available, compared to 4.2 in September 2017. That was a decrease of 8% versus a year ago.

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



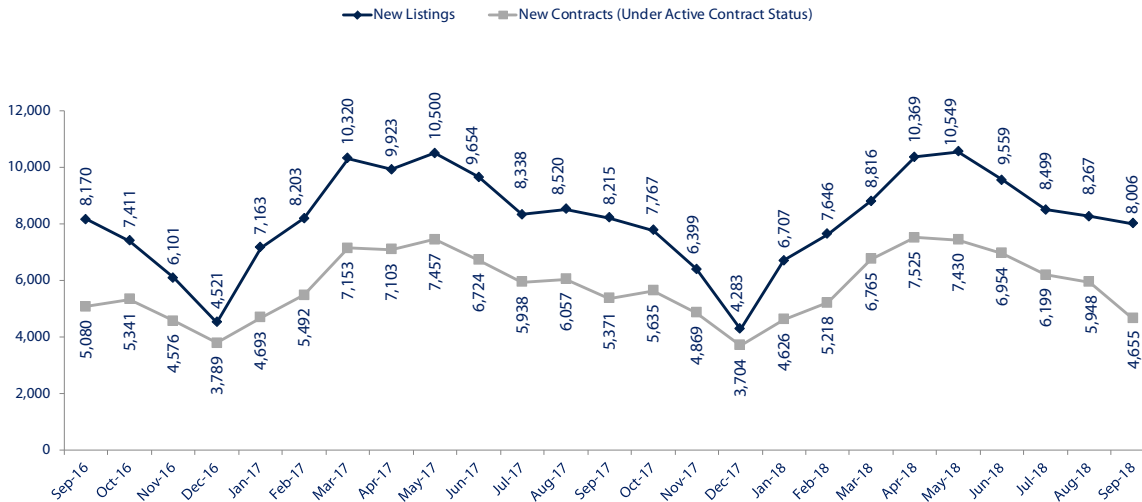
Total Dollar Volume Sold	
Current Month	One Year Ago
\$1,489,585,713	\$1,593,034,972
Down -6% Vs. Year Ago	

Months of Supply	
Current Month	One Year Ago
3.9	4.2
Down -8% Vs. Year Ago	

Long & Foster Market Conditions Report

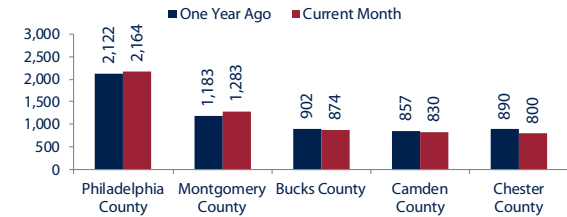
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New Listings & New Contracts



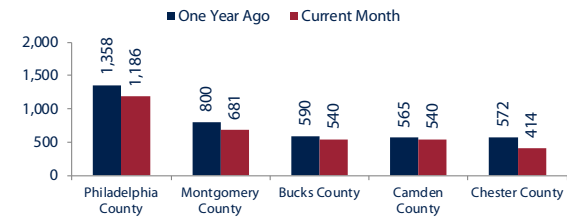
New Listings

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
8,006	8,215
Down -3% Vs. Year Ago	
New Contracts	
Current Month	One Year Ago
4,655	5,371
Down -13% 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 1.7, an increase of 12% from September 2017.

Supply/Demand Ratio

Number of New Listings to New Contracts

