

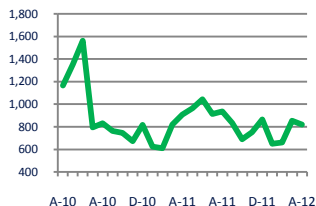


Focus On: Philadelphia County Housing Market

April 2012

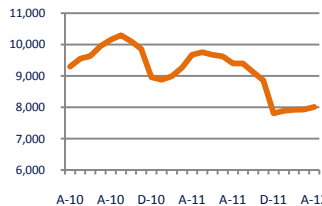
Units Sold

819



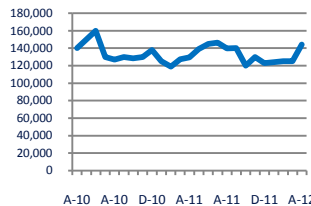
Active Inventory

8,009



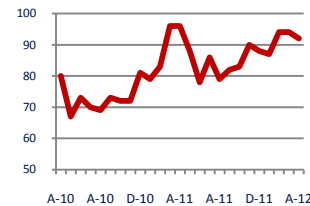
Median Sale Price

\$144,000



Days On Market

92



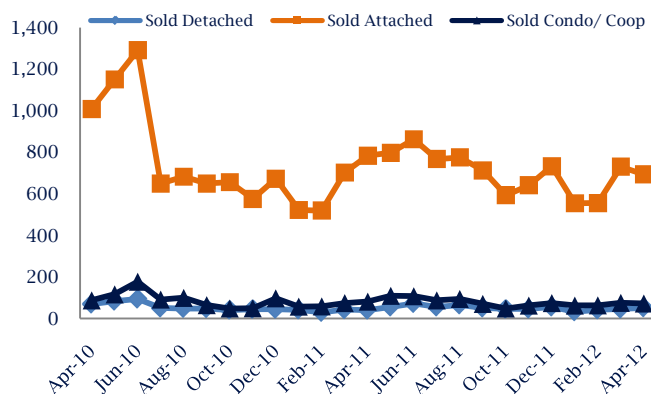
Down - 10%
Vs. Year Ago

Down - 17%
Vs. Year Ago

Up 11%
Vs. Year Ago

Down - 4%
Vs. Year Ago

Units Sold*



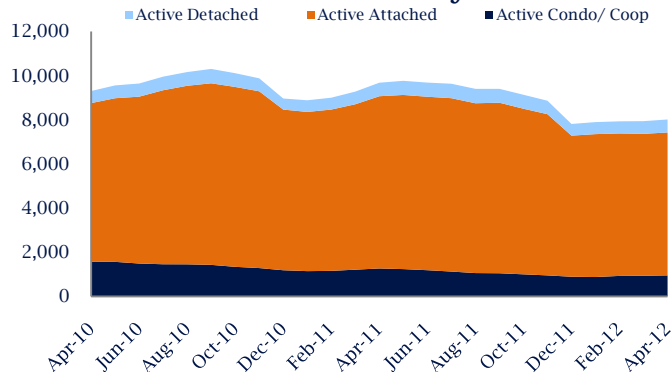
Units Sold

There was a decrease in total units sold in April, with 819 sold this month in Philadelphia County versus 853 last month, a decrease of 4%. This month's total units sold was lower than at this time last year, a decrease of 10% versus April 2011.

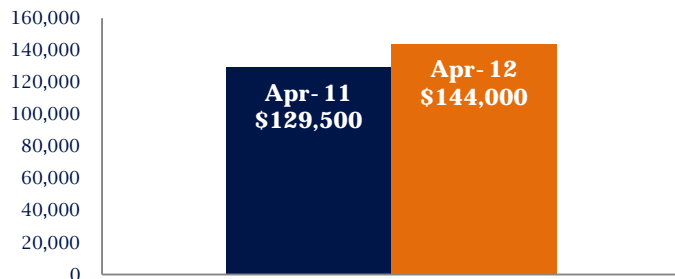
Active Inventory

Versus last year, the total number of homes available this month is lower by 1,665 units or 17%. The total number of active inventory this April was 8,009 compared to 9,674 in April 2011. This month's total of 8,009 is higher than the previous month's total supply of available inventory of 7,933, an increase of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Philadelphia County Homes was \$129,500. This April, the median sale price was \$144,000, an increase of 11% or \$14,500 compared to last year. The current median sold price is 15% higher than in March.

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

*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.



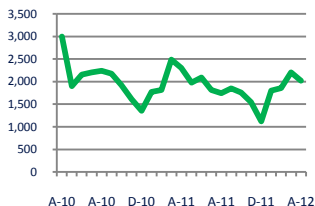


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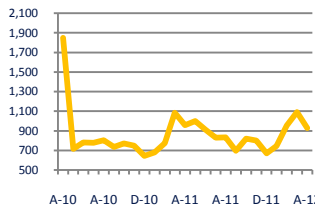
New Listings

2,019



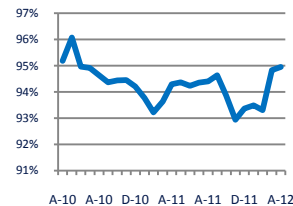
Current Contracts

927



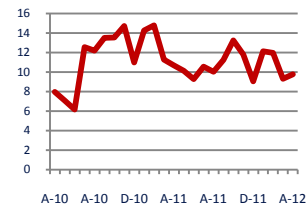
Sold Vs. List Price

95.0%



Months of Supply

9.8



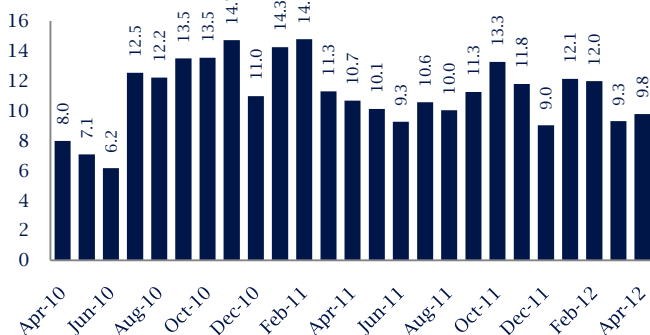
Down - 12%
Vs. Year Ago

Down - 3%
Vs. Year Ago

Up 0.7%
Vs. Year Ago

Down - 8%
Vs. Year Ago

Months Of Supply



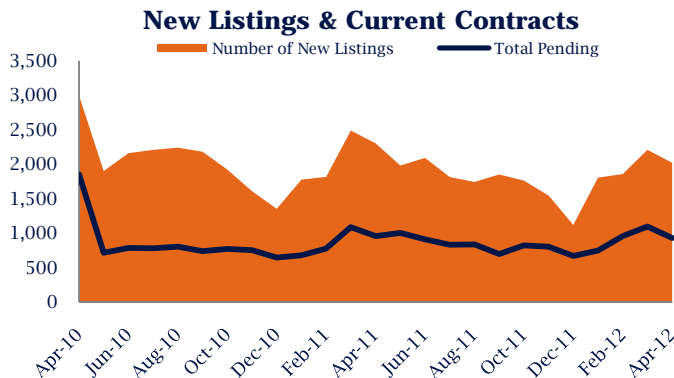
Months of Supply

In April, there was 9.8 months of supply available in Philadelphia County, compared to 10.7 in April 2011. That is a decrease of 8% versus a year ago.

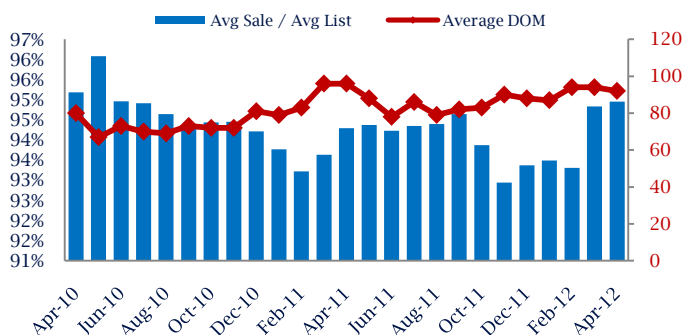
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

This month there were 2,019 homes newly listed for sale in Philadelphia County compared to 2,302 in April 2011, a decrease of 12%. There were 927 current contracts pending sale this April compared to 957 a year ago. The number of current contracts is 3% lower than last April.



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Philadelphia County was 95.0% of the average list price, which is 0.7% higher than at this time last year.

Days On Market

This month, the average number of days on market was 92, lower than the average last year, which was 96, a decrease of 4%.

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