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QUARTERLY MARKET REPORT

Fourth Quarter 2017

A QUICK LOOK AT HOME SALES,
HOME PRICES AND MARKET DIRECTION
FOR THE PAST QUARTER AND NEXT QUARTER





LETTER FROM FOUNDER

The Philadelphia residential market remains strong for another quarter.

While interest rates have hovered around 4%, home buyers are still eager to buy homes. The fourth quarter of 2017 has proven to be better than the fourth quarter of 2016. Both prices and the number of homes sold have increased year over year.

The number of homes sold in the fourth quarter of 2017 was up 5% over the fourth quarter of 2016.

With the overall low number of homes available on the market, this tells us that we are in the midst of a seller's market where homes that are priced appropriately and in good repair will sell quickly. Another \$700 million in home sale transactions took place in the past three months.

Remember, **REAL ESTATE IS LOCAL**, so please see your specific neighborhood data in the following pages to see how your local real estate market is doing.

If you have any specific questions about the market, please feel free to reach out to us at any time.



A handwritten signature in black ink that reads "Noah Ostroff".

NOAH OSTROFF
FOUNDER

let's talk.




QUARTERLY SALES

FITLER SQUARE | RITTENHOUSE SQUARE | LOGAN SQUARE **19103**



Sales in the fourth quarter of 2017 for 19103 were fair. The median price decreased by 16% compared to the same time last year. The price home sellers received was 96.9% of their asking price. The average days on market went up by 59%, and the number of homes sold year over year for this time period increased by 9%.

We expect home prices and sales volume to increase over the next three months.



Current Inventory: 134
Average Monthly Sales: 34
Months of Inventory: 3
Market Condition: Normal Seller's Market

Home Sale Prices

AVERAGE  \$793,348	HIGH  \$5,000,000
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2017	LISTED	SOLD	PRICE	AVG DAYS ON MARKET
December	24	33	\$764,713	138
November	27	26	\$744,287	68
October	50	28	\$872,652	81
Totals	101	87	\$793,348	99

Market Key

Months Of Inventory



- Extreme Buyer's Market
- Normal Buyer's Market
- Balanced Market
- Normal Seller's Market
- Extreme Seller's Market
- High Depreciation
- Moderate Depreciation
- Flat/Single Depreciation
- Moderate Appreciation
- High Appreciation




QUARTERLY SALES

UNIVERSITY CITY

19104

Sales in the fourth quarter of 2017 for 19104 were strong. The median price increased by 5% compared to the same time last year. The price home sellers received was 97.6% of their asking price. The average days on market increased by 26%, and the number of homes sold year over year for this time period increased by 29%.

We expect home prices and sales volume to increase over the next three months.



Current Inventory: 56
Average Monthly Sales: 17
Months of Inventory: 3
Market Condition: Normal Seller's Market

Home Sale Prices

<p>AVERAGE</p> <div style="border: 1px solid black; padding: 5px; width: 100px; margin: 0 auto;">\$270,885</div>	<p>HIGH</p> <div style="border: 1px solid black; padding: 5px; width: 100px; margin: 0 auto;">\$1,155,000</div>
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 2017	 LISTED	 SOLD	 PRICE	 AVG DAYS ON MARKET
December	19	17	\$284,029	58
November	24	17	\$189,289	41
October	37	18	\$335,532	42
Totals	80	52	\$270,885	47

Market Key

Months Of Inventory



- Extreme Buyer's Market
- Normal Buyer's Market
- Balanced Market
- Normal Seller's Market
- Extreme Seller's Market
- High Depreciation
- Moderate Depreciation
- Flat/Single Depreciation
- Moderate Appreciation
- High Appreciation



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QUARTERLY SALES

OLD CITY | SOCIETY HILL

19106

Sales in the fourth quarter of 2017 for 19106 were fair. The median price decreased by 5% compared to the same time last year. The average price home sellers received was 95.2% of their asking price. The average days on market decreased by 1%, and the number of homes sold year over year for this time period decreased by 23%.

We expect home prices and sales volume to increase over the next three months.



Current Inventory: 89
 Average Monthly Sales: 27
 Months of Inventory: **3**
 Market Condition: Normal Seller's Market

Home Sale Prices

<p>AVERAGE</p> <div style="border: 1px solid black; padding: 10px; width: 80%; margin: 0 auto;">\$594,113</div>	<p>HIGH</p> <div style="border: 1px solid black; padding: 10px; width: 80%; margin: 0 auto;">\$2,222,225</div>
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2017	LISTED	SOLD	PRICE	AVG DAYS ON MARKET
December	13	29	\$544,552	67
November	25	36	\$696,886	56
October	23	20	\$480,986	92
Totals	61	85	\$594,113	68

Market Key

Months Of Inventory



- Extreme Buyer's Market
- Normal Buyer's Market
- Balanced Market
- Normal Seller's Market
- Extreme Seller's Market
- High Depreciation
- Moderate Depreciation
- Flat/Single Depreciation
- Moderate Appreciation
- High Appreciation




QUARTERLY SALES

CHINATOWN | MIDTOWN VILLAGE | WASHINGTON SQ WEST

19107

Sales in the fourth quarter of 2017 for 19107 were fair. The median price decreased by 17% compared to the same time last year. The price home sellers received was 93% of their asking price. The average days on market decreased by 12%, and the number of homes sold year over year for this time period increased by 10%.

We expect home prices and sales volume to increase over the next three months.



Current Inventory: 67
Average Monthly Sales: 15
Months of Inventory: 4
Market Condition: Normal Seller's Market

Home Sale Prices

<p>AVERAGE</p> <div style="border: 1px solid black; padding: 10px; width: 80px; margin: 0 auto;">\$508,753</div>	<p>HIGH</p> <div style="border: 1px solid black; padding: 10px; width: 80px; margin: 0 auto;">\$2,750,000</div>
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2017	LISTED	SOLD	PRICE	AVG DAYS ON MARKET
December	10	9	\$576,889	94
November	16	22	\$481,080	69
October	25	17	\$508,494	40
Totals	51	48	\$508,753	63

Market Key
Months Of Inventory



- Extreme Buyer's Market
- Normal Buyer's Market
- Balanced Market
- Normal Seller's Market
- Extreme Seller's Market
- High Depreciation
- Moderate Depreciation
- Flat/Single Depreciation
- Moderate Appreciation
- High Appreciation




QUARTERLY SALES

CHESTNUT HILL

19118

Sales in the fourth quarter of 2017 for 19118 were strong. The median price decreased by 2% compared to the same time last year. The price home sellers received was 97.1% of their asking price. The average days on market decreased by 46% and the number of homes sold year over year for this time period increased by 3%.

We expect home prices and sales volume to increase over the next three months.



Current Inventory: 23
 Average Monthly Sales: 9
 Months of Inventory: **2**
 Market Condition: Extreme Seller's Market

Home Sale Prices

<p>AVERAGE</p> <div style="border: 1px solid black; padding: 5px; width: 100px; margin: 0 auto;">\$728,748</div>	<p>HIGH</p> <div style="border: 1px solid black; padding: 5px; width: 100px; margin: 0 auto;">\$2,225,000</div>
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 2017	 LISTED	 SOLD	 PRICE	 AVG DAYS ON MARKET
December	4	14	\$753,314	102
November	8	12	\$806,140	35
October	13	9	\$587,344	52
Totals	25	35	\$728,748	66

Market Key

Months Of Inventory



- Extreme Buyer's Market
- Normal Buyer's Market
- Balanced Market
- Normal Seller's Market
- Extreme Seller's Market
- High Depreciation
- Moderate Depreciation
- Flat/Single Depreciation
- Moderate Appreciation
- High Appreciation



**Did you know we also have data for the
Main Line and for Blue Bell?**

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QUARTERLY SALES

MOUNT AIRY

19119

Sales in the fourth quarter of 2017 for 19119 were strong. The median price increased by 25% compared to the same time last year. The price home sellers received was approximately 98.6% of their asking price. The average days on market decreased by 34%, and the number of homes sold year over year for this time period increased by 28%.

We expect home prices and sales volume to increase over the next three months.



Current Inventory: 77
 Average Monthly Sales: 32
 Months of Inventory: **2**
 Market Condition: Extreme Seller's Market

Home Sale Prices

<p>AVERAGE</p> <div style="border: 1px solid black; padding: 10px; width: 100px; margin: 0 auto;">\$310,987</div>	<p>HIGH</p> <div style="border: 1px solid black; padding: 10px; width: 100px; margin: 0 auto;">\$1,995,000</div>
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2017	LISTED	SOLD	PRICE	AVG DAYS ON MARKET
December	17	40	\$289,523	30
November	29	26	\$354,876	36
October	44	37	\$303,346	29
Totals	90	103	\$310,987	31

Market Key

Months Of Inventory



- Extreme Buyer's Market
- Normal Buyer's Market
- Balanced Market
- Normal Seller's Market
- Extreme Seller's Market
- High Depreciation
- Moderate Depreciation
- Flat/Single Depreciation
- Moderate Appreciation
- High Appreciation




QUARTERLY SALES

OLD KENSINGTON | YORKTOWN | NORTH PHILADELPHIA

19122

Sales in the fourth quarter of 2017 for 19122 were strong. The median price increased by 34% compared to the same time last year. The price home sellers received was 98.1% of their asking price. The average days on market decreased by 30%, and the number of homes sold year over year for this time period increased by 67%.

We expect home prices and sales volume to stay flat or slightly increase over the next three months.



Current Inventory: 95
 Average Monthly Sales: 26
 Months of Inventory: **3**
 Market Condition: Normal Seller's Market

Home Sale Prices

<p>AVERAGE</p> <div style="border: 1px solid black; padding: 5px; width: 100px; margin: 0 auto;">\$310,779</div>	<p>HIGH</p> <div style="border: 1px solid black; padding: 5px; width: 100px; margin: 0 auto;">\$670,000</div>
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 2017	 LISTED	 SOLD	 PRICE	 AVG DAYS ON MARKET
December	23	28	\$291,420	38
November	38	30	\$284,458	32
October	39	24	\$366,267	44
Totals	100	82	\$310,779	37

Market Key

Months Of Inventory



- Extreme Buyer's Market
- Normal Buyer's Market
- Balanced Market
- Normal Seller's Market
- Extreme Seller's Market
- High Depreciation
- Moderate Depreciation
- Flat/Single Depreciation
- Moderate Appreciation
- High Appreciation



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home quickly!**

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QUARTERLY SALES

NORTHERN LIBERTIES | LOFT DISTRICT/CALLOWHILL

19123

Sales in the fourth quarter of 2017 for 19123 were fair. The median price decreased 2% compared to the same time last year. The price home sellers received was 97.5% of their asking price. The average days on market decreased by 12%, and the number of homes sold year over year for this time period decreased 24%.

We anticipate prices and sales volume to stay flat or slightly increase over the next three months.



Current Inventory: 144
Average Monthly Sales: 28
Months of Inventory: 5
Market Condition: Normal Seller's Market

Home Sale Prices

<p>AVERAGE</p> <div style="border: 1px solid black; padding: 5px; width: 100px; margin: 0 auto;">\$489,467</div>	<p>HIGH</p> <div style="border: 1px solid black; padding: 5px; width: 100px; margin: 0 auto;">\$1,175,000</div>
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 2017	 LISTED	 SOLD	 PRICE	 AVG DAYS ON MARKET
December	15	20	\$488,620	70
November	48	22	\$537,882	36
October	41	18	\$431,233	50
Totals	104	60	\$489,467	52

Market Key
Months Of Inventory

12+

9-12

6-9

3-6

0-3

- Extreme Buyer's Market
- Normal Buyer's Market
- Balanced Market
- Normal Seller's Market
- Extreme Seller's Market
- High Depreciation
- Moderate Depreciation
- Flat/Single Depreciation
- Moderate Appreciation
- High Appreciation




QUARTERLY SALES

FISHTOWN

19125

Sales in the fourth quarter of 2017 for 19125 were fair. The median price decreased by 2% compared to the same time last year. The price home sellers received was 99.3% of their asking price. The average days on market increased by 15%, and the number of homes sold year over year for this time period decreased by 18%.

We expect home prices and sales volume to increase over the next three months.



Current Inventory: 193
Average Monthly Sales: 59
Months of Inventory: 3
Market Condition: Normal Seller's Market

Home Sale Prices

AVERAGE	HIGH
\$337,601	\$650,000

2017	LISTED	SOLD	PRICE	AVG DAYS ON MARKET
December	62	51	\$341,616	56
November	68	60	\$341,520	44
October	107	48	\$328,435	41
Totals	237	159	\$337,601	47

Market Key

Months Of Inventory



- Extreme Buyer's Market
- Normal Buyer's Market
- Balanced Market
- Normal Seller's Market
- Extreme Seller's Market
- High Depreciation
- Moderate Depreciation
- Flat/Single Depreciation
- Moderate Appreciation
- High Appreciation



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QUARTERLY SALES

MANAYUNK

19127

Sales in the fourth quarter of 2017 for 19127 were strong. The median price decreased by 1% compared to the same time last year. The price home sellers received was 93.3% of their asking price. The average days on market decreased by 39%, and the number of homes sold year over year for this time period increased by 26%.

We anticipate prices and sales to increase over the next three months.



Current Inventory: 45
Average Monthly Sales: 15
Months of Inventory: 3
Market Condition: Normal Seller's Market

Home Sale Prices

<p>AVERAGE</p> <div style="border: 1px solid black; padding: 10px; width: 80%; margin: 0 auto;">\$256,684</div>	<p>HIGH</p> <div style="border: 1px solid black; padding: 10px; width: 80%; margin: 0 auto;">\$640,000</div>
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 2017	 LISTED	 SOLD	 PRICE	 AVG DAYS ON MARKET
December	13	15	\$251,462	69
November	14	18	\$275,289	43
October	20	10	\$231,030	65
Totals	47	43	\$256,684	57

Market Key

Months Of Inventory



- Extreme Buyer's Market
- Normal Buyer's Market
- Balanced Market
- Normal Seller's Market
- Extreme Seller's Market
- High Depreciation
- Moderate Depreciation
- Flat/Single Depreciation
- Moderate Appreciation
- High Appreciation




QUARTERLY SALES

ROXBOROUGH

19128

Sales in the fourth quarter of 2017 for 19128 were strong. The median price increased 9% compared to the same time last year. The price home sellers received was 95.8% of their asking price. The average days on market decreased by 4%, and the number of homes sold year over year for this time period increased by 2%.

We expect home prices and sales volume to increase over the next three months.



Current Inventory: 157
Average Monthly Sales: 55
Months of Inventory: 2
Market Condition: Extreme Seller's Market

Home Sale Prices

<p>AVERAGE</p> <div style="border: 1px solid black; padding: 10px; width: 100px; margin: 0 auto;">\$267,350</div>	<p>HIGH</p> <div style="border: 1px solid black; padding: 10px; width: 100px; margin: 0 auto;">\$785,000</div>
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2017	LISTED	SOLD	PRICE	AVG DAYS ON MARKET
December	34	42	\$272,064	48
November	64	63	\$275,272	52
October	81	52	\$253,945	62
Totals	179	157	\$267,350	54

Market Key

Months Of Inventory



- Extreme Buyer's Market
- Normal Buyer's Market
- Balanced Market
- Normal Seller's Market
- Extreme Seller's Market
- High Depreciation
- Moderate Depreciation
- Flat/Single Depreciation
- Moderate Appreciation
- High Appreciation



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QUARTERLY SALES

EAST FALLS

19129

Sales in the fourth quarter of 2017 for 19129 were strong. The median price increased by 19% compared to the same time last year. The price home sellers received was 97% of their asking price. The average days on market decreased by 36%, and the number of homes sold year over year for this time period decreased by 8%.

We expect home prices and sales volume to increase over the next three months.



Current Inventory: 18
Average Monthly Sales: 14
Months of Inventory: 1
Market Condition: Extreme Seller's Market

Home Sale Prices

<p>AVERAGE</p> <div style="border: 1px solid black; padding: 10px; width: 100px; margin: 0 auto;">\$276,193</div>	<p>HIGH</p> <div style="border: 1px solid black; padding: 10px; width: 100px; margin: 0 auto;">\$900,000</div>
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 2017	 LISTED	 SOLD	 PRICE	 AVG DAYS ON MARKET
December	6	11	\$353,582	34
November	11	12	\$239,742	42
October	15	14	\$246,630	35
Totals	32	37	\$276,193	37

Market Key

Months Of Inventory



- Extreme Buyer's Market
- Normal Buyer's Market
- Balanced Market
- Normal Seller's Market
- Extreme Seller's Market
- High Depreciation
- Moderate Depreciation
- Flat/Single Depreciation
- Moderate Appreciation
- High Appreciation




QUARTERLY SALES

ART MUSEUM | FAIRMOUNT | FRANCISVILLE

19130

Sales in the fourth quarter of 2017 for 19130 were fair. The median price increased by 8% compared to the same time last year. The price home sellers received was 96.7% of their asking price. The average days on market decreased by 7%, and the number of homes sold year over year for this time period increased by 13%.

We expect home prices and sales volume to stay flat or slightly increase over the next three months.



Current Inventory: 110
Average Monthly Sales: 47
Months of Inventory: 2
Market Condition: Extreme Seller's Market

Home Sale Prices

<p>AVERAGE</p> <div style="border: 1px solid black; padding: 10px; width: 100px; margin: 0 auto;">\$445,324</div>	<p>HIGH</p> <div style="border: 1px solid black; padding: 10px; width: 100px; margin: 0 auto;">\$1,725,000</div>
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2017	LISTED	SOLD	PRICE	AVG DAYS ON MARKET
December	24	45	\$416,742	49
November	48	41	\$459,461	54
October	61	44	\$461,383	42
Totals	133	130	\$445,324	48

Market Key

Months Of Inventory



- Extreme Buyer's Market
- Normal Buyer's Market
- Balanced Market
- Normal Seller's Market
- Extreme Seller's Market
- High Depreciation
- Moderate Depreciation
- Flat/Single Depreciation
- Moderate Appreciation
- High Appreciation




QUARTERLY SALES

HADDINGTON | WALNUT HILL | COBBS CREEK

19139

Sales in the fourth quarter of 2017 for 19139 were strong. The median price increased by 4% compared to the same time last year. The price home sellers received was 89.8% of their asking price. The average days on market decreased by 2%, and the number of homes sold year over year for this time period increased by 56%.

We expect home prices and sales volume to increase over the next three months.



Current Inventory: 96
Average Monthly Sales: 26
Months of Inventory: 3
Market Condition: Normal Seller's Market

Home Sale Prices

<p>AVERAGE</p> <div style="border: 1px solid white; padding: 5px; width: 100px; margin: 0 auto;">\$93,619</div>	<p>HIGH</p> <div style="border: 1px solid white; padding: 5px; width: 100px; margin: 0 auto;">\$585,000</div>
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 2017	 LISTED	 SOLD	 PRICE	 AVG DAYS ON MARKET
December	34	25	\$92,572	58
November	47	25	\$82,900	40
October	34	30	\$103,426	43
Totals	115	80	\$93,619	47

Market Key

Months Of Inventory



- Extreme Buyer's Market
- Normal Buyer's Market
- Balanced Market
- Normal Seller's Market
- Extreme Seller's Market
- High Depreciation
- Moderate Depreciation
- Flat/Single Depreciation
- Moderate Appreciation
- High Appreciation



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QUARTERLY SALES

PACKER PARK

19145

Sales in the fourth quarter of 2017 for 19145 were strong. The median price increased by 12% compared to the same time last year. The price home sellers received was 95.2% of their asking price. The average days on market increased by 7% and the number of homes sold year over year for this time period increased by 13%.

We expect home prices and sales volume to increase over the next three months.



Current Inventory: 160
 Average Monthly Sales: 56
 Months of Inventory: **2**
 Market Condition: Extreme Seller's Market

Home Sale Prices

<p>AVERAGE</p> <div style="border: 1px solid black; padding: 10px; width: 80%; margin: 0 auto;">\$219,706</div>	<p>HIGH</p> <div style="border: 1px solid black; padding: 10px; width: 80%; margin: 0 auto;">\$540,805</div>
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 2017	 LISTED	 SOLD	 PRICE	 AVG DAYS ON MARKET
December	59	45	\$230,300	76
November	69	57	\$204,782	34
October	84	55	\$226,313	27
Totals	212	158	\$219,706	44

Market Key

Months Of Inventory



- Extreme Buyer's Market
- Normal Buyer's Market
- Balanced Market
- Normal Seller's Market
- Extreme Seller's Market
- High Depreciation
- Moderate Depreciation
- Flat/Single Depreciation
- Moderate Appreciation
- High Appreciation




QUARTERLY SALES

FITLER SQUARE | GRADUATE HOSPITAL | GRAYS FERRY

19146

Sales in the fourth quarter of 2017 for 19146 were strong. The median price increased by 8% compared to the same time last year. The price home sellers received was 95.4% of their asking price. The average days on market remained the same and the number of homes sold year over year for this time period increased by 3%.

We expect home prices and sales volume to increase over the next three months.



Current Inventory: 249
Average Monthly Sales: 86
Months of Inventory: 2
Market Condition: Extreme Seller's Market

Home Sale Prices

<p>AVERAGE</p> <div style="border: 1px solid black; padding: 10px; width: 80%; margin: 0 auto;">\$395,109</div>	<p>HIGH</p> <div style="border: 1px solid black; padding: 10px; width: 80%; margin: 0 auto;">\$1,850,000</div>
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	2017	LISTED	SOLD	PRICE	AVG DAYS ON MARKET
December		60	83	\$405,742	54
November		101	85	\$379,723	47
October		133	62	\$401,968	35
Totals		294	230	\$395,109	47

Market Key

Months Of Inventory



- Extreme Buyer's Market
- Normal Buyer's Market
- Balanced Market
- Normal Seller's Market
- Extreme Seller's Market
- High Depreciation
- Moderate Depreciation
- Flat/Single Depreciation
- Moderate Appreciation
- High Appreciation



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QUARTERLY SALES

QUEEN VILLAGE | BELLA VISTA | HAWTHORNE

19147

Sales in the fourth quarter of 2017 for 19147 were strong. The median price increased by 5% compared to the same time last year. The price home sellers received was 95.9% of their asking price. The average days on market decreased by 2% and the number of homes sold year over year for this time period decreased by 2%.

We expect home prices and sales volume to increase over the next three months.



Current Inventory: 182
Average Monthly Sales: 66
Months of Inventory: 2
Market Condition: Extreme Seller's Market

Home Sale Prices

<p>AVERAGE</p> <div style="border: 1px solid white; padding: 5px; width: 100px; margin: 0 auto;">\$522,554</div>	<p>HIGH</p> <div style="border: 1px solid white; padding: 5px; width: 100px; margin: 0 auto;">\$1,903,000</div>
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 2017	 LISTED	 SOLD	 PRICE	 AVG DAYS ON MARKET
December	37	52	\$486,359	54
November	70	58	\$576,780	50
October	93	48	\$496,241	54
Totals	200	158	\$522,554	53

Market Key

Months Of Inventory



- Extreme Buyer's Market
- Normal Buyer's Market
- Balanced Market
- Normal Seller's Market
- Extreme Seller's Market
- High Depreciation
- Moderate Depreciation
- Flat/Single Depreciation
- Moderate Appreciation
- High Appreciation




QUARTERLY SALES

PENNSPORT | EAST PASSYUNK CROSSING

19148

Sales in the fourth quarter of 2017 for 19148 were strong. The median price increased by 11% compared to the same time last year. The price home sellers received was approximately 94.6% of their asking price. The average days on market decreased by 23%, and the number of homes sold year over year for this time period decreased by 10%.

We expect home prices and sales volume to increase over the next three months.



Current Inventory: 147
Average Monthly Sales: 61
Months of Inventory: 2
Market Condition: Extreme Seller's Market

Home Sale Prices

<p>AVERAGE</p> <div style="border: 1px solid black; padding: 10px; width: 80px; margin: 0 auto;">\$221,515</div>	<p>HIGH</p> <div style="border: 1px solid black; padding: 10px; width: 80px; margin: 0 auto;">\$570,000</div>
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 2017	 LISTED	 SOLD	 PRICE	 AVG DAYS ON MARKET
December	100	60	\$222,111	41
November	104	69	\$211,200	33
October	101	66	\$231,759	25
Totals	305	195	\$221,515	33

Market Key

Months Of Inventory



- Extreme Buyer's Market
- Normal Buyer's Market
- Balanced Market
- Normal Seller's Market
- Extreme Seller's Market
- High Depreciation
- Moderate Depreciation
- Flat/Single Depreciation
- Moderate Appreciation
- High Appreciation

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