



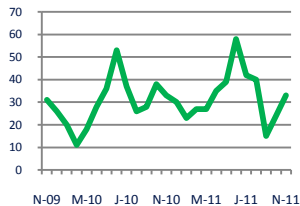
The Long & Foster® Market Minute™



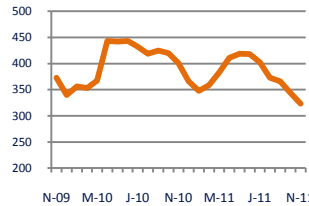
Focus On: Bryn Mawr, Villanova, and Gladwynne Housing Market
Zip Code(s): 19010, 19085, 19035 and 19041

November 2011

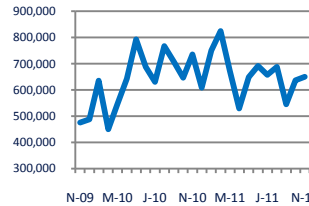
Units Sold
33



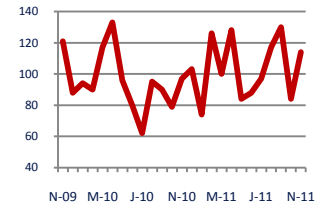
Active Inventory
323



Median Sale Price
\$650,000



Days On Market
114



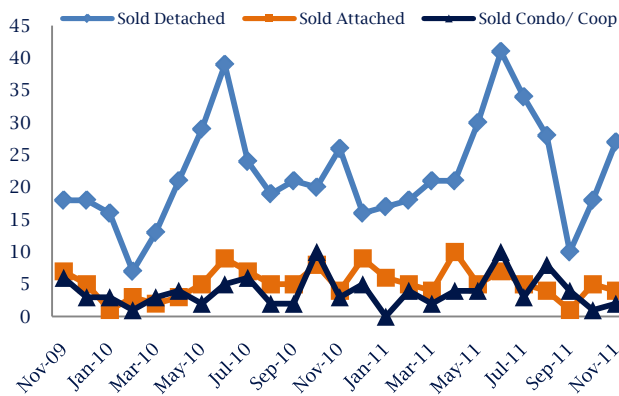
No Change
Vs. Year Ago

Down - 19%
Vs. Year Ago

Down - 12%
Vs. Year Ago

Up 18%
Vs. Year Ago

Units Sold*



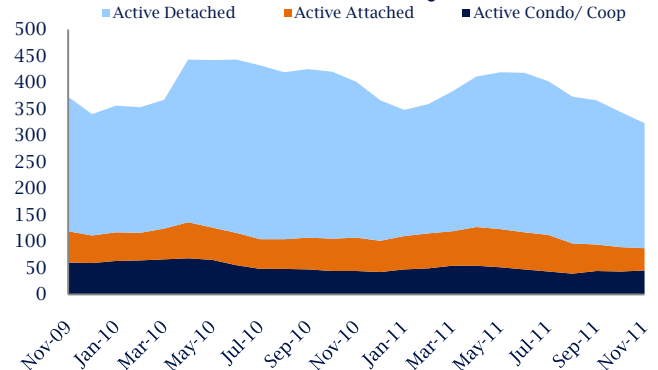
Units Sold

There was an increase in total units sold in November, with 33 sold this month in Bryn Mawr, Villanova, and Gladwynne, an increase of 38%. This month's total units sold is similar compared to a year ago.

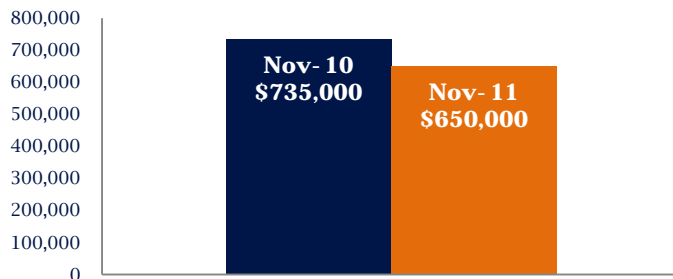
Active Inventory

Versus last year, the total number of homes available this month is lower by 78 units or 19%. The total number of active inventory this November was 323 compared to 401 in November 2010. This month's total of 323 is lower than the previous month's total supply of available inventory of 344, a decrease of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last November, the median sale price for Bryn Mawr, Villanova, and Gladwynne Homes was \$735,000. This November, the median sale price was \$650,000, a decrease of 12% or \$85,000 compared to last year. The current median sold price is 2% higher than in October.

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

Bryn Mawr, Villanova, and Gladwynne are defined as properties listed in zip code/s 19010, 19085, 19035 and 19041, and includes but is not limited to Bryn Mawr, Villanova, Gladwynne, and Haverford. *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.





The Long & Foster[®] Market Minute[™]

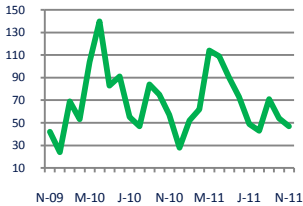


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November 2011

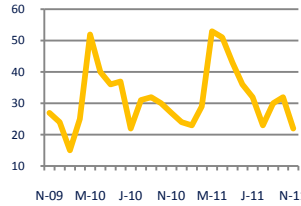
New Listings

47



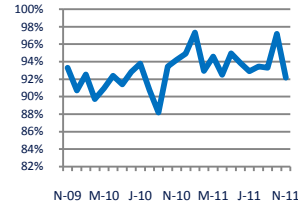
Current Contracts

22



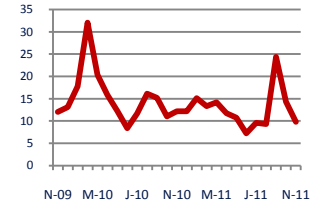
Sold Vs. List Price

92.2%



Months of Supply

9.8



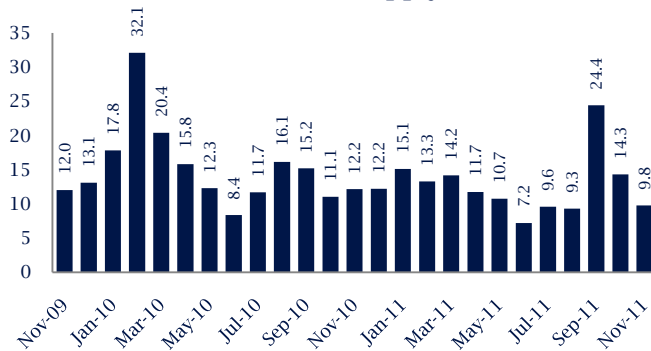
Down - 18%
Vs. Year Ago

Down - 19%
Vs. Year Ago

Down - 2.2%
Vs. Year Ago

Down - 19%
Vs. Year Ago

Months Of Supply



Months of Supply

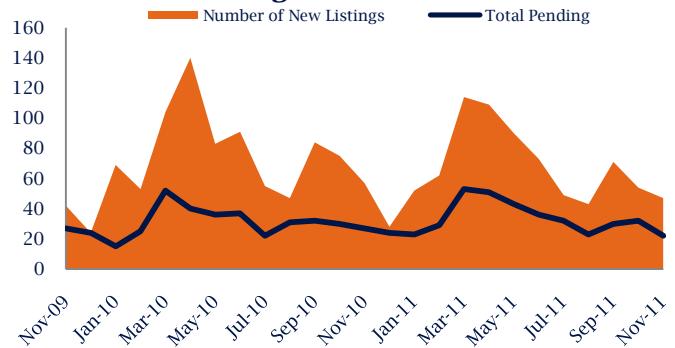
In November, there was 9.8 months of supply available in Bryn Mawr, Villanova, and Gladwynne, compared to 12.2 in November 2010. That is a decrease of 19% versus a year ago.

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.

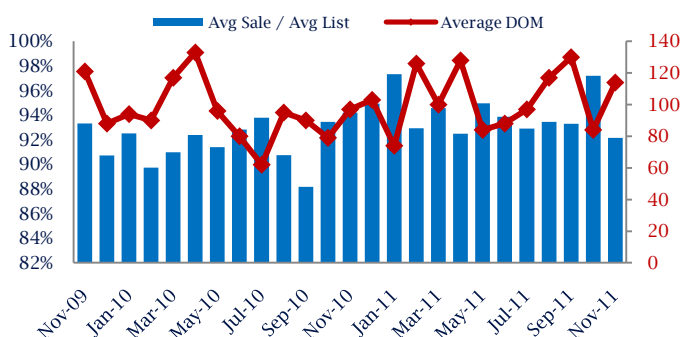
New Listings & Current Contracts

This month there were 47 homes newly listed for sale in Bryn Mawr, Villanova, and Gladwynne compared to 57 in November 2010, a decrease of 18%. There were 22 current contracts pending sale this November compared to 27 a year ago. The number of current contracts is 19% lower than last month.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In November, the average sale price in Bryn Mawr, Villanova, and Gladwynne was 92.2% of the average list price, which is 2.1% lower than at this time last year.

Days On Market

This month, the average number of days on market was 114, higher than the average last year, which was 97, an increase of 18%.

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