DATA AS OF November 6, 2023

October 2023 Market Report
Philadelphia Metro

Philadelphia Market Key Findings

	October 2023		vs. October 2022
Closed sales	5,014	▼	-12.0%
Median sales price	$350,000	▲	+7.7%
Median days on market	11	▼	-2 days
New pending sales	5,622	▼	-1.4%
New listings	6,688	▼	-5.8%
Active listings	10,602	▼	-9.6%
Months of supply	1.97	▲	+19.4%
Showings	114,184	▼	-12.2%

Buyers Still Active in the Philadelphia Market

Home prices up strongly in October

Higher mortgage rates have not dissuaded many buyers in the Philadelphia metro area. Sales are down seasonally but with inventory still very low, the market remains very tight, and homes continue to sell quickly.

In October, there were 5,622 new pending sales across the Philadelphia metro area, which is only slightly lower than last year's level, down by just 1.4%. This month marks the smallest year-over-year decline in new pending sales this year.

Inventory continues to track lower than last year, but active listings have been increasing each month for three consecutive months. At the end of October, there were 10,602 active listings across the region, nearly 10% lower than a year ago, but up 3.8% compared to September.

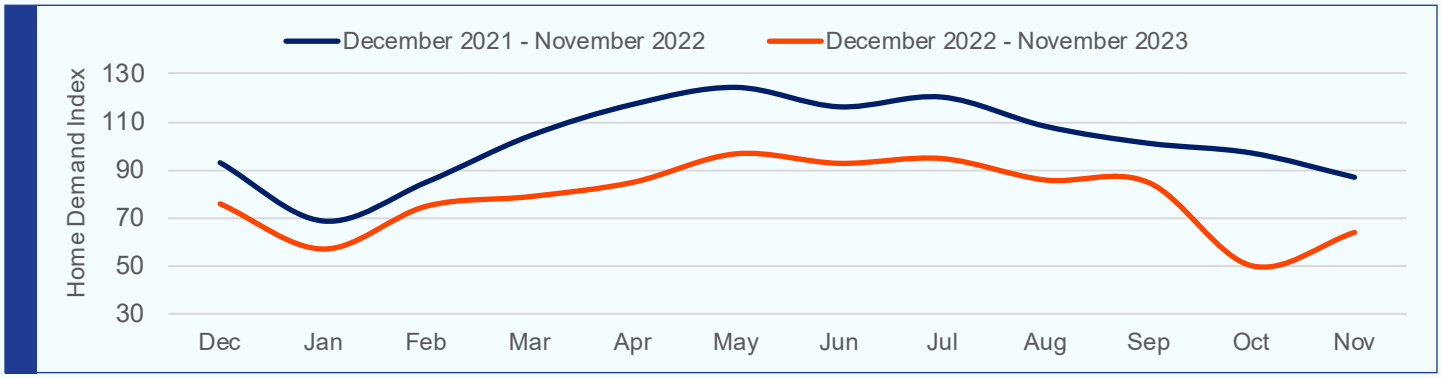
Limited inventory continues to put upward pressure on prices. The median sale price in the region was $350,000, up 7.7% compared to a year ago, the fastest annual price growth since August 2022. Prices dipped seasonally between September and October.

Bright MLS T3 Home Demand Index

According to the Bright MLS T3 Home Demand Index (HDI), the Philadelphia metro market conditions sprang back from 50 in October to 64 in November. Still, this reading points to Limited market conditions.

Last year the HDI was 87, indicating Slow market conditions for the metro.

Bright MLS T3 Home Demand Index



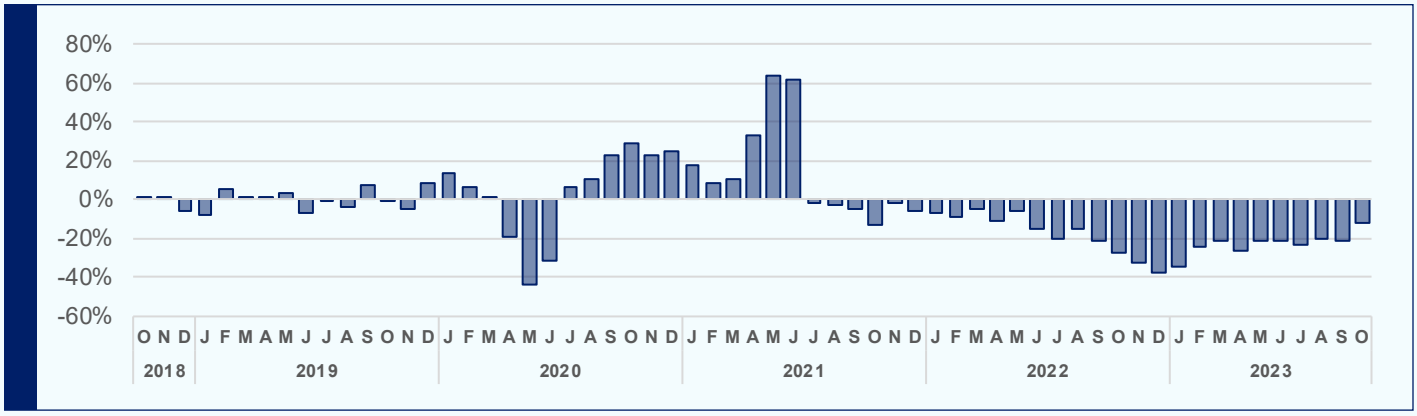
Market Outlook

Despite persistently higher mortgage rates, many buyers remain undeterred in the Philadelphia area. Some buyers will remain in the market in the final months of 2023, though others will bide their time until spring, hoping for lower rates and more inventory. Prospective buyers who are in the market this winter should expect some easing conditions as both home prices and days on market will decline seasonally.

While inventory should increase modestly over the winter, supply will remain low and there are still more buyers than sellers, which means that prices will remain firm and attractive properties will be scooped up relatively quickly. Expect mortgage rates to begin to come down in early 2024, though they will remain well above 6%. Consumers will reset their expectations, and as rates move lower, there will be both more buyers and more sellers in the market, suggesting an active spring market.

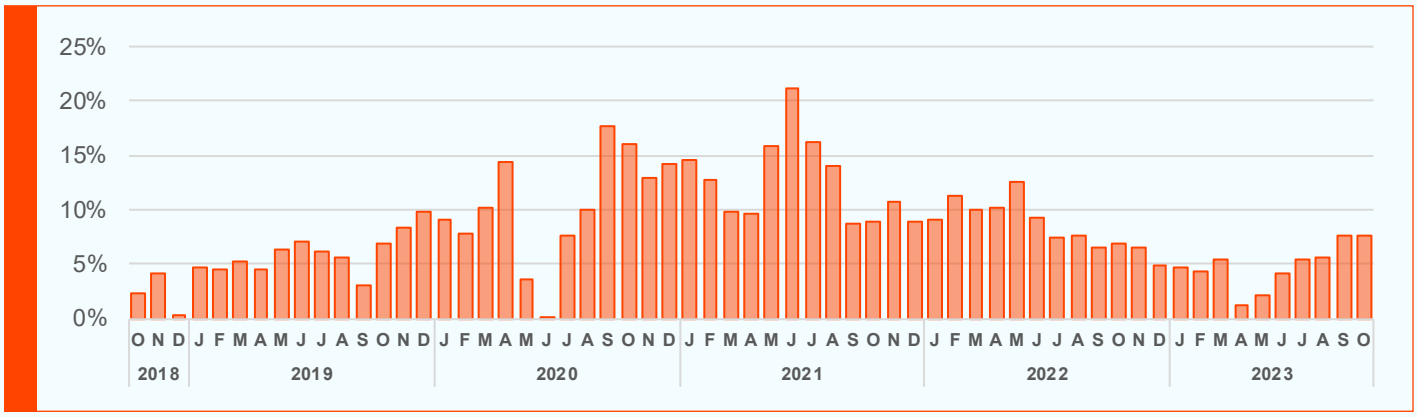
Closed Sales Year-Over-Year Change

There were 5,014 closed sales in the Philadelphia metro area in October, which is down 12.0% from last year and down 1.9% from last month. Sales have cooled seasonally; however, compared to earlier this year, the number of closed sales is tracking more closely to last year's levels.



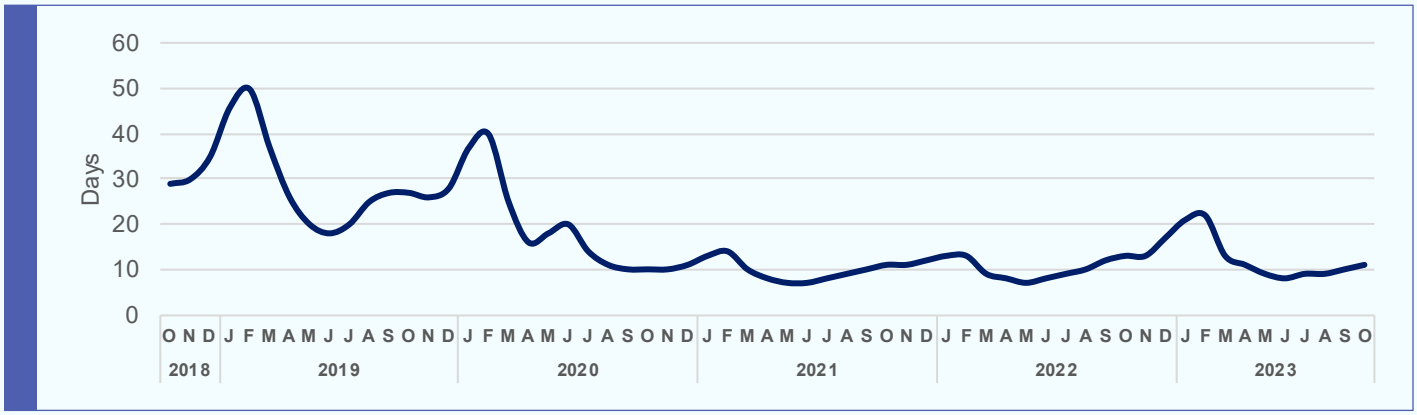
Median Sale Price Year-Over-Year Change

Home prices in the Philadelphia metro area continue to rise year-over-year. The median sale price was $350,000 in October, which is up 7.7% compared to a year ago. Median prices have fallen month-to-month for two months is a row, which is a typical seasonal trend.



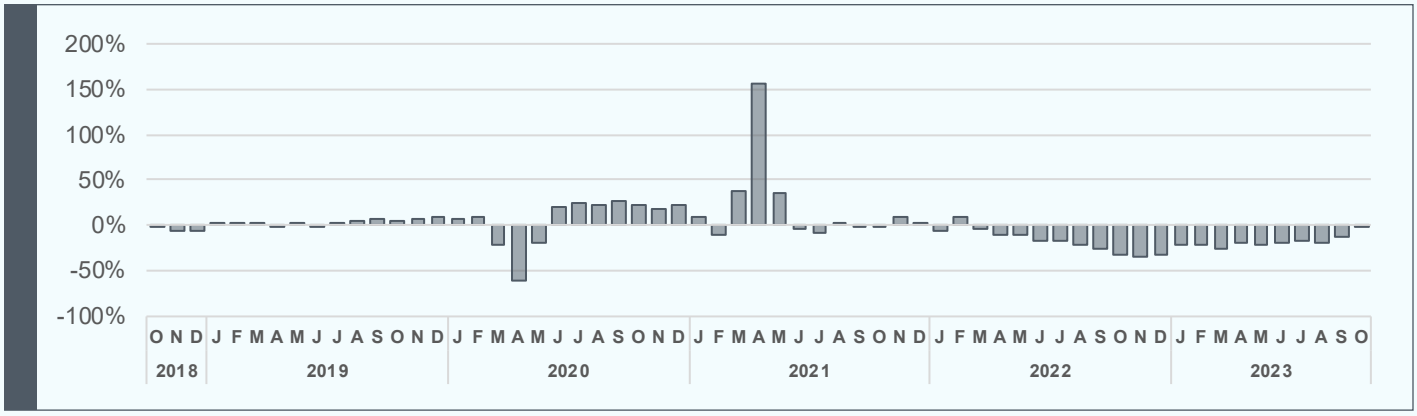
Median Days on Market

The median days on market for Philadelphia was 10 for homes that closed in October. The median days on market has increased for two months in a row, but the typical home is still selling two days faster than at this time last year.



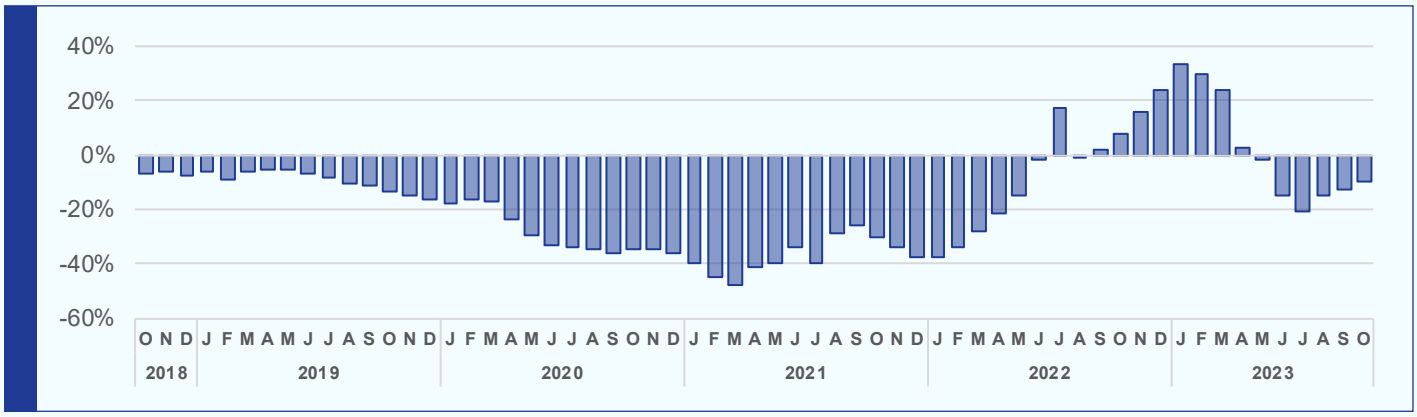
New Pending Sales Year-Over-Year Change

Tracking close to last year's levels, there were 5,622 new pending contracts in October, down just 1.4% compared to October 2022. This is the first month the year-over-year decline in pending sales has been in the single digits since March 2022. New pendings are up from last month by 5.2%, which is the first month-to-month increase since May.



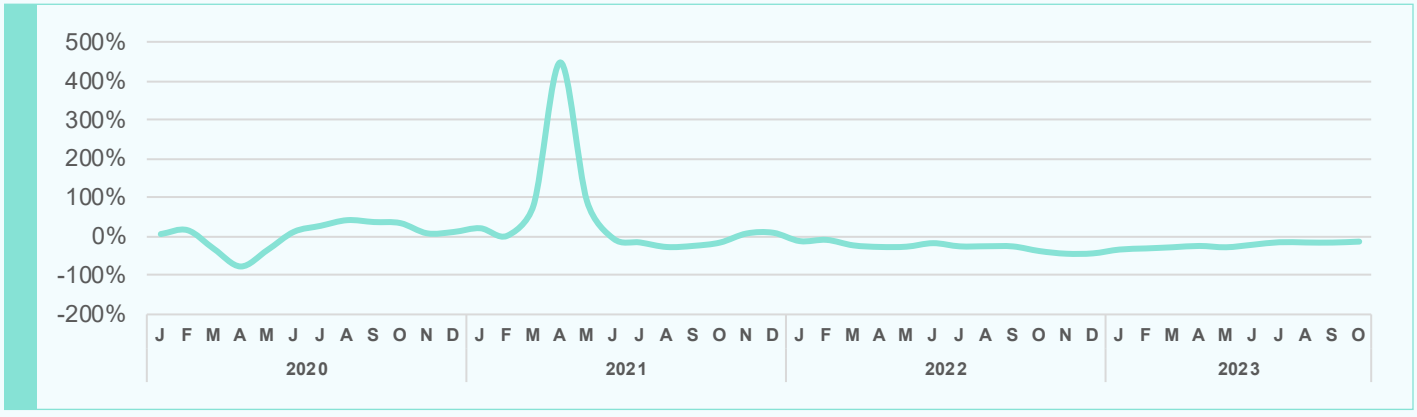
Active Listings Year-Over-Year Change

There were 10,602 active listings at the end of October. While inventory is down 9.6% from last year, the number of month-end active listings has increased for the third month in a row, up by 3.8% from September. The inventory of detached homes was down the most compared to a year ago (-10.5%), while condos had the smallest year-over-year decline (-7.5%).



Showings

There were 114,184 showings throughout the Philadelphia metro area in October, which is down 12.2% from last year and 7.0% from last month. Fewer showings reflects a seasonal slowdown in the market, as well as the limited inventory of homes for sale.



Local Markets

In the Philadelphia metro area, closed days in October were lower than a year ago, but the gap between 2022 and 2033 has narrowed. Gloucester County, NJ, actually had more closed sales in October 2023 compared to October 2022, up 4.3%. In two additional counties (Kent County, DE, and Philadelphia County, PA), there were year-over-year increases in new pending sales, which indicates that closed sales will be higher in the coming months.

However, buyers in the market do not have many choices. Active listings at the end of October 2023 are higher than last year in only Chester County, PA (+5.9%), Delaware County, PA (+0.9%), and Kent County, DE (+5.7%).

While the new listings picture has also improved, most counties still have fewer new listings coming onto the market than they did a year ago. The exceptions were Gloucester County, NJ (+0.6%), and Montgomery County, PA (+0.9%), where new listings edged higher in October 2023.

Though the market is slowing seasonally, the pace remains quick in many jurisdictions. The median days on market in both Chester County, PA, and Montgomery County, PA, was just seven in October.



CLOSED SALES

	October 2023	vs. October 2022
Bucks County, PA	484	-8.7%
Burlington County, NJ	415	-18.6%
Camden County, NJ	431	-12.6%
Chester County, PA	402	-11.3%
Delaware County, PA	456	-10.2%
Gloucester County, NJ	288	+4.3%
Kent County, DE	182	-24.2%
Mercer County, NJ	267	-15.8%
Montgomery County, PA	656	-13.5%
New Castle County, DE	429	-18.6%
Philadelphia County, PA	1,004	-7.6%
Philadelphia Metro	**5,014**	**-12.0%**

MEDIAN SALE PRICE

	October 2023	vs. October 2022
Bucks County, PA	$447,500	+3.7%
Burlington County, NJ	$360,000	+5.9%
Camden County, NJ	$306,000	+15.0%
Chester County, PA	$495,000	+6.5%
Delaware County, PA	$325,000	+14.0%
Gloucester County, NJ	$330,750	+15.3%
Kent County, DE	$311,990	-2.5%
Mercer County, NJ	$416,450	+24.8%
Montgomery County, PA	$417,750	+5.8%
New Castle County, DE	$340,000	+5.0%
Philadelphia County, PA	$254,500	-0.8%
Philadelphia Metro	**$350,000**	**+7.7%**

Local Markets Continued

	NEW PENDINGS		NEW LISTINGS		MEDIAN DAYS ON MARKET	
	October 2023	vs. October 2022	October 2023	vs. October 2022	October 2023	vs. October 2022
Bucks County, PA	496	-1.8%	571	+3.4%	8	-1 day
Burlington County, NJ	467	-6.8%	504	-14.0%	14	-3 days
Camden County, NJ	460	-4.8%	506	-2.5%	14	-3 days
Chester County, PA	457	-5.2%	478	-10.7%	7	+0 days
Delaware County, PA	530	-2.8%	558	-4.0%	8	-1 day
Gloucester County, NJ	300	-2.3%	334	+0.6%	14	-1 day
Kent County, DE	200	+3.6%	203	-14.0%	12	-1 day
Mercer County, NJ	300	-1.0%	333	-0.9%	13	-3 days
Montgomery County, PA	713	-7.4%	856	+0.9%	7	-2 days
New Castle County, DE	505	-0.8%	536	-2.7%	8	-1 day
Philadelphia County, PA	1,194	+8.3%	1,809	-10.7%	21	-2 days
Philadelphia Metro	**5,622**	**-1.4%**	**6,688**	**-5.8%**	**11**	**-2 days**

	ACTIVE LISTINGS		MONTHS OF SUPPLY	
	October 2023	vs. October 2022	October 2023	vs. October 2022
Bucks County, PA	639	-6.7%	1.29	+20.6%
Burlington County, NJ	613	-26.5%	1.31	-3.7%
Camden County, NJ	658	-8.9%	1.47	+20.5%
Chester County, PA	679	+5.9%	1.55	+40.9%
Delaware County, PA	642	+0.9%	1.38	+35.3%
Gloucester County, NJ	429	-8.9%	1.50	+13.6%
Kent County, DE	426	+5.7%	2.22	+37.9%
Mercer County, NJ	410	-19.1%	1.55	+10.7%
Montgomery County, PA	948	-10.1%	1.38	+23.2%
New Castle County, DE	642	-3.3%	1.40	+32.1%
Philadelphia County, PA	4,516	-11.6%	3.88	+16.9%
Philadelphia Metro	**10,602**	**-9.6%**	**1.97**	**+19.4%**

New Listings New Hope for Buyers

New listing activity in the Philadelphia metro has been down between 20% and 30% from last year.

The gap has narrowed to 5.8% in October. While the pace of new listings coming onto the market is still slow by historic standards, the narrowing of the gap between 2022 and 2023 is welcome news.

Philadelphia buyers have been resilient in the face of rising prices and elevated mortgage rates. More listings will make it a little easier for buyers who remain in the market this winter. However, the supply deficit is large and can be quickly drawn down by buyers returning to the market after the first of the year.

Local Markets Continued

	SHOWINGS		HOME DEMAND INDEX	
	October 2023	vs. October 2022	November 2023	vs. November 2022
Bucks County, PA	10,181	-8.0%	80	-22.3%
Burlington County, NJ	9,864	-14.2%	48	-31.4%
Camden County, NJ	12,411	-8.5%	52	-23.5%
Chester County, PA	7,871	-15.2%	67	-26.4%
Delaware County, PA	10,276	-14.5%	80	-25.9%
Gloucester County, NJ	6,683	-22.2%	46	-30.3%
Kent County, DE	2,657	-20.2%	79	-22.5%
Mercer County, NJ	6,549	-8.5%	43	-25.9%
Montgomery County, PA	14,203	-15.0%	78	-27.1%
New Castle County, DE	9,401	-20.0%	80	-27.3%
Philadelphia County, PA	24,088	-3.9%	65	-27.8%
Philadelphia Metro	**114,184**	**-12.2%**	**64**	**-26.4%**

Bright MLS T3 Home Demand Index

The Home Demand Index (HDI) captures buyer signals including showing requests, listing views, and more to let you know what buyers are doing right now, before they buy. The HDI is forward-looking, providing a picture of what market activity will be this month.

The Home Demand Index was created as part of our strategy to create a nimbler and more innovative MLS platform that drives your business forward.

Read more about the HDI: homedemandindex.com



About **Bright MLS**

Bright is proud to be the source of truth for comprehensive real estate data in the Mid-Atlantic, with market intelligence currently covering six states (Delaware, Maryland, New Jersey, Pennsylvania, Virginia, West Virginia) and the District of Columbia. Bright MLS's innovative tool library—both created and curated—provides services and award-winning support to well over 100k real estate professionals, enabling their delivery on the promise of home to over half a million home buyers and sellers monthly. In 2022, Bright subscribers facilitated $121B in real estate transactions through the company's platform. Learn more at Bright MLS.com.

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