

MARKET REPORT

COMPASS PHILADELPHIA & SUBURBAN PA REGION
2021 MARKET REPORT



COMPASS RE



Obsessing About Opportunity

As we venture into Spring 2021 and beyond, our thoughts are focused on new opportunities that have emerged from both our personal and professional growth. For many, the first three months of this year have been about new beginnings. We're tackling goals that we set for ourselves, using our spare time to learn new skills, find new passions, and grow as people. The start of this year has not been easy, but it has been filled with hope and bright spots that leave us feeling optimistic and excited about the days to come.

With the continued promise and advancements surrounding the health of our communities,

we look forward to enjoying the rewarding parts of life that make us feel whole once again. The resilience and support that the Compass family has shown is truly inspiring and will undoubtedly make us stronger. We are focused on the opportunity ahead and feel such a sense of gratitude that we get to continue doing what we love every single day.

As we journey into the Spring and Summer months, we hope this report, which outlines real estate trends across many of our region's most desirable neighborhoods, provides you with valuable insights to successfully further your real estate endeavours.

COMPASS CONCIERGE



Maximize the value of your home.

Compass Concierge helps you sell your home faster and for a higher price. From painting to flooring, Concierge transforms your home with zero upfront costs and no interest.

Get started at compass.com/concierge

Rules & Exclusions apply. Compass offers no guarantee or warranty of results. Subject to additional terms and conditions.



FRESH PAINT

UPDATED LIGHT
FIXTURES

STRATEGIC STAGING

UPDATED FLOORING

A simple solution to bridge the gap between the home you have and the home you want.

Get access to competitive rates and dedicated support from industry-leading lenders, with the exclusive option to get up to six months of your loan payments fronted when you sell your home with a Compass agent.

Learn more at
compass.com/bridge-loan-services

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BRIDGE LOAN
SERVICES

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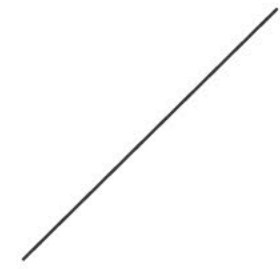
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Philadelphia

Chestnut Hill

POPULATION
9,362

AVG. HOUSEHOLD INCOME
\$85,437

AVERAGE HOME VALUE
\$504,000



Sales prices increase significantly, while inventory remains consistent. However, days on market shows double-digit increases as sales move more slowly.

| | |
|-----------------------------|-----------------------------|
| 26 | 25 |
| Q1 2020 Sales | Q1 2021 Sales |
| \$602K | \$748K |
| Q1 2020 Average Sales Price | Q1 2021 Average Sales Price |
| 40 | 53 |
| Q1 2020 DOM | Q1 2021 DOM |

Fairmount & Art Museum

Inventory sees a slight increase as more sellers enter the market. Sale prices see a boost, though the average time to sell increases.

93

Q1 2020 Sales

102

Q1 2021 Sales

\$242K

Q1 2020 Average
Sales Price

\$276K

Q1 2021 Average
Sales Price

65

Q1 2020 DOM

72

Q1 2021 DOM



POPULATION
30,513

AVG. HOUSEHOLD INCOME
\$82,632

AVERAGE HOME VALUE
\$371,300

POPULATION
49,109

AVG. HOUSEHOLD INCOME
\$69,474

AVERAGE HOME VALUE
\$283,500

Fishtown



2021 Q1 / MARKET REPORT



With consistent inventory
and increased buyer demand,
home values increase and
move quickly.

357

Q1 2020 Sales

356

Q1 2021 Sales

\$385K

Q1 2020 Average
Sales Price

\$414K

Q1 2021 Average
Sales Price

57

Q1 2020 DOM

52

Q1 2021 DOM

Graduate Hospital

Market shows incredible growth as sale prices surge and sell quickly at higher values.

69

Q1 2020 Sales

76

Q1 2021 Sales

\$558K

Q1 2020 Average Sales Price

\$654K

Q1 2021 Average Sales Price

86

Q1 2020 DOM

65

Q1 2021 DOM



POPULATION
44,659

AVG. HOUSEHOLD INCOME
\$63,524

AVERAGE HOME VALUE
\$303,200

POPULATION
27,368

AVG. HOUSEHOLD INCOME
\$61,297

AVERAGE HOME VALUE
\$257,400

Mount Airy

2021 MARKET REPORT / Q1



Dramatic increase in sales as homes fly off the market due to buyer demand.

83

Q1 2020 Sales

98

Q1 2021 Sales

\$307K

Q1 2020 Average Sales Price

\$322K

Q1 2021 Average Sales Price

66

Q1 2020 DOM

28

Q1 2021 DOM

Northern Liberties

Inventory drops slightly and days on market sees a slight increase as home values move up.

67

Q1 2020 Sales

56

Q1 2021 Sales

\$521K

Q1 2020 Average Sales Price

\$547K

Q1 2021 Average Sales Price

69

Q1 2020 DOM

77

Q1 2021 DOM



POPULATION
19,468

AVG. HOUSEHOLD INCOME
\$73,730

AVERAGE HOME VALUE
\$343,200

POPULATION
14,001

AVG. HOUSEHOLD INCOME
\$109,393

AVERAGE HOME VALUE
\$474,600

Old City



Home values see a nice boost while days on market stays consistent despite less sales.

67

Q1 2020 Sales

60

Q1 2021 Sales

\$552K

Q1 2020 Average Sales Price

\$635K

Q1 2021 Average Sales Price

102

Q1 2020 DOM

101

Q1 2021 DOM

POPULATION
53,688

AVG. HOUSEHOLD INCOME
\$52,584

AVERAGE HOME VALUE
\$181,900

Passyunk



2021 Q1 / MARKET REPORT



Home sales increased significantly as days on market decreases with increases demand. Home values increase slightly.

134

Q1 2020 Sales

184

Q1 2021 Sales

\$250K

Q1 2020 Average
Sales Price

\$274K

Q1 2021 Average
Sales Price

69

Q1 2020 DOM

53

Q1 2021 DOM

Point Breeze

Values increase slightly while homes sell quickly.
Inventory sees a slight increase.

135

Q1 2020 Sales

143

Q1 2021 Sales

\$314K

Q1 2020 Average
Sales Price

\$326K

Q1 2021 Average
Sales Price

74

Q1 2020 DOM

51

Q1 2021 DOM



POPULATION
45,350

AVG. HOUSEHOLD INCOME
\$63,524

AVERAGE HOME VALUE
\$303,200

POPULATION
27,738

AVG. HOUSEHOLD INCOME
\$73,611

AVERAGE HOME VALUE
\$511,000

Rittenhouse Square



2021 Q1 / MARKET REPORT



Home values see a slight decline as the market remains strong with increased sales.

76

Q1 2020 Sales

93

Q1 2021 Sales

\$821K

Q1 2020 Average Sales Price

\$777K

Q1 2021 Average Sales Price

114

Q1 2020 DOM

116

Q1 2021 DOM

Society Hill & Queen Village

Increased inventory leads to lower sales prices,
allowing homes to move off-market at a faster rate.

52

Q1 2020 Sales

82

Q1 2021 Sales

\$673K

Q1 2020 Average
Sales Price

\$599K

Q1 2021 Average
Sales Price

128

Q1 2020 DOM

87

Q1 2021 DOM



POPULATION
40,698

AVG. HOUSEHOLD INCOME
\$77,695

AVERAGE HOME VALUE
\$362,800

POPULATION
116,620

AVG. HOUSEHOLD INCOME
\$29,608

AVERAGE HOME VALUE
\$107,000

University City

2021 MARKET REPORT / Q1



Days on market decreases as inventory dips.
Sales prices see significant growth with
increased demand.

163

Q1 2020 Sales

152

Q1 2021 Sales

\$203K

Q1 2020 Average
Sales Price

\$250K

Q1 2021 Average
Sales Price

50

Q1 2020 DOM

44

Q1 2021 DOM

Suburban Philadelphia



Ambler

POPULATION
32,745

AVG. HOUSEHOLD INCOME
\$105,522

AVERAGE HOME VALUE
\$421,400



Inventory sees a slight drop while home values show strong growth and days on market decreases.

83

Q1 2020 Sales

73

Q1 2021 Sales

\$502K

Q1 2020 Average Sales Price

\$582K

Q1 2021 Average Sales Price

52

Q1 2020 DOM

31

Q1 2021 DOM

Ardmore

Sales soar and home value take a significant jump as the suburban market continues to grow.

56

Q1 2020 Sales

80

Q1 2021 Sales

\$478K

Q1 2020 Average
Sales Price

\$595K

Q1 2021 Average
Sales Price

32

Q1 2020 DOM

36

Q1 2021 DOM



POPULATION
13,134

AVG. HOUSEHOLD INCOME
\$90,718

AVERAGE HOME VALUE
\$315,900

Berwyn

Days on market drops significantly
and home values see a slight increase.

62

Q1 2020 Sales

83

Q1 2021 Sales

\$689K

Q1 2020 Average
Sales Price

\$737K

Q1 2021 Average
Sales Price

67

Q1 2020 DOM

43

Q1 2021 DOM



POPULATION
11,920

AVG. HOUSEHOLD INCOME
\$134,531

AVERAGE HOME VALUE
\$619,700

POPULATION
19,510

AVG. HOUSEHOLD INCOME
\$120,517

AVERAGE HOME VALUE
\$436,300

Blue Bell



2021 Q1 / MARKET REPORT



Strong market shows growth in home values as sales move quickly.

69

Q1 2020 Sales

92

Q1 2021 Sales

\$479K

Q1 2020 Average Sales Price

\$539K

Q1 2021 Average Sales Price

74

Q1 2020 DOM

37

Q1 2021 DOM

Bryn Mawr

Home values skyrocket while days on the market decreases significantly.

73

Q1 2020 Sales

76

Q1 2021 Sales

\$709K

Q1 2020 Average Sales Price

\$863K

Q1 2021 Average Sales Price

67

Q1 2020 DOM

40

Q1 2021 DOM



POPULATION
19,095

AVG. HOUSEHOLD INCOME
\$103,791

AVERAGE HOME VALUE
\$626,700

Devon

Home values show huge growth and days on market drops as sales increase.

16

Q1 2020 Sales

23

Q1 2021 Sales

\$527K

Q1 2020 Average
Sales Price

\$790K

Q1 2021 Average
Sales Price

53

Q1 2020 DOM

39

Q1 2021 DOM



POPULATION
7,248

AVG. HOUSEHOLD INCOME
\$106,786

AVERAGE HOME VALUE
\$572,000

Doylestown

Inventory and sales prices stay consistent while homes sell quickly.

72

Q1 2020 Sales

75

Q1 2021 Sales

\$487K

Q1 2020 Average Sales Price

\$485K

Q1 2021 Average Sales Price

67

Q1 2020 DOM

37

Q1 2021 DOM



POPULATION
26,939

AVG. HOUSEHOLD INCOME
\$98,196

AVERAGE HOME VALUE
\$411,400

POPULATION
27,875

AVG. HOUSEHOLD INCOME
\$82,398

AVERAGE HOME VALUE
\$333,850

Elkins Park

2021 MARKET REPORT / Q1



High demand is reflected in a significant drop in days on market and strong increase in sales prices.

67

Q1 2020 Sales

83

Q1 2021 Sales

\$237K

Q1 2020 Average
Sales Price

\$289K

Q1 2021 Average
Sales Price

61

Q1 2020 DOM

29

Q1 2021 DOM

Havertown

POPULATION
36,495

AVG. HOUSEHOLD INCOME
\$102,285

AVERAGE HOME VALUE
\$319,000



Decreased inventory pushes days on market down, while sales prices see a slight increase.

102

Q1 2020 Sales

90

Q1 2021 Sales

\$346K

Q1 2020 Average Sales Price

\$357K

Q1 2021 Average Sales Price

35

Q1 2020 DOM

17

Q1 2021 DOM

Malvern

Market strength is proven by incredible drop in days on market, even as sales prices surge.

79

Q1 2020 Sales

88

Q1 2021 Sales

\$532K

Q1 2020 Average Sales Price

\$629K

Q1 2021 Average Sales Price

69

Q1 2020 DOM

30

Q1 2021 DOM



POPULATION
29,981

AVG. HOUSEHOLD INCOME
\$121,600

AVERAGE HOME VALUE
\$473,600

POPULATION
36,588

AVG. HOUSEHOLD INCOME
\$96,755

AVERAGE HOME VALUE
\$379,400

Media



2021 Q1 / MARKET REPORT



Days on market decreases
as inventory goes down.
Sales prices increase as
buyers compete.

94

Q1 2020 Sales

87

Q1 2021 Sales

\$410K

Q1 2020 Average
Sales Price

\$498K

Q1 2021 Average
Sales Price

67

Q1 2020 DOM

39

Q1 2021 DOM

POPULATION
9,909

AVG. HOUSEHOLD INCOME
\$115,985

AVERAGE HOME VALUE
\$538,100

Narberth

2021 MARKET REPORT / Q1

Home values increase and buyers compete for decreasing inventory.

31

Q1 2020 Sales

29

Q1 2021 Sales

\$534K

Q1 2020 Average
Sales Price

\$694K

Q1 2021 Average
Sales Price

78

Q1 2020 DOM

51

Q1 2021 DOM



Newtown

Buyers move confidently with quick sales at increased price points.

86

Q1 2020 Sales

86

Q1 2021 Sales

\$5559K

Q1 2020 Average Sales Price

\$643K

Q1 2021 Average Sales Price

79

Q1 2020 DOM

28

Q1 2021 DOM



POPULATION
30,592

AVG. HOUSEHOLD INCOME
\$124,076

AVERAGE HOME VALUE
\$474,300

Swarthmore

POPULATION
9,249

AVG. HOUSEHOLD INCOME
\$96,397

AVERAGE HOME VALUE
\$284,200



Home sales show slight growth while inventory increases. Days on market decreases as homes sell quickly.

24

Q1 2020 Sales

32

Q1 2021 Sales

\$273K

Q1 2020 Average Sales Price

\$291K

Q1 2021 Average Sales Price

32

Q1 2020 DOM

21

Q1 2021 DOM

Villanova

Steady sales prices allow eager buyers to move quickly on this highly coveted neighborhood.

23

Q1 2020 Sales

21

Q1 2021 Sales

\$1.3M

Q1 2020 Average
Sales Price

\$1.2M

Q1 2021 Average
Sales Price

94

Q1 2020 DOM

79

Q1 2021 DOM



POPULATION
5,852

AVG. HOUSEHOLD INCOME
\$216,354

AVERAGE HOME VALUE
\$818,200

Wayne

POPULATION
30,738

AVG. HOUSEHOLD INCOME
\$137,943

AVERAGE HOME VALUE
\$560,800



Significant jump in number of sales as eager buyers are introduced to the market.

61

Q1 2020 Sales

97

Q1 2021 Sales

\$685K

Q1 2020 Average Sales Price

\$754K

Q1 2021 Average Sales Price

51

Q1 2020 DOM

31

Q1 2021 DOM

West Chester

Steady increases across the board show signs of strong market growth.

242

Q1 2020 Sales

263

Q1 2021 Sales

\$445K

Q1 2020 Average
Sales Price

\$519K

Q1 2021 Average
Sales Price

49

Q1 2020 DOM

33

Q1 2021 DOM



POPULATION
53,828

AVG. HOUSEHOLD INCOME
\$96,998

AVERAGE HOME VALUE
\$421,100

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