

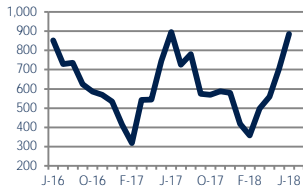


# The Long & Foster Market Minute™

Focus On: Chester County Housing Market

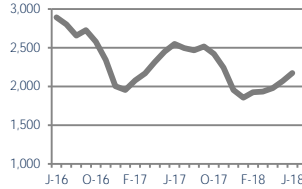
June 2018

**Units Sold**  
886



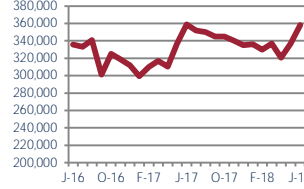
Down -1%  
Vs. Year Ago

**Active Inventory**  
2,175



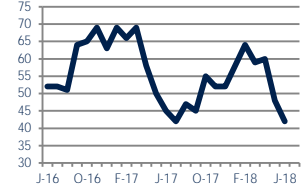
Down -15%  
Vs. Year Ago

**Median Sale Price**  
\$358,074



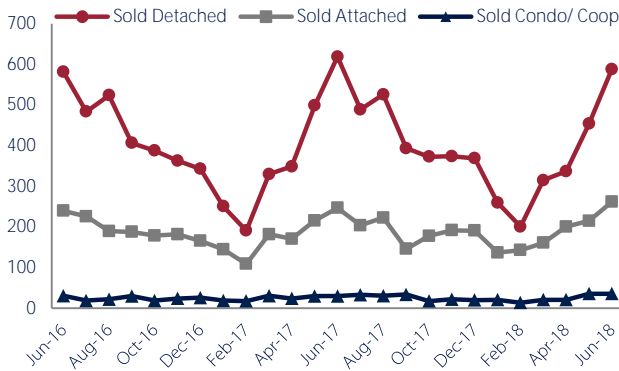
No Change  
Vs. Year Ago

**Days On Market**  
42



Down -7%  
Vs. Year Ago

### Units Sold\*



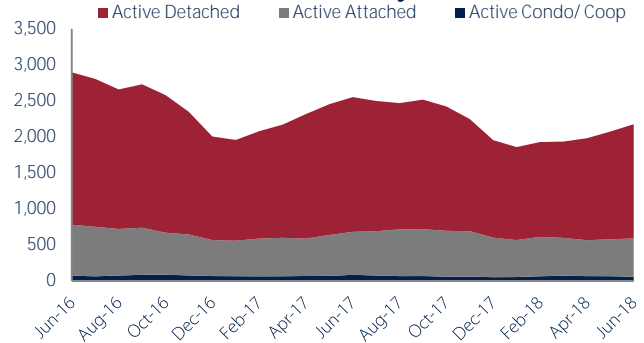
### Units Sold

There was an increase in total units sold in June, with 886 sold this month in Chester County versus 705 last month, an increase of 26%. This month's total units sold was lower than at this time last year, a decrease of 1% versus June 2017.

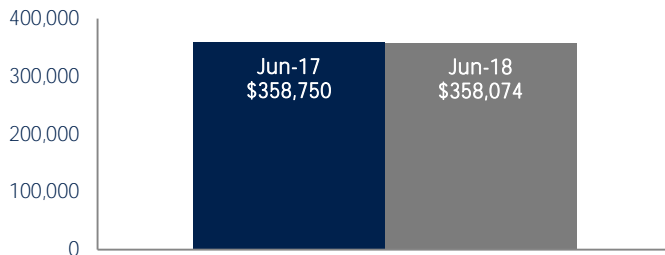
### Active Inventory

Versus last year, the total number of homes available this month is lower by 376 units or 15%. The total number of active inventory this June was 2,175 compared to 2,551 in June 2017. This month's total of 2,175 is higher than the previous month's total supply of available inventory of 2,073, an increase of 5%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last June, the median sale price for Chester County Homes was \$358,750. This June, the median sale price was \$358,074, which is similar compared to a year ago. The current median sold price is 6% lower than in May.

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



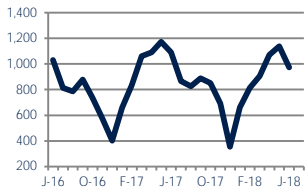
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by TREND and 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.





### New Listings

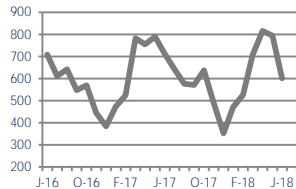
973



Down -11%  
Vs. Year Ago

### Current Contracts

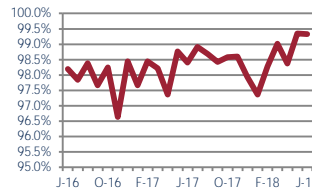
602



Down -16%  
Vs. Year Ago

### Sold Vs. List Price

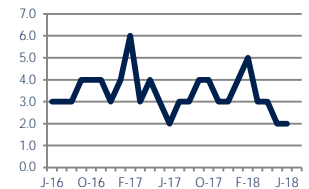
99.3%



Up 0.9%  
Vs. Year Ago

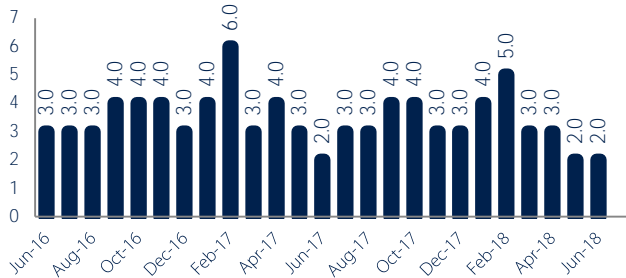
### Months of Supply

2.0



No Change  
Vs. Year Ago

### Months Of Supply



### Months of Supply

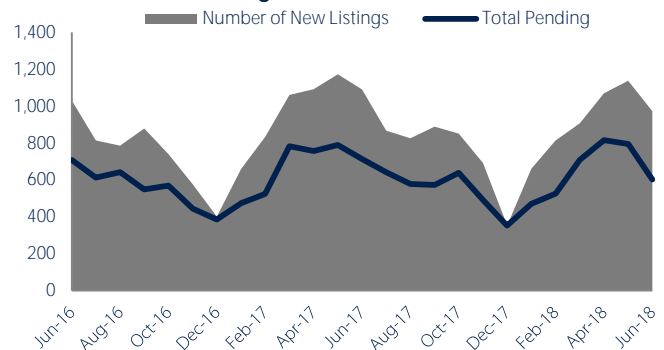
In June, there was 2.5 months of supply available in Chester County, compared to 2.8 in June 2017. That is a decrease of 14% versus a year ago.

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.

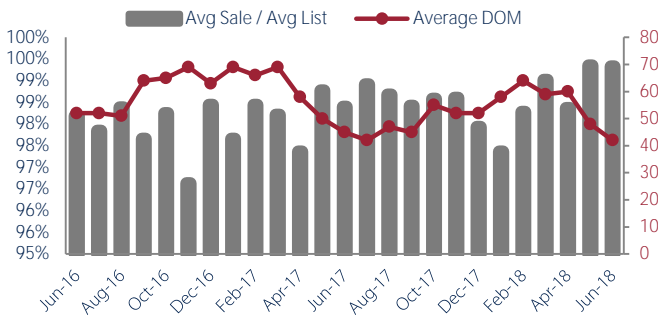
### New Listings & Current Contracts

This month there were 973 homes newly listed for sale in Chester County compared to 1,091 in June 2017, a decrease of 11%. There were 602 current contracts pending sale this June compared to 713 a year ago. The number of current contracts is 16% lower than last June.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In June, the average sale price in Chester County was 99.3% of the average list price, which is 0.9% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 42, lower than the average last year, which was 45, a decrease of 7%.



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