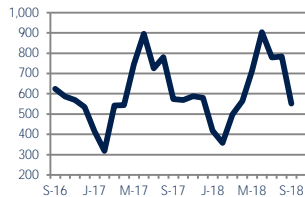


Units Sold

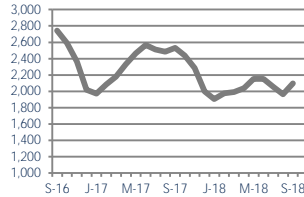
552



Down -4%
Vs. Year Ago

Active Inventory

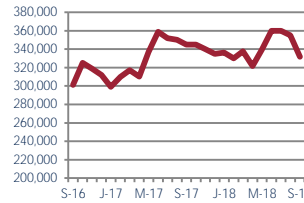
2,097



Down -17%
Vs. Year Ago

Median Sale Price

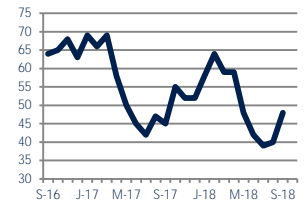
\$331,750



Down -4%
Vs. Year Ago

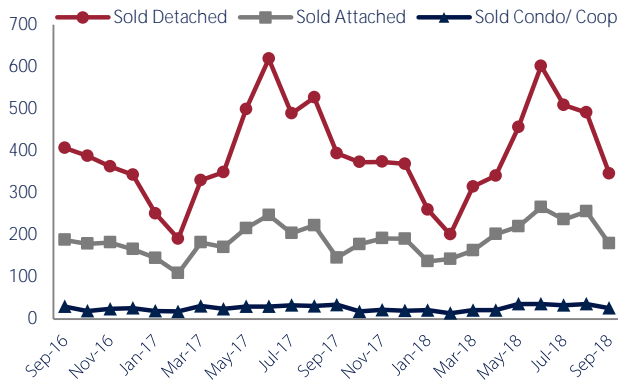
Days On Market

48



Up 7%
Vs. Year Ago

Units Sold*



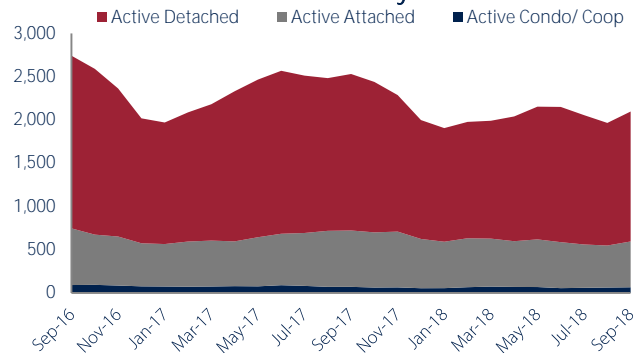
Units Sold

There was a decrease in total units sold in September, with 552 sold this month in Chester County versus 783 last month, a decrease of 30%. This month's total units sold was lower than at this time last year, a decrease of 4% versus September 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 434 units or 17%. The total number of active inventory this September was 2,097 compared to 2,531 in September 2017. This month's total of 2,097 is higher than the previous month's total supply of available inventory of 1,965, an increase of 7%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Chester County Homes was \$345,000. This September, the median sale price was \$331,750, a decrease of 4% or \$13,250 compared to last year. The current median sold price is 7% lower than in August.

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



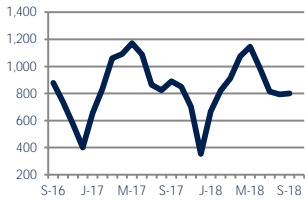
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by TREND and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

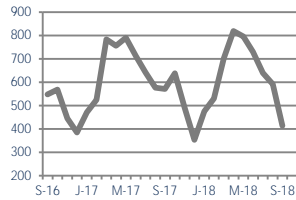
800



Down -10%
Vs. Year Ago

Current Contracts

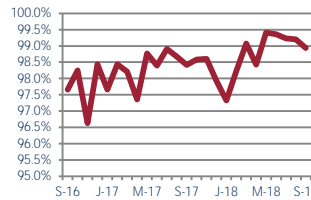
414



Down -28%
Vs. Year Ago

Sold Vs. List Price

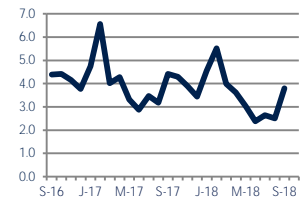
98.9%



Up 0.5%
Vs. Year Ago

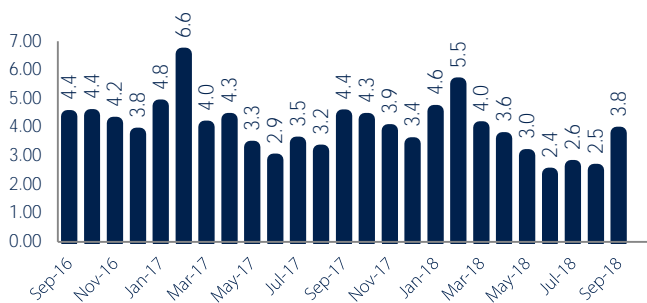
Months of Supply

3.8



Down -14%
Vs. Year Ago

Months Of Supply



Months of Supply

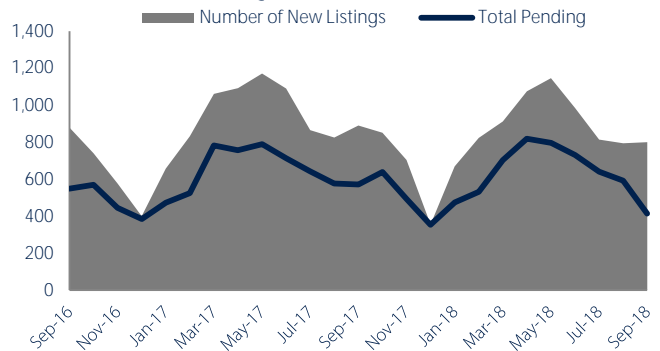
In September, there was 3.8 months of supply available in Chester County, compared to 4.4 in September 2017. That is a decrease of 14% versus a year ago.

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.

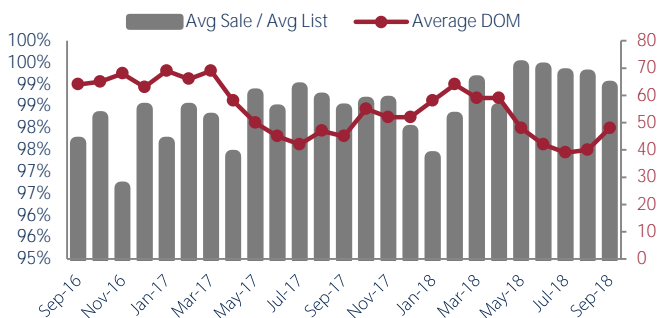
New Listings & Current Contracts

This month there were 800 homes newly listed for sale in Chester County compared to 890 in September 2017, a decrease of 10%. There were 414 current contracts pending sale this September compared to 572 a year ago. The number of current contracts is 28% lower than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Chester County was 98.9% of the average list price, which is 0.5% higher than at this time last year.

Days On Market

This month, the average number of days on market was 48, higher than the average last year, which was 45, an increase of 7%.



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