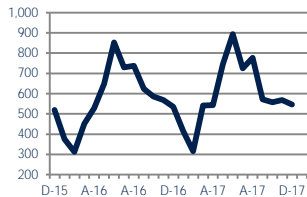




Units Sold

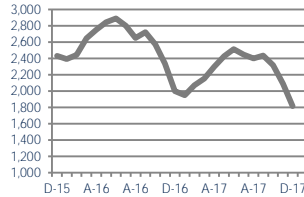
546



Up 2%
Vs. Year Ago

Active Inventory

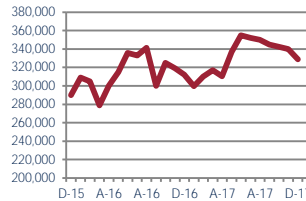
1,816



Down -9%
Vs. Year Ago

Median Sale Price

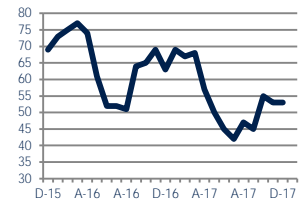
\$329,000



Up 5%
Vs. Year Ago

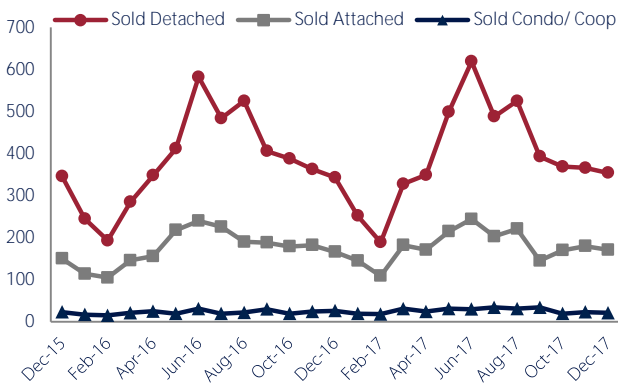
Days On Market

53



Down -16%
Vs. Year Ago

Units Sold*



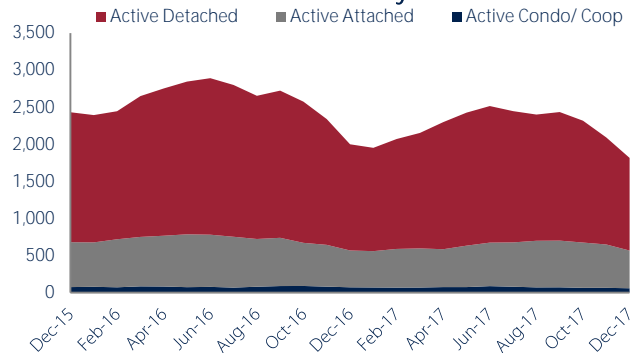
Units Sold

There was a decrease in total units sold in December, with 546 sold this month in Chester County versus 569 last month, a decrease of 4%. This month's total units sold was higher than at this time last year, an increase of 2% versus December 2016.

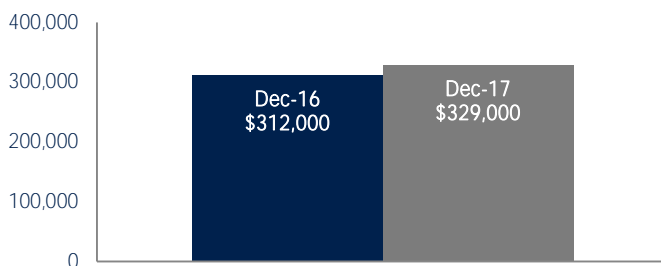
Active Inventory

Versus last year, the total number of homes available this month is lower by 184 units or 9%. The total number of active inventory this December was 1,816 compared to 2,000 in December 2016. This month's total of 1,816 is lower than the previous month's total supply of available inventory of 2,092, a decrease of 13%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for Chester County Homes was \$312,000. This December, the median sale price was \$329,000, an increase of 5% or \$17,000 compared to last year. The current median sold price is 3% lower than in November.

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

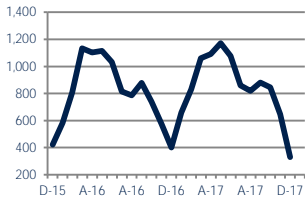


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by TReND and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

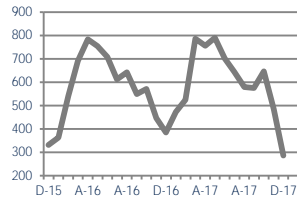
330



Down -18%
Vs. Year Ago

Current Contracts

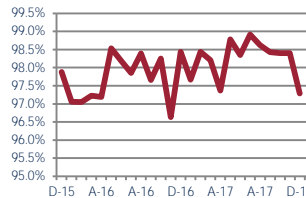
287



Down -25%
Vs. Year Ago

Sold Vs. List Price

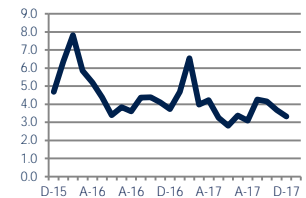
97.3%



Down -1.2%
Vs. Year Ago

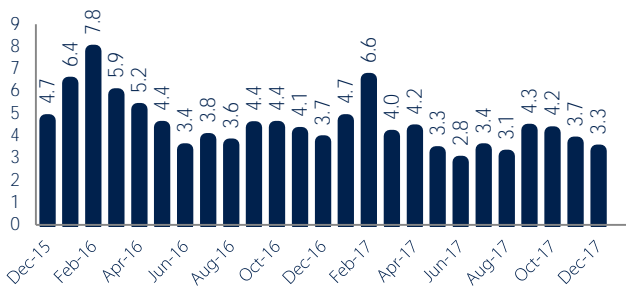
Months of Supply

3.3



Down -11%
Vs. Year Ago

Months Of Supply



Months of Supply

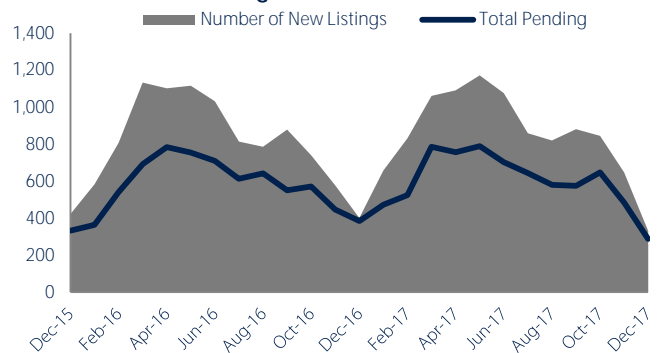
In December, there was 3.3 months of supply available in Chester County, compared to 3.7 in December 2016. That is a decrease of 11% versus a year ago.

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.

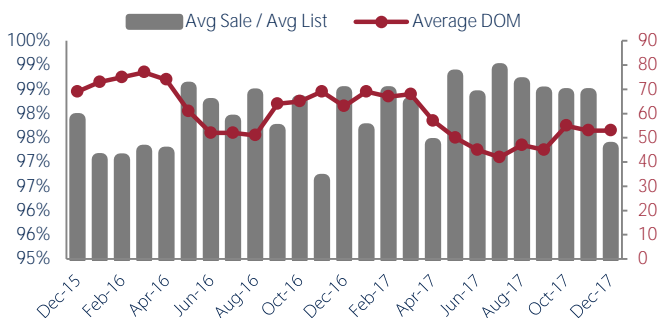
New Listings & Current Contracts

This month there were 330 homes newly listed for sale in Chester County compared to 401 in December 2016, a decrease of 18%. There were 287 current contracts pending sale this December compared to 385 a year ago. The number of current contracts is 25% lower than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Chester County was 97.3% of the average list price, which is 1.2% lower than at this time last year.

Days On Market

This month, the average number of days on market was 53, lower than the average last year, which was 63, a decrease of 16%.



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