



The Long & Foster Market Minute™

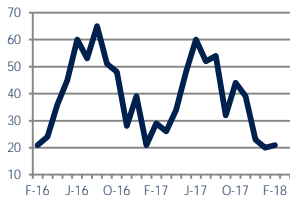
Focus On: Chester Springs and Exton Housing Market

February 2018

Zip Code(s): 19425, 19341, 19421 and 19480

Units Sold

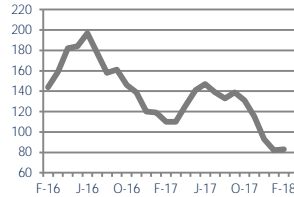
21



Down -28%
Vs. Year Ago

Active Inventory

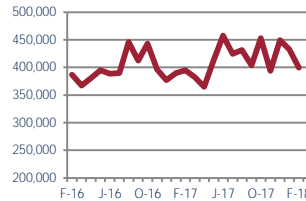
83



Down -25%
Vs. Year Ago

Median Sale Price

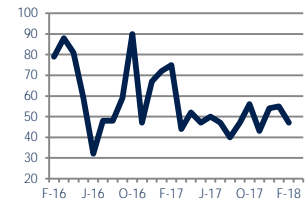
\$399,900



Up 1%
Vs. Year Ago

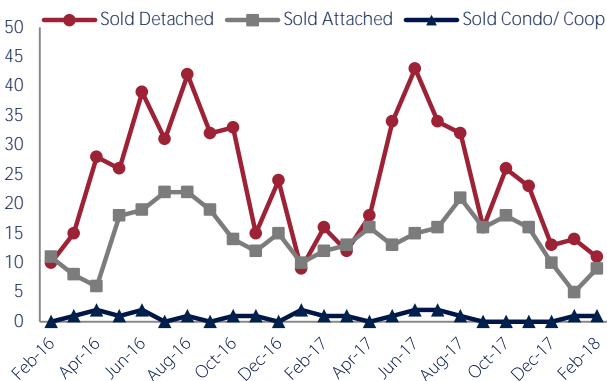
Days On Market

47



Down -37%
Vs. Year Ago

Units Sold*



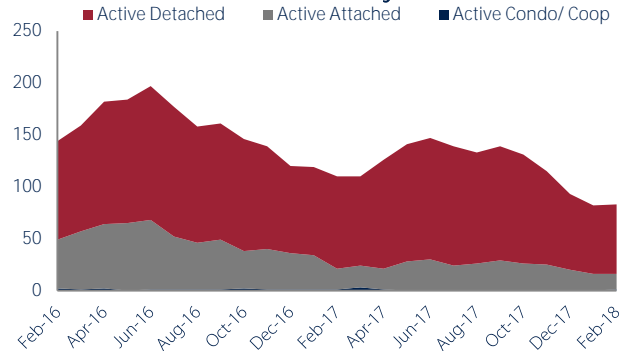
Units Sold

There was an increase in total units sold in February, with 21 sold this month in Chester Springs and Exton versus 20 last month, an increase of 5%. This month's total units sold was lower than at this time last year, a decrease of 28% versus February 2017.

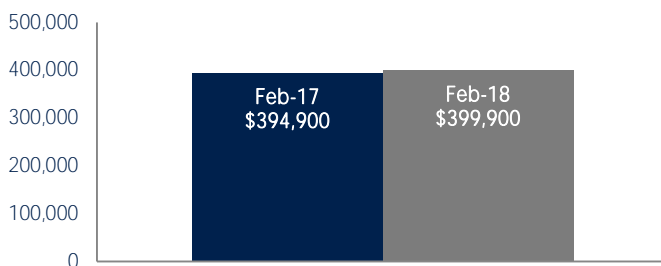
Active Inventory

Versus last year, the total number of homes available this month is lower by 27 units or 25%. The total number of active inventory this February was 83 compared to 110 in February 2017. This month's total of 83 is higher than the previous month's total supply of available inventory of 82, an increase of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last February, the median sale price for Chester Springs and Exton Homes was \$394,900. This February, the median sale price was \$399,900, an increase of 1% or \$5,000 compared to last year. The current median sold price is 8% lower than in January.

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

Chester Springs and Exton are defined as properties listed in zip code/s 19425, 19341, 19421 and 19480.

*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.



CHRISTIE'S
INTERNATIONAL REAL ESTATE



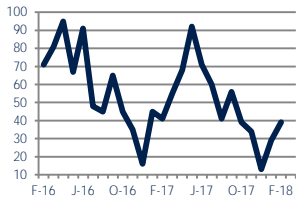
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February 2018

Zip Code(s): 19425, 19341, 19421 and 19480

New Listings

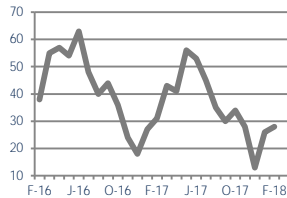
39



Down -5%
Vs. Year Ago

Current Contracts

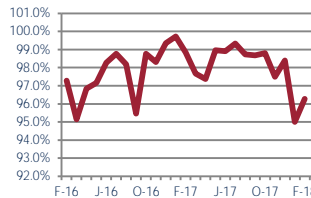
28



Down -10%
Vs. Year Ago

Sold Vs. List Price

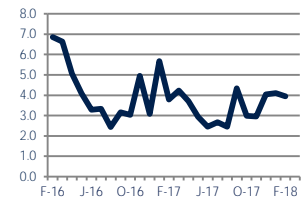
96.3%



Down -2.6%
Vs. Year Ago

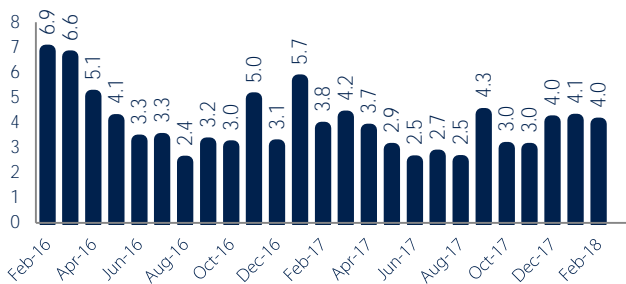
Months of Supply

4.0



Up 4%
Vs. Year Ago

Months Of Supply



Months of Supply

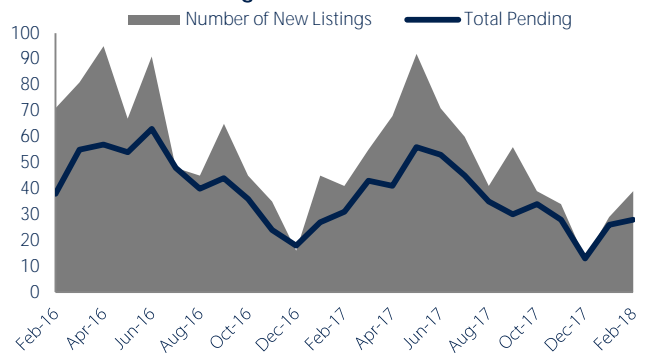
In February, there was 4.0 months of supply available in Chester Springs and Exton, compared to 3.8 in February 2017. That is an increase of 4% versus a year ago.

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.

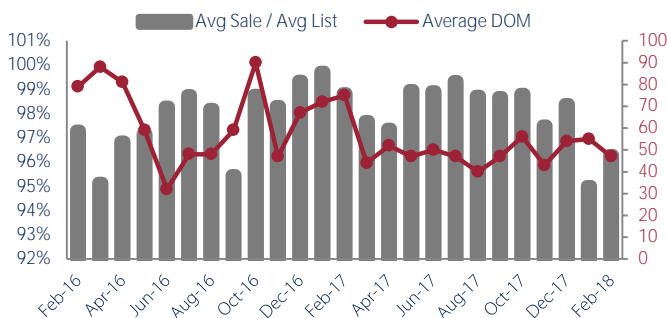
New Listings & Current Contracts

This month there were 39 homes newly listed for sale in Chester Springs and Exton compared to 41 in February 2017, a decrease of 5%. There were 28 current contracts pending sale this February compared to 31 a year ago. The number of current contracts is 10% lower than last February.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In February, the average sale price in Chester Springs and Exton was 96.3% of the average list price, which is 2.6% lower than at this time last year.

Days On Market

This month, the average number of days on market was 47, lower than the average last year, which was 75, a decrease of 37%.



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