



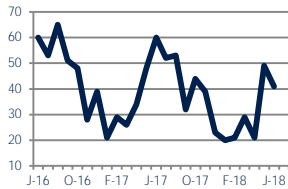
The Long & Foster Market Minute™

Focus On: Chester Springs and Exton Housing Market

June 2018

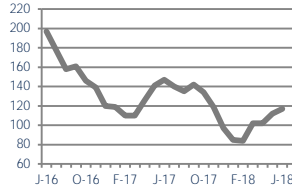
Zip Code(s): 19425, 19341, 19421 and 19480

Units Sold
41



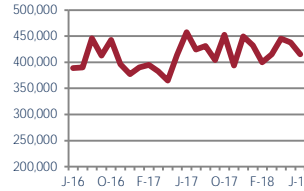
Down -32%
Vs. Year Ago

Active Inventory
117



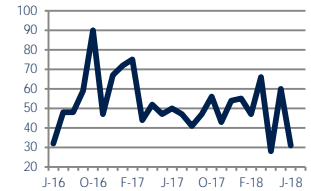
Down -20%
Vs. Year Ago

Median Sale Price
\$415,000



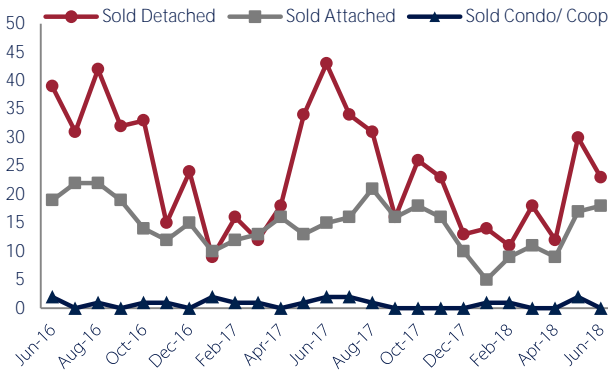
Down -9%
Vs. Year Ago

Days On Market
31



Down -38%
Vs. Year Ago

Units Sold*



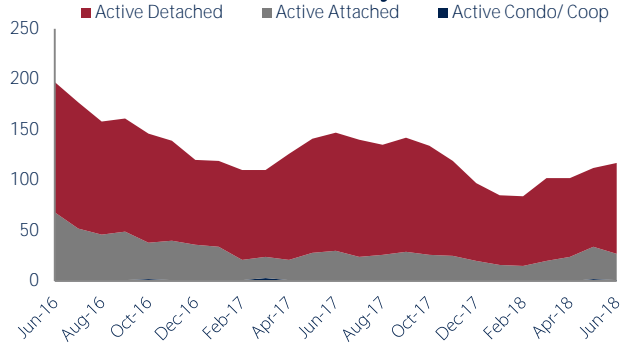
Units Sold

There was a decrease in total units sold in June, with 41 sold this month in Chester Springs and Exton versus 49 last month, a decrease of 16%. This month's total units sold was lower than at this time last year, a decrease of 32% versus June 2017.

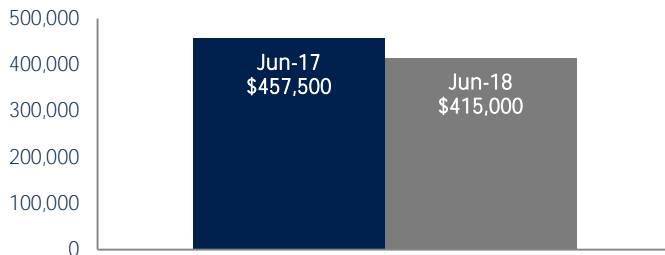
Active Inventory

Versus last year, the total number of homes available this month is lower by 30 units or 20%. The total number of active inventory this June was 117 compared to 147 in June 2017. This month's total of 117 is higher than the previous month's total supply of available inventory of 112, an increase of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Chester Springs and Exton Homes was \$457,500. This June, the median sale price was \$415,000, a decrease of 9% or \$42,500 compared to last year. The current median sold price is 5% 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.

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





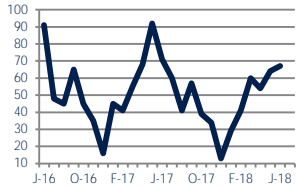
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June 2018

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

New Listings

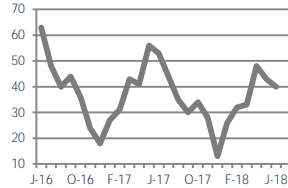
67



Down -6%
Vs. Year Ago

Current Contracts

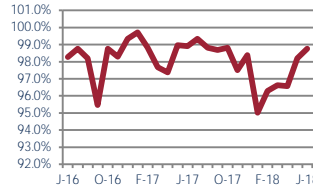
40



Down -25%
Vs. Year Ago

Sold Vs. List Price

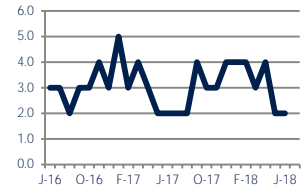
98.8%



No Change
Vs. Year Ago

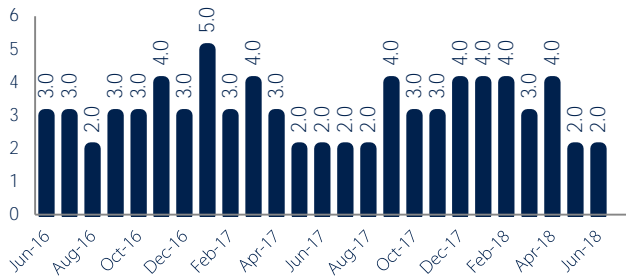
Months of Supply

2.0



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

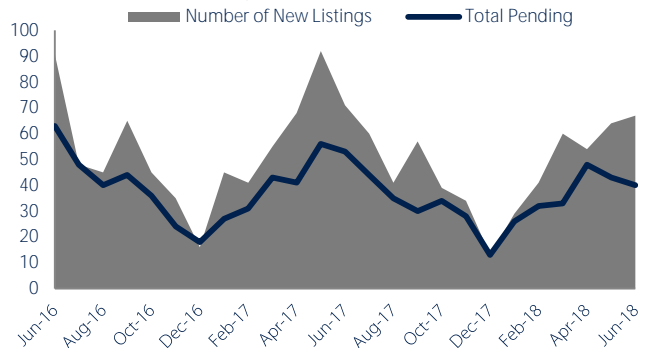
In June, there was 2.9 months of supply available in Chester Springs and Exton, compared to 2.5 in June 2017. That is an increase of 16% versus a year ago.

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.

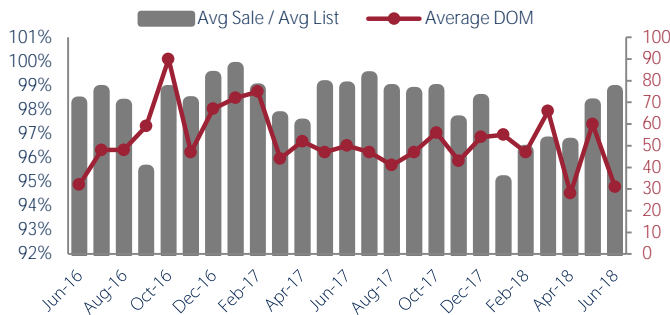
New Listings & Current Contracts

This month there were 67 homes newly listed for sale in Chester Springs and Exton compared to 71 in June 2017, a decrease of 6%. There were 40 current contracts pending sale this June compared to 53 a year ago. The number of current contracts is 25% 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 Springs and Exton was 98.8% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 31, lower than the average last year, which was 50, a decrease of 38%.



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