



The Long & Foster Market Minute™

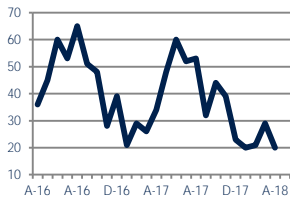
Focus On: Chester Springs and Exton Housing Market

April 2018

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

Units Sold

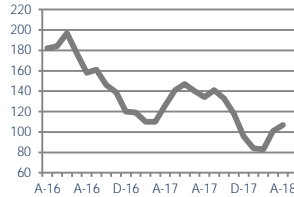
20



Down
Vs. Year Ago

Active Inventory

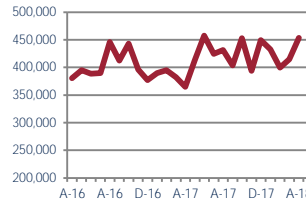
107



Down -15%
Vs. Year Ago

Median Sale Price

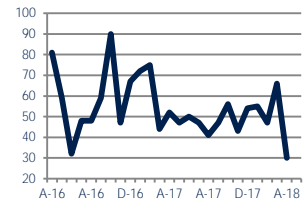
\$453,500



Up 24%
Vs. Year Ago

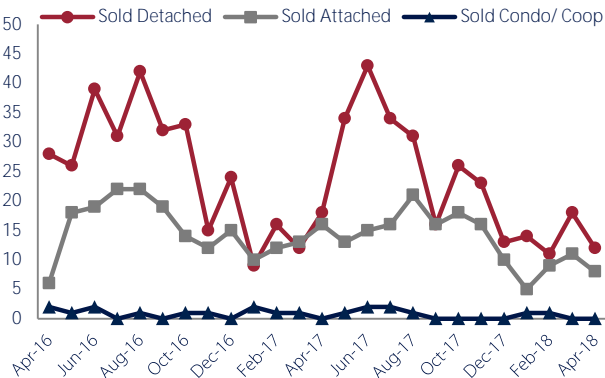
Days On Market

30



Down -42%
Vs. Year Ago

Units Sold*



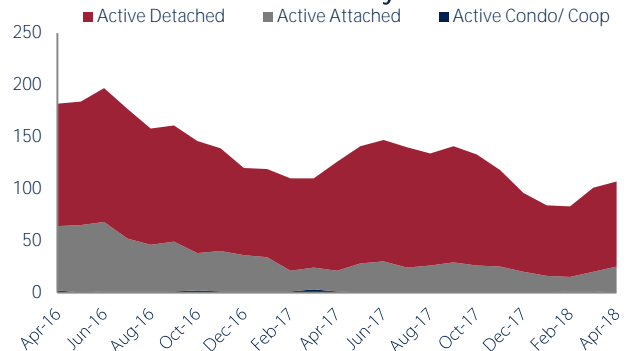
Units Sold

With relatively few transactions, there was a decrease in total units sold in April, with 20 sold this month in Chester Springs and Exton. This month's total units sold was lower than at this time last year, a decrease from April 2017.

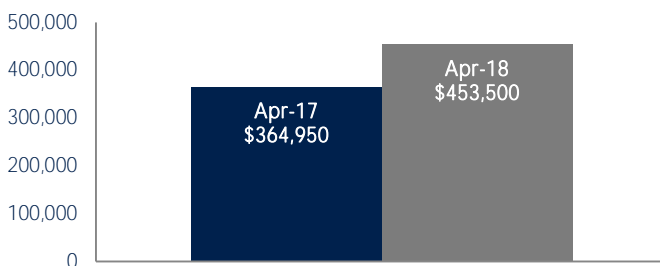
Active Inventory

Versus last year, the total number of homes available this month is lower by 19 units or 15%. The total number of active inventory this April was 107 compared to 126 in April 2017. This month's total of 107 is higher than the previous month's total supply of available inventory of 101, an increase of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Chester Springs and Exton Homes was \$364,950. This April, the median sale price was \$453,500, an increase of 24% or \$88,550 compared to last year. The current median sold price is 9% higher than in March.

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



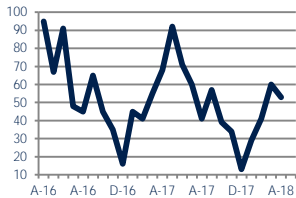
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April 2018

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

New Listings

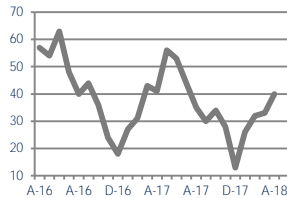
53



Down -22%
Vs. Year Ago

Current Contracts

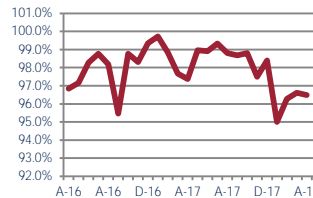
40



Down -2%
Vs. Year Ago

Sold Vs. List Price

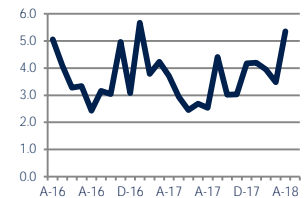
96.5%



Down -0.9%
Vs. Year Ago

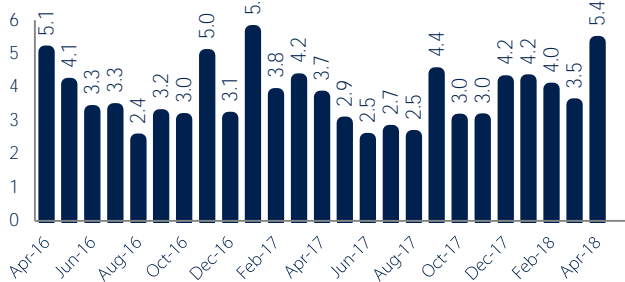
Months of Supply

5.4



Up 44%
Vs. Year Ago

Months Of Supply



Months of Supply

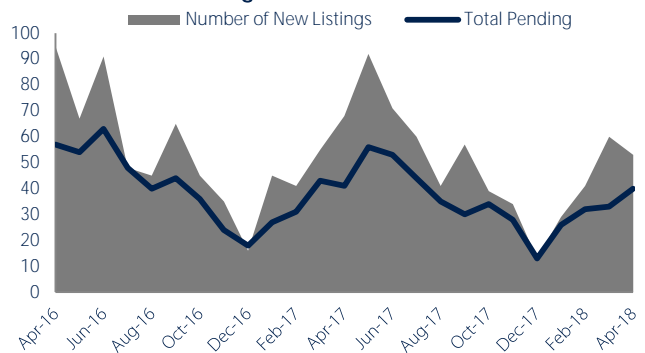
In April, there was 5.4 months of supply available in Chester Springs and Exton, compared to 3.7 in April 2017. That is an increase of 44% versus a year ago.

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.

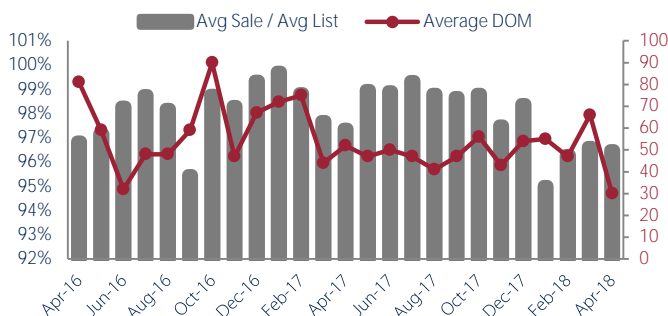
New Listings & Current Contracts

This month there were 53 homes newly listed for sale in Chester Springs and Exton compared to 68 in April 2017, a decrease of 22%. There were 40 current contracts pending sale this April compared to 41 a year ago. The number of current contracts is 2% lower than last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Chester Springs and Exton was 96.5% of the average list price, which is 0.9% lower than at this time last year.

Days On Market

This month, the average number of days on market was 30, lower than the average last year, which was 52, a decrease of 42%.



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