

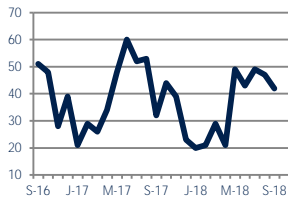
Focus On: Chester Springs and Exton Housing Market

September 2018

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

Units Sold

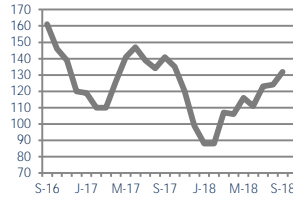
42



Up 31%
Vs. Year Ago

Active Inventory

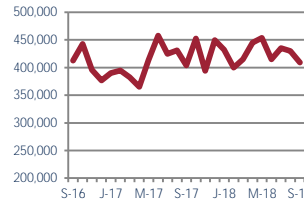
132



Down -6%
Vs. Year Ago

Median Sale Price

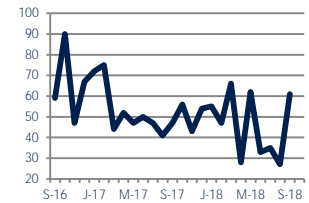
\$409,250



Up 1%
Vs. Year Ago

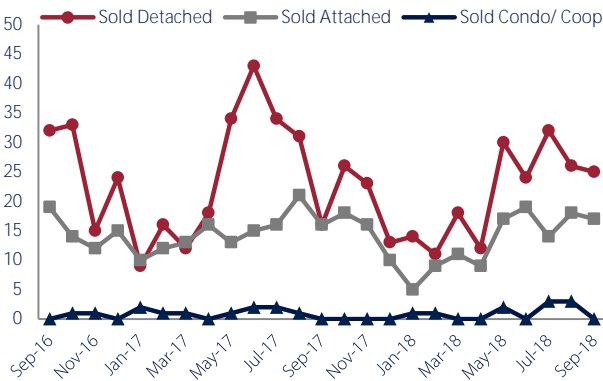
Days On Market

61



Up 30%
Vs. Year Ago

Units Sold*



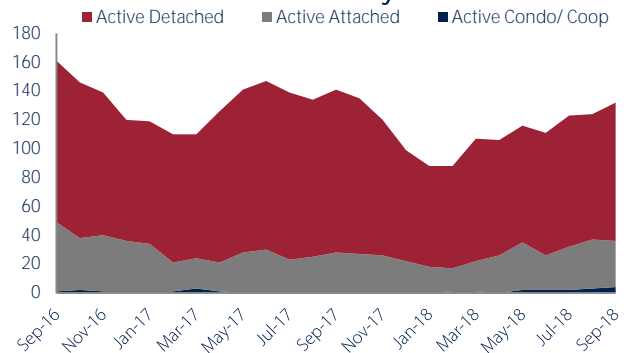
Units Sold

There was a decrease in total units sold in September, with 42 sold this month in Chester Springs and Exton versus 47 last month, a decrease of 11%. This month's total units sold was higher than at this time last year, an increase of 31% versus September 2017.

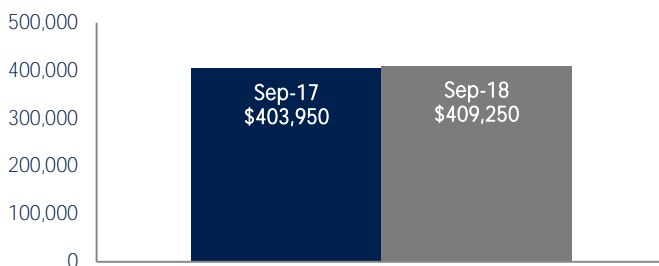
Active Inventory

Versus last year, the total number of homes available this month is lower by 9 units or 6%. The total number of active inventory this September was 132 compared to 141 in September 2017. This month's total of 132 is higher than the previous month's total supply of available inventory of 124, an increase of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Chester Springs and Exton Homes was \$403,950. This September, the median sale price was \$409,250, an increase of 1% or \$5,300 compared to last year. The current median sold price is 5% 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.

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.



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INTERNATIONAL REAL ESTATE



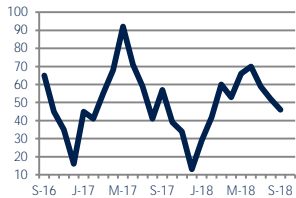
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September 2018

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New Listings

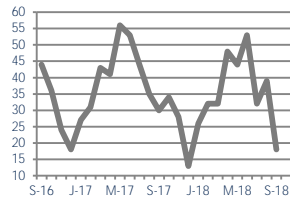
46



Down -19%
Vs. Year Ago

Current Contracts

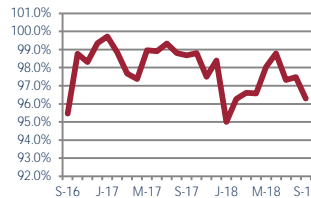
18



Down -40%
Vs. Year Ago

Sold Vs. List Price

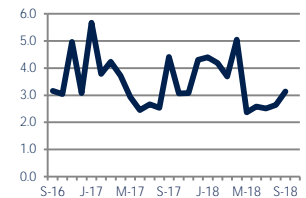
96.3%



Down -2.4%
Vs. Year Ago

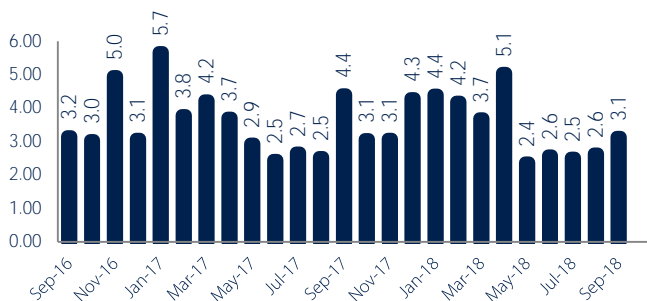
Months of Supply

3.1



Down -29%
Vs. Year Ago

Months Of Supply



Months of Supply

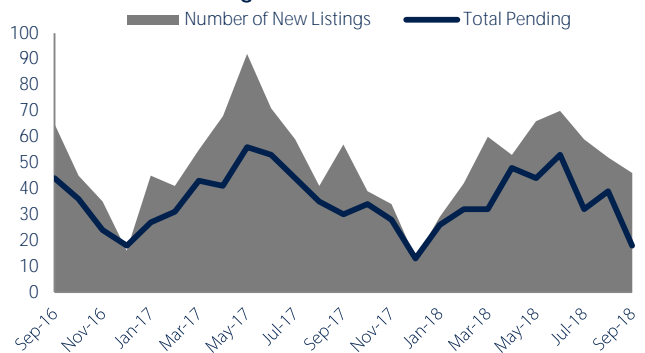
In September, there was 3.1 months of supply available in Chester Springs and Exton, compared to 4.4 in September 2017. That is a decrease of 29% versus a year ago.

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.

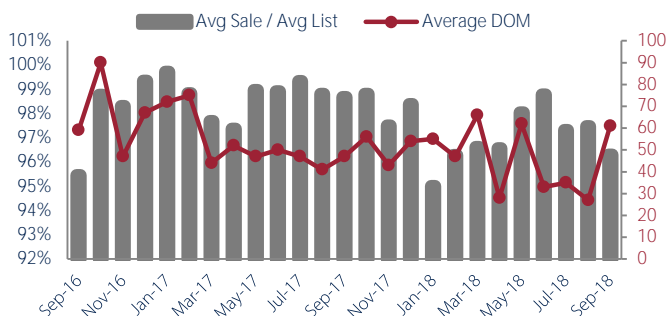
New Listings & Current Contracts

This month there were 46 homes newly listed for sale in Chester Springs and Exton compared to 57 in September 2017, a decrease of 19%. There were 18 current contracts pending sale this September compared to 30 a year ago. The number of current contracts is 40% 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 Springs and Exton was 96.3% of the average list price, which is 2.4% lower than at this time last year.

Days On Market

This month, the average number of days on market was 61, higher than the average last year, which was 47, an increase of 30%.



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