



The Long & Foster Market Minute™

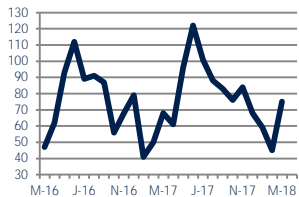
Focus On: Malvern, Paoli, and Berwyn Housing Market

March 2018

Zip Code(s): 19355, 19301, 19312 and 19333

Units Sold

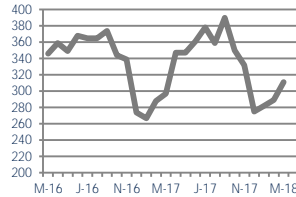
75



Up 10%
Vs. Year Ago

Active Inventory

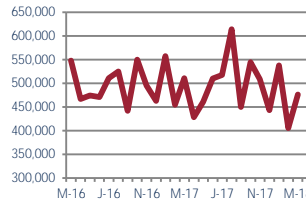
311



Up 5%
Vs. Year Ago

Median Sale Price

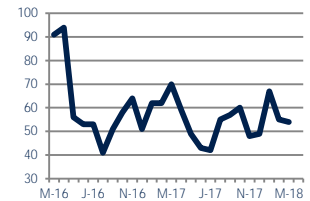
\$476,170



Down -7%
Vs. Year Ago

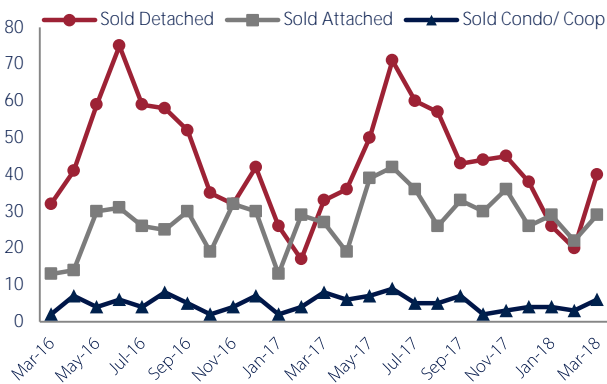
Days On Market

54



Down -23%
Vs. Year Ago

Units Sold*



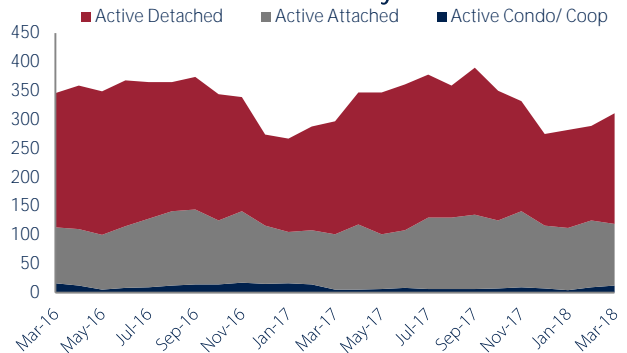
Units Sold

There was an increase in total units sold in March, with 75 sold this month in Malvern, Paoli, and Berwyn. This month's total units sold was higher than at this time last year.

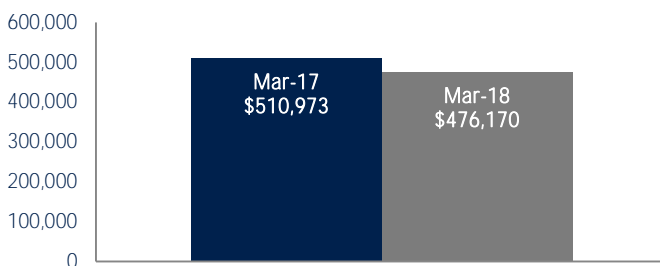
Active Inventory

Versus last year, the total number of homes available this month is higher by 14 units or 5%. The total number of active inventory this March was 311 compared to 297 in March 2017. This month's total of 311 is higher than the previous month's total supply of available inventory of 289, an increase of 8%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Malvern, Paoli, and Berwyn Homes was \$510,973. This March, the median sale price was \$476,170, a decrease of 7% or \$34,803 compared to last year. The current median sold price is 18% higher than in February.

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

Malvern, Paoli, and Berwyn are defined as properties listed in zip code/s 19355, 19301, 19312 and 19333.

*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



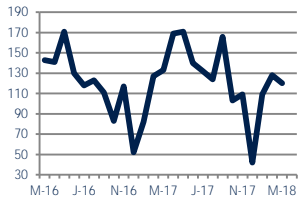
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March 2018

Zip Code(s): 19355, 19301, 19312 and 19333

New Listings

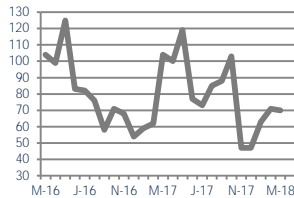
120



Down -10%
Vs. Year Ago

Current Contracts

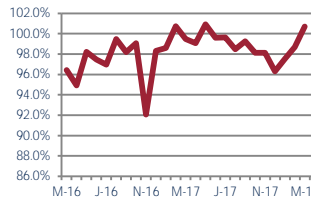
70



Down -33%
Vs. Year Ago

Sold Vs. List Price

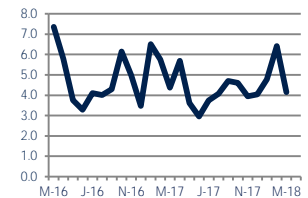
100.7%



Up 1.2%
Vs. Year Ago

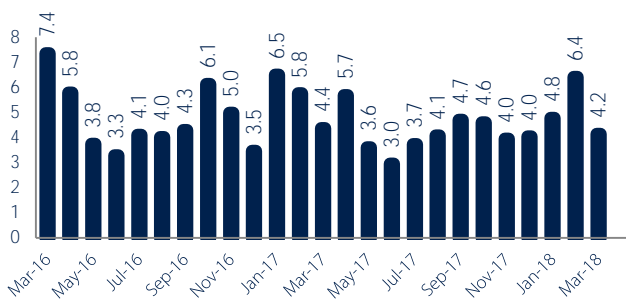
Months of Supply

4.2



Down -5%
Vs. Year Ago

Months Of Supply



Months of Supply

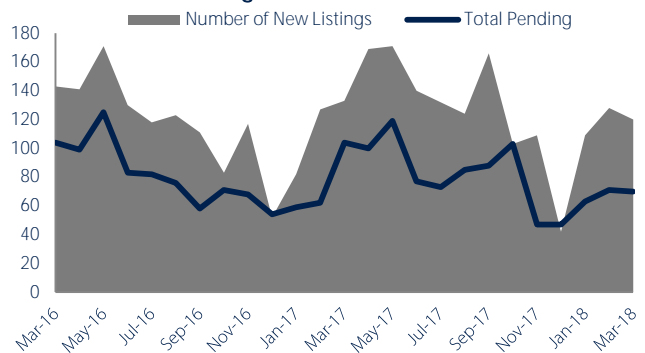
In March, there was 4.1 months of supply available in Malvern, Paoli, and Berwyn, compared to 4.4 in March 2017. That is a decrease of 5% versus a year ago.

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.

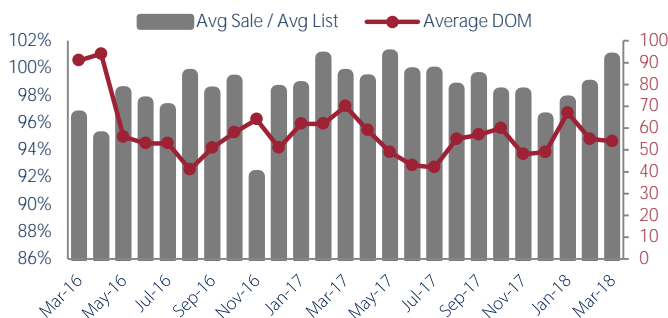
New Listings & Current Contracts

This month there were 120 homes newly listed for sale in Malvern, Paoli, and Berwyn compared to 133 in March 2017, a decrease of 10%. There were 70 current contracts pending sale this March compared to 104 a year ago. The number of current contracts is 33% lower than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Malvern, Paoli, and Berwyn was 100.7% of the average list price, which is 1.2% higher than at this time last year.

Days On Market

This month, the average number of days on market was 54, lower than the average last year, which was 70, a decrease of 23%.



Malvern, Paoli, and Berwyn are defined as properties listed in zip code/s 19335, 19301, 19312 and 19333.

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