



The Long & Foster Market Minute™

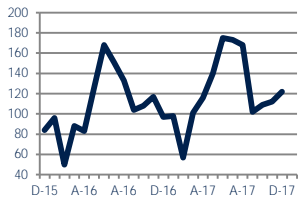
Focus On: West Chester Housing Market

December 2017

Zip Code(s): 19382, 19380 and 19395

Units Sold

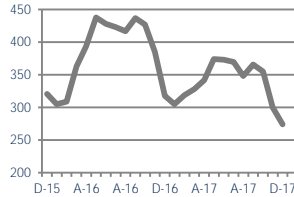
122



Up 26%
Vs. Year Ago

Active Inventory

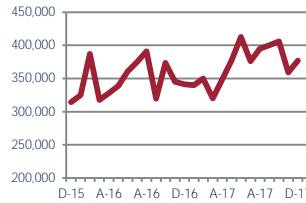
274



Down -14%
Vs. Year Ago

Median Sale Price

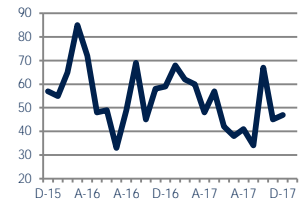
\$377,000



Up 10%
Vs. Year Ago

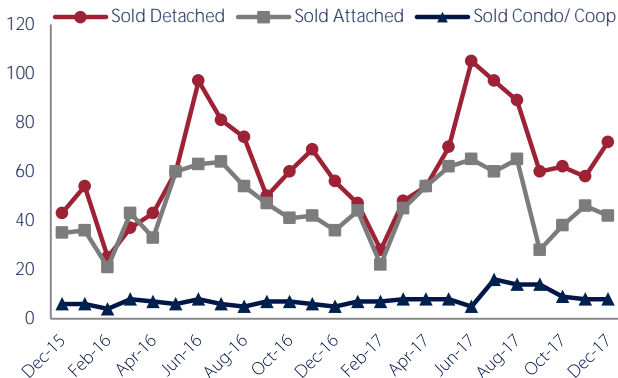
Days On Market

47



Down -20%
Vs. Year Ago

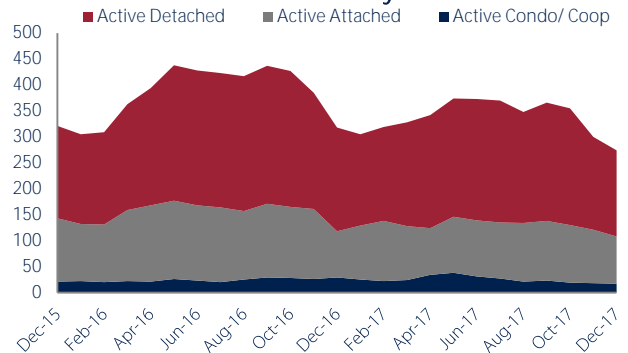
Units Sold*



Units Sold

There was an increase in total units sold in December, with 122 sold this month in West Chester versus 112 last month, an increase of 9%. This month's total units sold was higher than at this time last year, an increase of 26% versus December 2016.

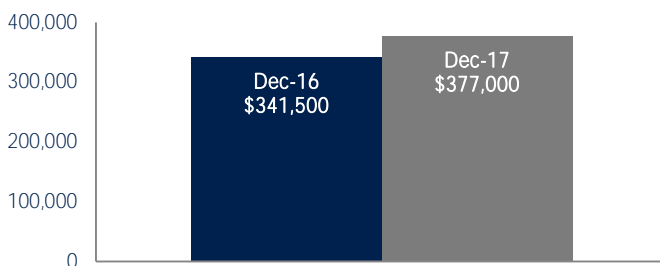
Active Inventory*



Active Inventory

Versus last year, the total number of homes available this month is lower by 44 units or 14%. The total number of active inventory this December was 274 compared to 318 in December 2016. This month's total of 274 is lower than the previous month's total supply of available inventory of 300, a decrease of 9%.

Median Sale Price



Median Sale Price

Last December, the median sale price for West Chester Homes was \$341,500. This December, the median sale price was \$377,000, an increase of 10% or \$35,500 compared to last year. The current median sold price is 5% higher than in November.

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



West Chester are defined as properties listed in zip code/s 19382, 19380 and 19395.

*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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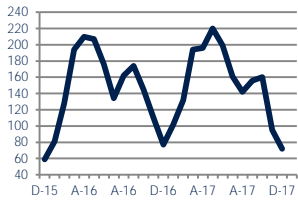
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December 2017

Zip Code(s): 19382, 19380 and 19395

New Listings

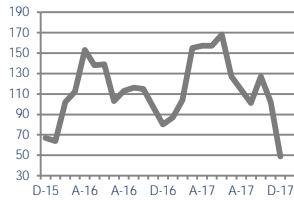
72



Down -6%
Vs. Year Ago

Current Contracts

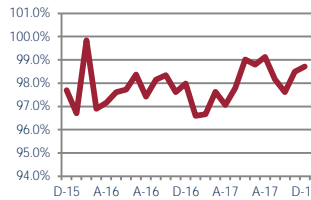
49



Down -39%
Vs. Year Ago

Sold Vs. List Price

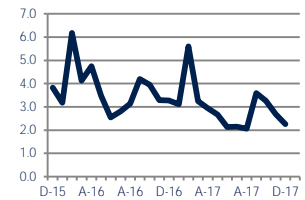
98.7%



Up 0.7%
Vs. Year Ago

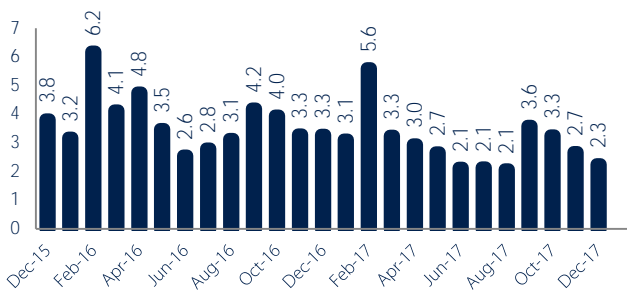
Months of Supply

2.3



Down -31%
Vs. Year Ago

Months Of Supply



Months of Supply

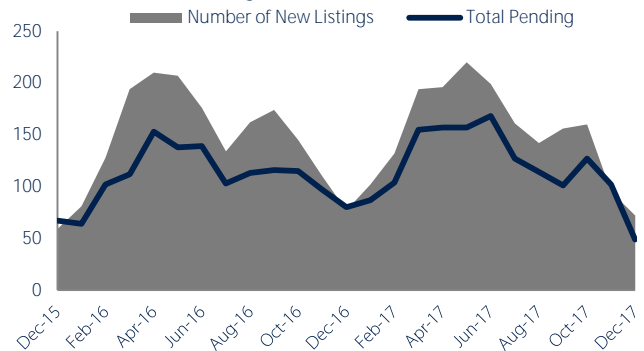
In December, there was 2.2 months of supply available in West Chester, compared to 3.3 in December 2016. That is a decrease of 31% versus a year ago.

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.

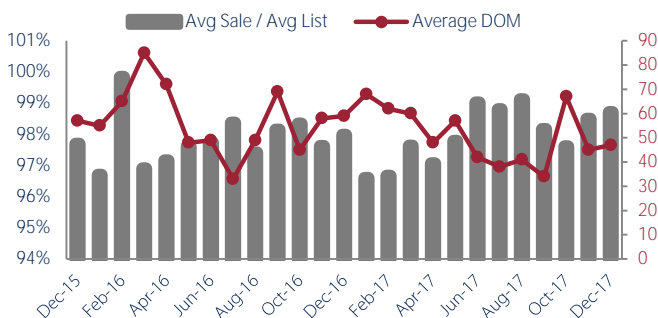
New Listings & Current Contracts

This month there were 72 homes newly listed for sale in West Chester compared to 77 in December 2016, a decrease of 6%. There were 49 current contracts pending sale this December compared to 80 a year ago. The number of current contracts is 39% lower than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in West Chester was 98.7% of the average list price, which is 0.7% higher 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 59, a decrease of 20%.



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