



# The Long & Foster Market Minute™

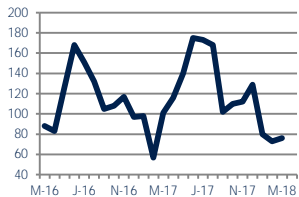
Focus On: West Chester Housing Market

March 2018

Zip Code(s): 19382, 19380 and 19395

## Units Sold

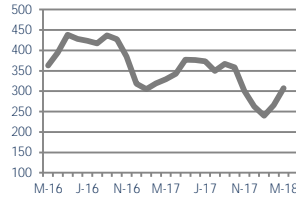
76



Down -25%  
Vs. Year Ago

## Active Inventory

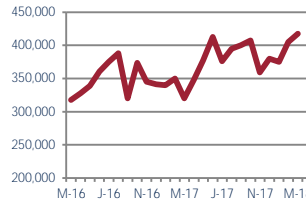
307



Down -7%  
Vs. Year Ago

## Median Sale Price

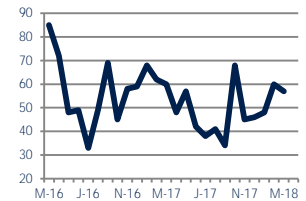
\$417,500



Up 30%  
Vs. Year Ago

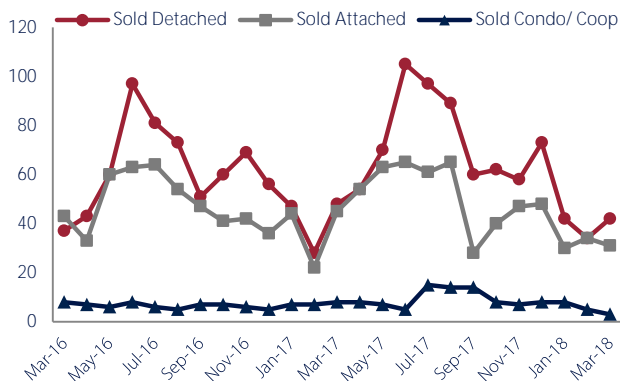
## Days On Market

57



Down -5%  
Vs. Year Ago

### Units Sold\*



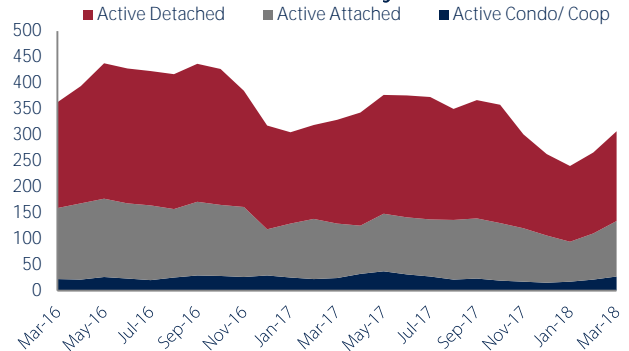
## Units Sold

There was an increase in total units sold in March, with 76 sold this month in West Chester versus 73 last month, an increase of 4%. This month's total units sold was lower than at this time last year, a decrease of 25% versus March 2017.

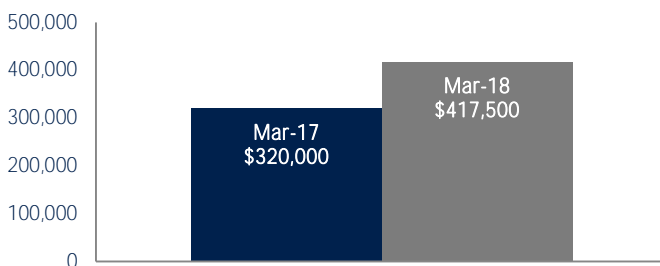
## Active Inventory

Versus last year, the total number of homes available this month is lower by 22 units or 7%. The total number of active inventory this March was 307 compared to 329 in March 2017. This month's total of 307 is higher than the previous month's total supply of available inventory of 266, an increase of 15%.

### Active Inventory\*



### Median Sale Price



## Median Sale Price

Last March, the median sale price for West Chester Homes was \$320,000. This March, the median sale price was \$417,500, an increase of \$97,500 compared to last year. The current median sold price is 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.

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.



CHRISTIE'S  
INTERNATIONAL REAL ESTATE





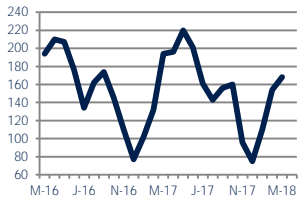
## Focus On: West Chester Housing Market

March 2018

Zip Code(s): 19382, 19380 and 19395

### New Listings

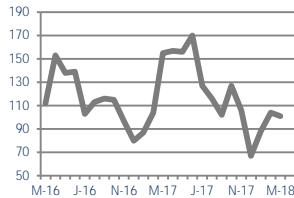
168



Down -13%  
Vs. Year Ago

### Current Contracts

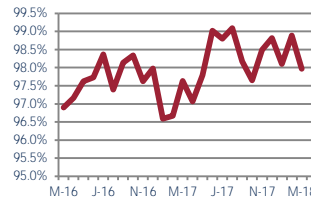
101



Down -35%  
Vs. Year Ago

### Sold Vs. List Price

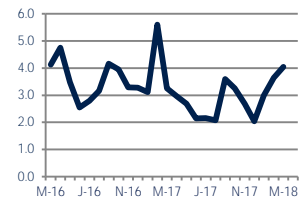
98.0%



No Change  
Vs. Year Ago

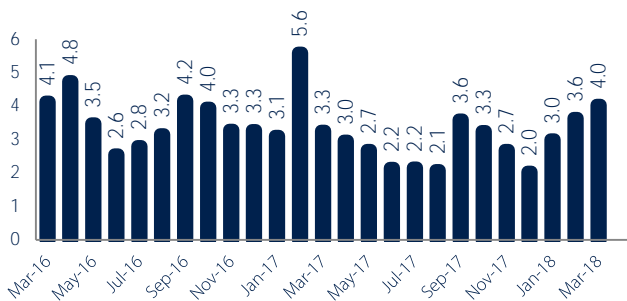
### Months of Supply

4.0



Up 24%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

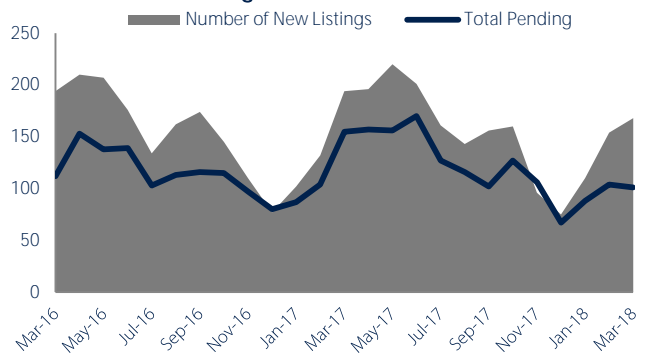
In March, there was 4.0 months of supply available in West Chester, compared to 3.3 in March 2017. That is an increase of 24% versus a year ago.

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.

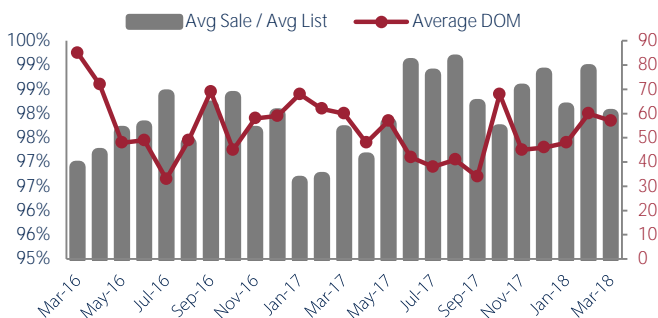
### New Listings & Current Contracts

This month there were 168 homes newly listed for sale in West Chester compared to 194 in March 2017, a decrease of 13%. There were 101 current contracts pending sale this March compared to 155 a year ago. The number of current contracts is 35% 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 West Chester was 98.0% 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 57, lower than the average last year, which was 60, a decrease of 5%.



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.

