

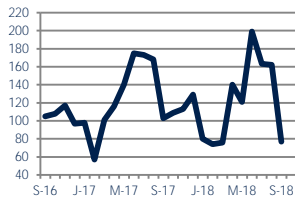
## Focus On: West Chester Housing Market

September 2018

Zip Code(s): 19382, 19380 and 19395

### Units Sold

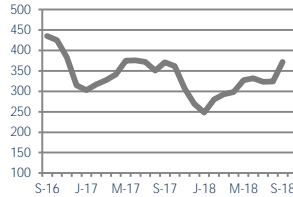
77



Down -25%  
Vs. Year Ago

### Active Inventory

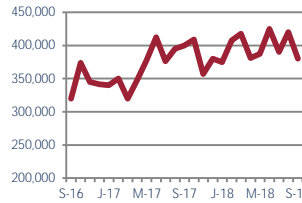
372



No Change  
Vs. Year Ago

### Median Sale Price

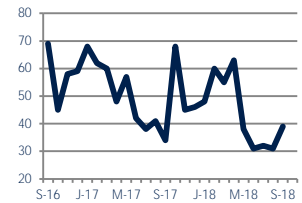
\$380,000



Down -5%  
Vs. Year Ago

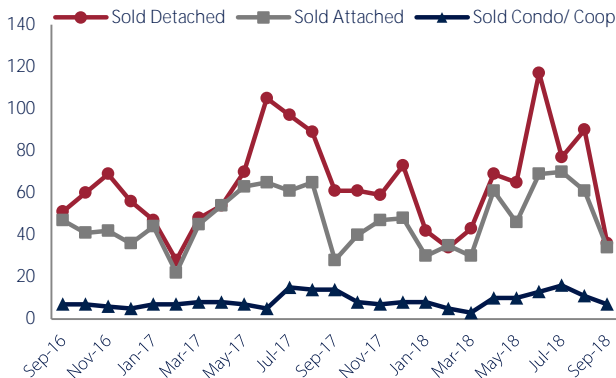
### Days On Market

39



Up 15%  
Vs. Year Ago

### Units Sold\*



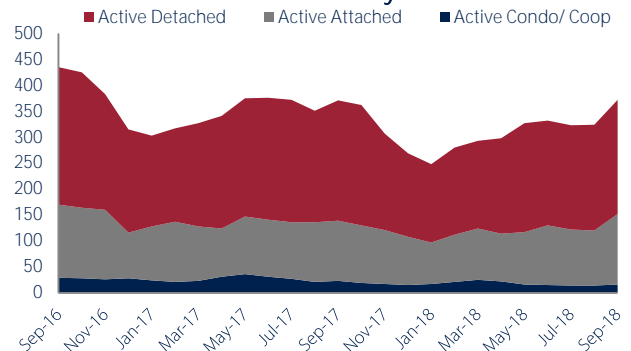
### Units Sold

There was a decrease in total units sold in September, with 77 sold this month in West Chester. This month's total units sold was lower than at this time last year.

### Active Inventory

The total number of homes available this month is 372 units, which is similar compared to a year ago. This month's total of 372 is higher than the previous month's total supply of available inventory of 324, an increase of 15%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last September, the median sale price for West Chester Homes was \$400,000. This September, the median sale price was \$380,000, a decrease of 5% or \$20,000 compared to last year. The current median sold price is 10% 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.

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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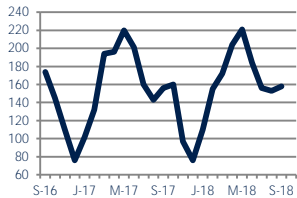
## Focus On: West Chester Housing Market

September 2018

Zip Code(s): 19382, 19380 and 19395

### New Listings

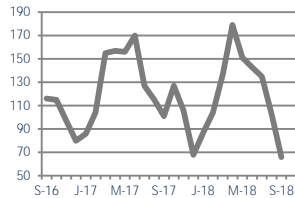
158



Up 1%  
Vs. Year Ago

### Current Contracts

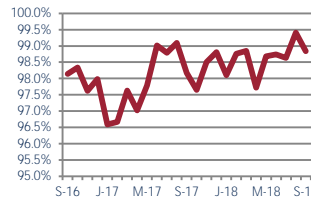
66



Down -35%  
Vs. Year Ago

### Sold Vs. List Price

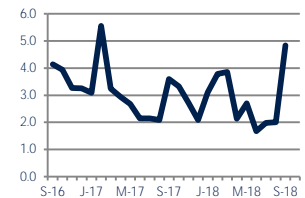
98.8%



Up 0.7%  
Vs. Year Ago

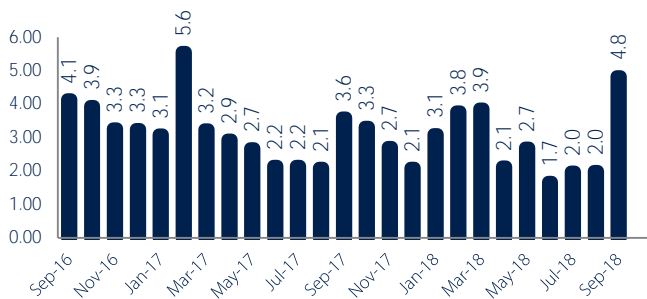
### Months of Supply

4.8



Up 34%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

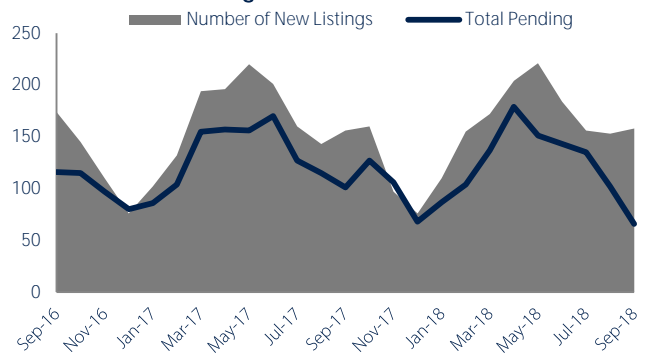
In September, there was 4.8 months of supply available in West Chester, compared to 3.6 in September 2017. That is an increase of 34% versus a year ago.

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.

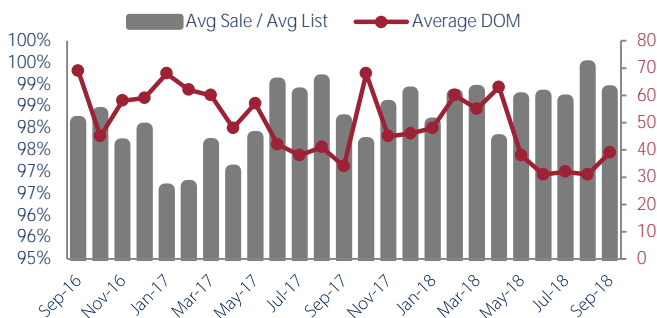
### New Listings & Current Contracts

This month there were 158 homes newly listed for sale in West Chester compared to 156 in September 2017, an increase of 1%. There were 66 current contracts pending sale this September compared to 101 a year ago. The number of current contracts is 35% 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 West Chester was 98.8% 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 39, higher than the average last year, which was 34, an increase of 15%.



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