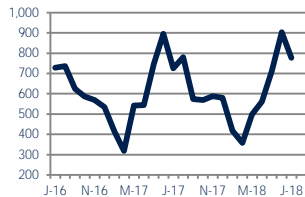


Units Sold

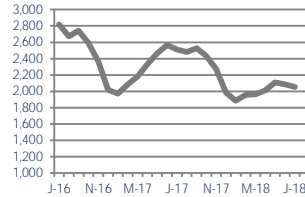
777



Up 7%
Vs. Year Ago

Active Inventory

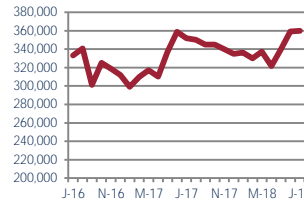
2,054



Down -18%
Vs. Year Ago

Median Sale Price

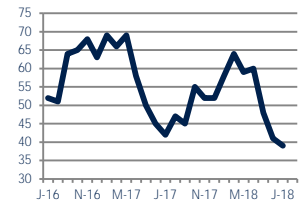
\$360,000



Up 2%
Vs. Year Ago

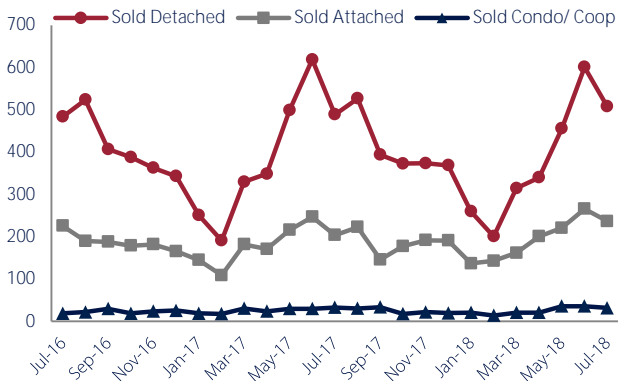
Days On Market

39



Down -7%
Vs. Year Ago

Units Sold*



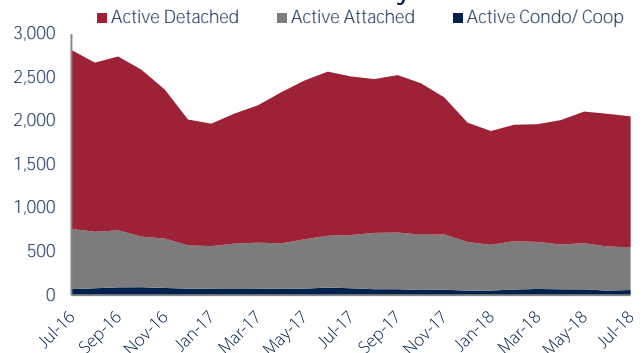
Units Sold

There was a decrease in total units sold in July, with 777 sold this month in Chester County versus 903 last month, a decrease of 14%. This month's total units sold was higher than at this time last year, an increase of 7% versus July 2017.

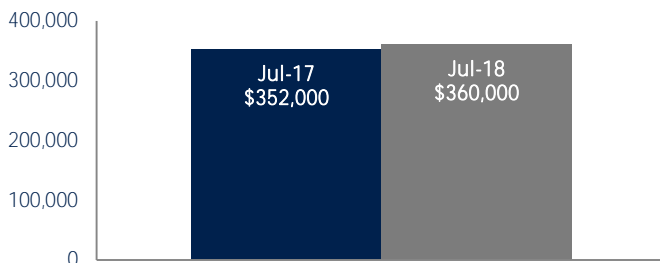
Active Inventory

Versus last year, the total number of homes available this month is lower by 458 units or 18%. The total number of active inventory this July was 2,054 compared to 2,512 in July 2017. This month's total of 2,054 is lower than the previous month's total supply of available inventory of 2,084, a decrease of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Chester County Homes was \$352,000. This July, the median sale price was \$360,000, an increase of 2% or \$8,000 compared to last year. The current median sold price is approximately the same as the median price in June.

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

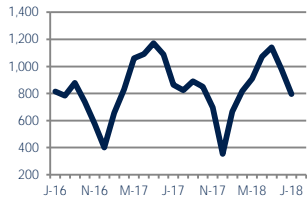


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by TREND and 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.



New Listings

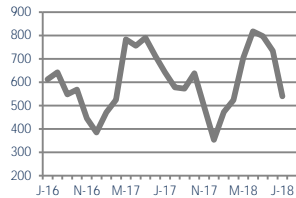
795



Down -8%
Vs. Year Ago

Current Contracts

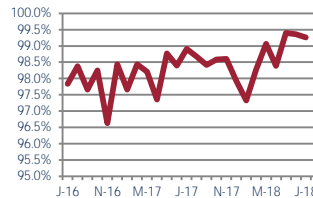
540



Down -16%
Vs. Year Ago

Sold Vs. List Price

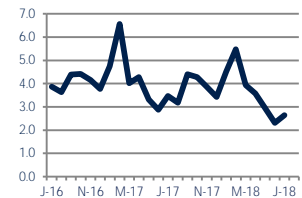
99.3%



No Change
Vs. Year Ago

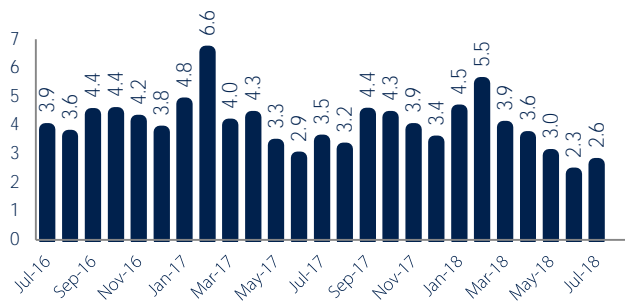
Months of Supply

2.6



Down -24%
Vs. Year Ago

Months Of Supply



Months of Supply

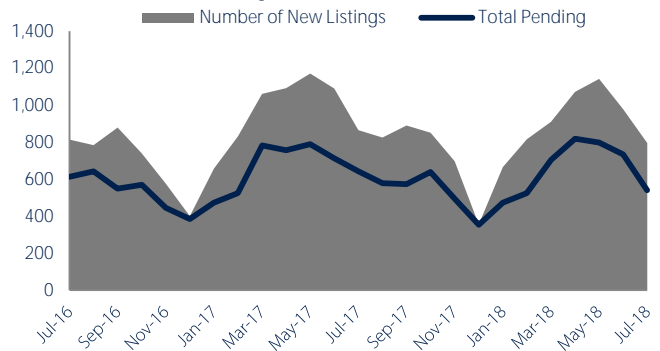
In July, there was 2.6 months of supply available in Chester County, compared to 3.5 in July 2017. That is a decrease of 24% versus a year ago.

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.

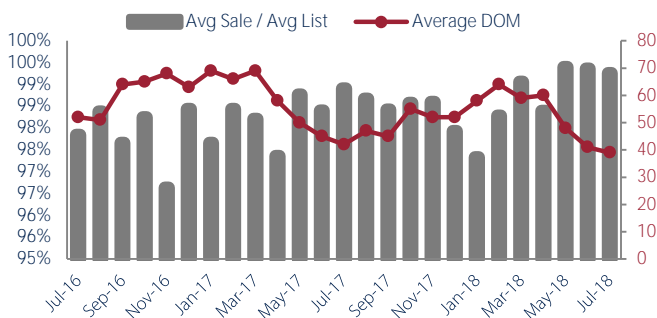
New Listings & Current Contracts

This month there were 795 homes newly listed for sale in Chester County compared to 865 in July 2017, a decrease of 8%. There were 540 current contracts pending sale this July compared to 643 a year ago. The number of current contracts is 16% lower than last July.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In July, the average sale price in Chester County was 99.3% 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 39, lower than the average last year, which was 42, a decrease of 7%.



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