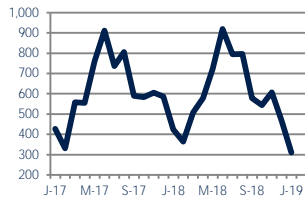




Units Sold

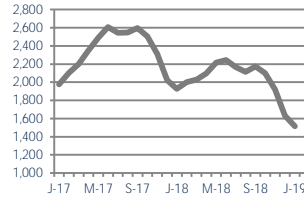
310



Down -27%
Vs. Year Ago

Active Inventory

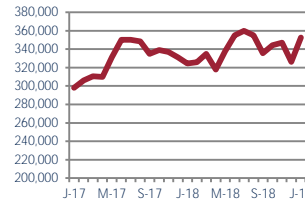
1,515



Down -21%
Vs. Year Ago

Median Sale Price

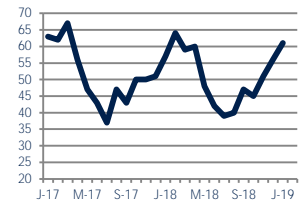
\$352,500



Up 9%
Vs. Year Ago

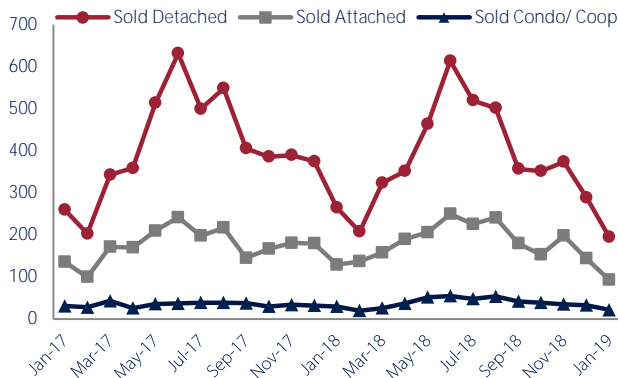
Days On Market

61



Up 7%
Vs. Year Ago

Units Sold*



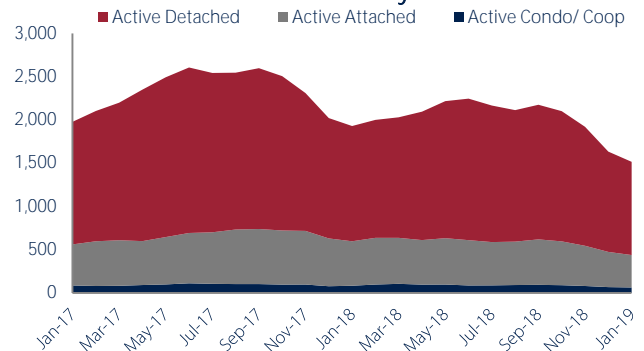
Units Sold

There was a decrease in total units sold in January, with 310 sold this month in Chester County versus 466 last month, a decrease of 33%. This month's total units sold was lower than at this time last year, a decrease of 27% versus January 2018.

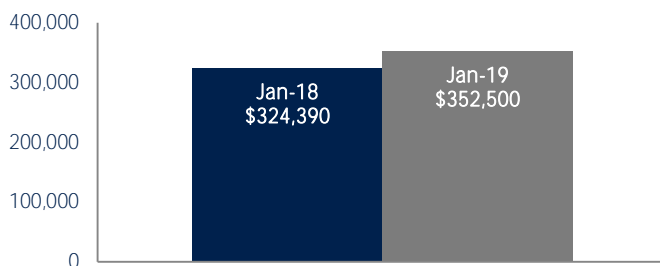
Active Inventory

Versus last year, the total number of homes available this month is lower by 414 units or 21%. The total number of active inventory this January was 1,515 compared to 1,929 in January 2018. This month's total of 1,515 is lower than the previous month's total supply of available inventory of 1,633, a decrease of 7%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Chester County Homes was \$324,390. This January, the median sale price was \$352,500, an increase of 9% or \$28,110 compared to last year. The current median sold price is 8% higher than in December.

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

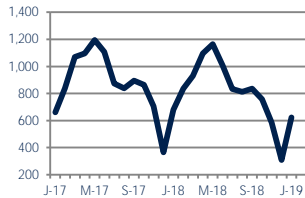


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by BRIGHTMLS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



New Listings

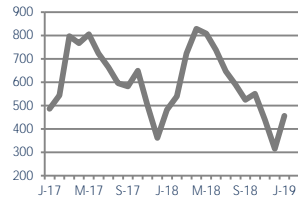
623



Down -8%
Vs. Year Ago

Current Contracts

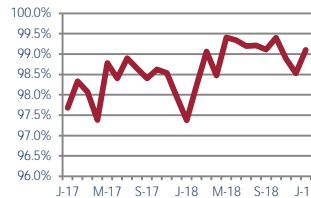
457



Down -5%
Vs. Year Ago

Sold Vs. List Price

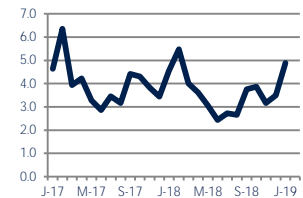
99.1%



Up 1.8%
Vs. Year Ago

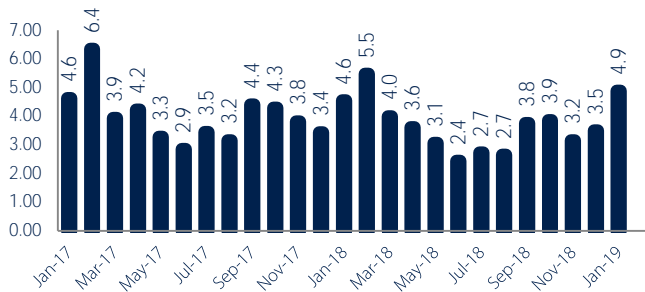
Months of Supply

4.9



Up 7%
Vs. Year Ago

Months Of Supply



Months of Supply

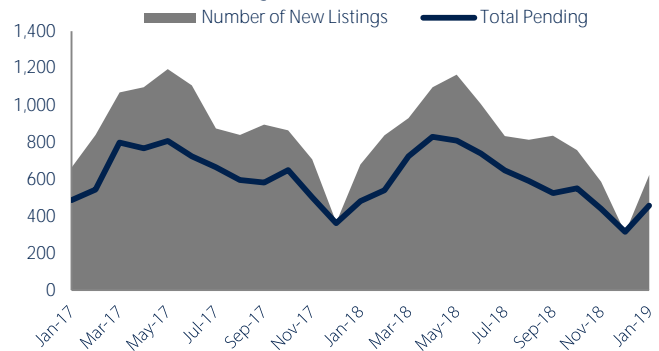
In January, there was 4.9 months of supply available in Chester County, compared to 4.5 in January 2018. That is an increase of 7% versus a year ago.

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.

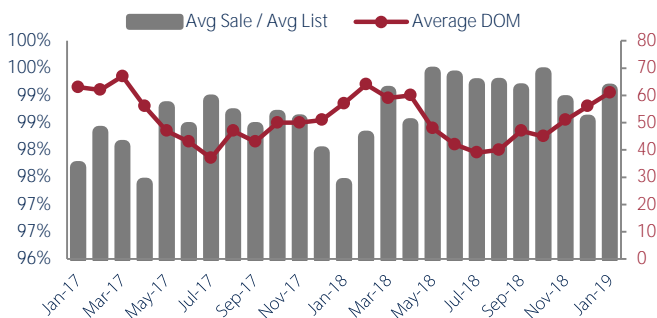
New Listings & Current Contracts

This month there were 623 homes newly listed for sale in Chester County compared to 679 in January 2018, a decrease of 8%. There were 457 current contracts pending sale this January compared to 482 a year ago. The number of current contracts is 5% lower than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Chester County was 99.1% of the average list price, which is 1.7% higher than at this time last year.

Days On Market

This month, the average number of days on market was 61, higher than the average last year, which was 57, an increase of 7%.



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