



The Long & Foster Market Minute™

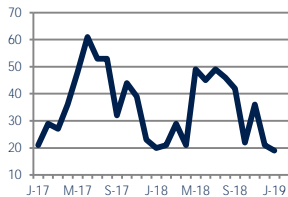
Focus On: Chester Springs and Exton Housing Market

January 2019

Zip Code(s): 19425, 19341, 19421 and 19480

Units Sold

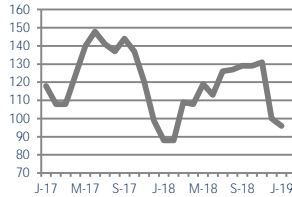
19



Down -5%
Vs. Year Ago

Active Inventory

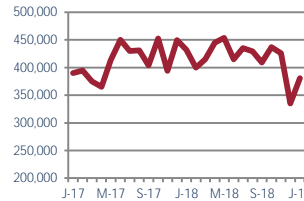
96



Up 9%
Vs. Year Ago

Median Sale Price

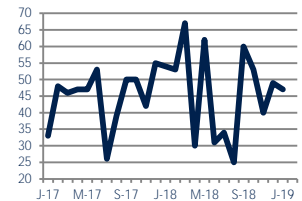
\$380,500



Down -12%
Vs. Year Ago

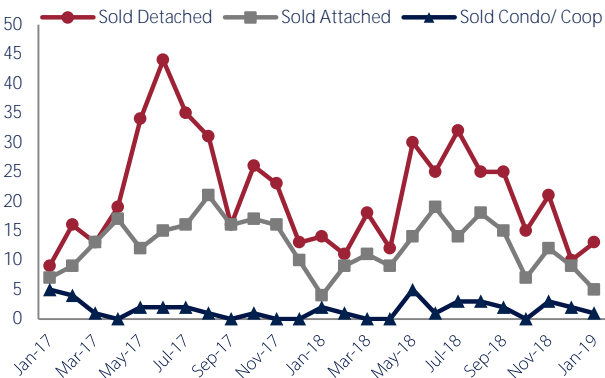
Days On Market

47



Down -13%
Vs. Year Ago

Units Sold*



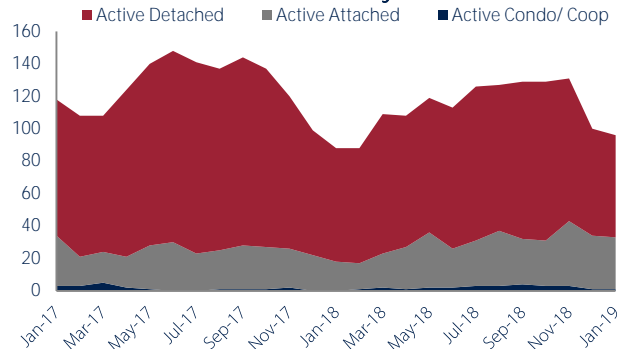
Units Sold

There was a decrease in total units sold in January, with 19 sold this month in Chester Springs and Exton versus 21 last month, a decrease of 10%. This month's total units sold was lower than at this time last year, a decrease of 5% versus January 2018.

Active Inventory

Versus last year, the total number of homes available this month is higher by 8 units or 9%. The total number of active inventory this January was 96 compared to 88 in January 2018. This month's total of 96 is lower than the previous month's total supply of available inventory of 100, a decrease of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Chester Springs and Exton Homes was \$432,500. This January, the median sale price was \$380,500, a decrease of 12% or \$52,000 compared to last year. The current median sold price is 14% 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.

Chester Springs and Exton are defined as properties listed in zip code/s 19425, 19341, 19421 and 19480.

*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.



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INTERNATIONAL REAL ESTATE



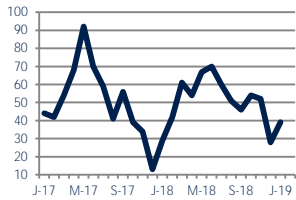
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Zip Code(s): 19425, 19341, 19421 and 19480

New Listings

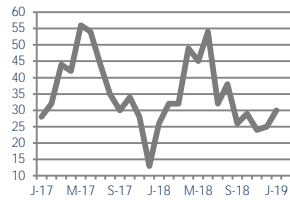
39



Up 34%
Vs. Year Ago

Current Contracts

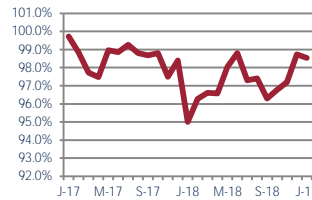
30



Up 15%
Vs. Year Ago

Sold Vs. List Price

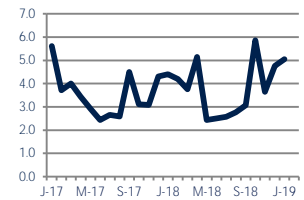
98.5%



Up 3.7%
Vs. Year Ago

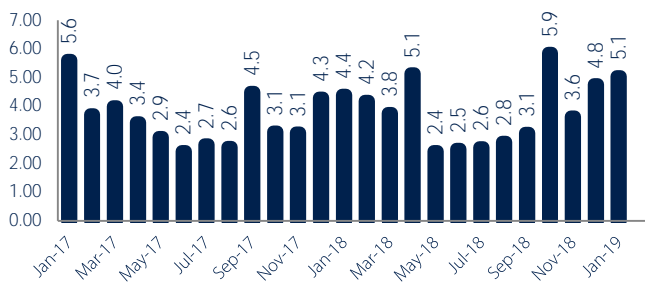
Months of Supply

5.1



Up 15%
Vs. Year Ago

Months Of Supply



Months of Supply

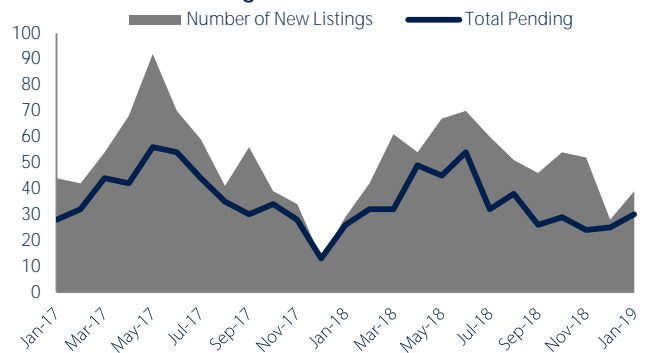
In January, there was 5.1 months of supply available in Chester Springs and Exton, compared to 4.4 in January 2018. That is an increase of 15% versus a year ago.

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.

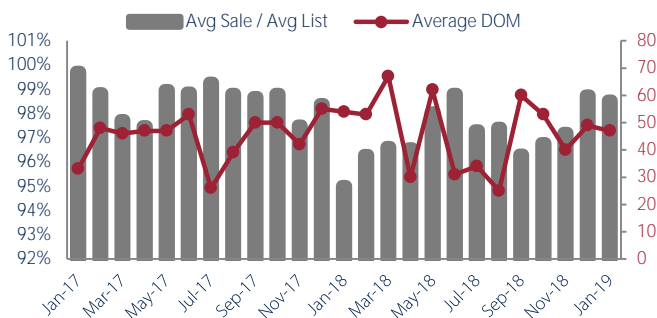
New Listings & Current Contracts

This month there were 39 homes newly listed for sale in Chester Springs and Exton compared to 29 in January 2018, an increase of 34%. There were 30 current contracts pending sale this January compared to 26 a year ago. The number of current contracts is 15% higher 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 Springs and Exton was 98.5% of the average list price, which is 3.5% 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 54, a decrease of 13%.



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