

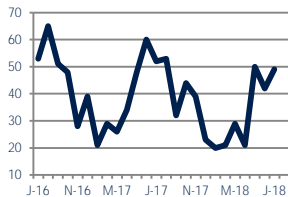
Focus On: Chester Springs and Exton Housing Market

July 2018

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

Units Sold

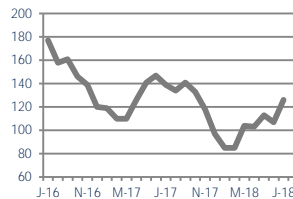
49



Down -6%
Vs. Year Ago

Active Inventory

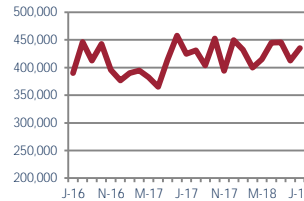
126



Down -9%
Vs. Year Ago

Median Sale Price

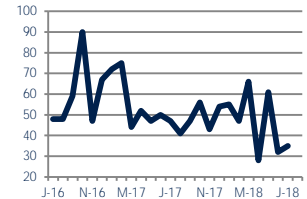
\$435,000



Up 2%
Vs. Year Ago

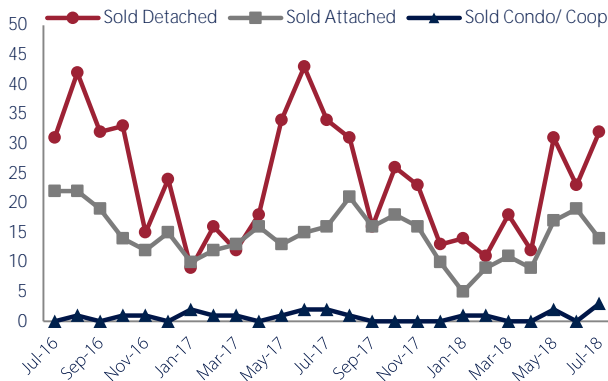
Days On Market

35



Down -26%
Vs. Year Ago

Units Sold*



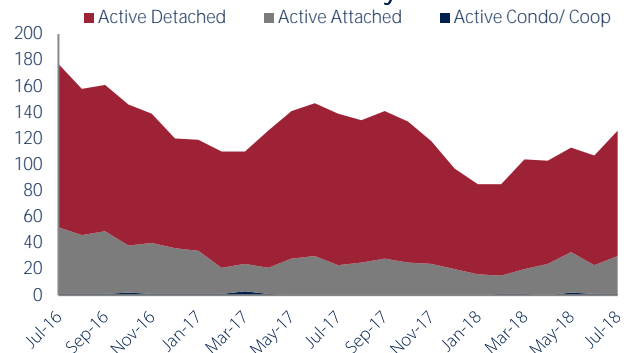
Units Sold

There was an increase in total units sold in July, with 49 sold this month in Chester Springs and Exton versus 42 last month, an increase of 17%. This month's total units sold was lower than at this time last year, a decrease of 6% versus July 2017.

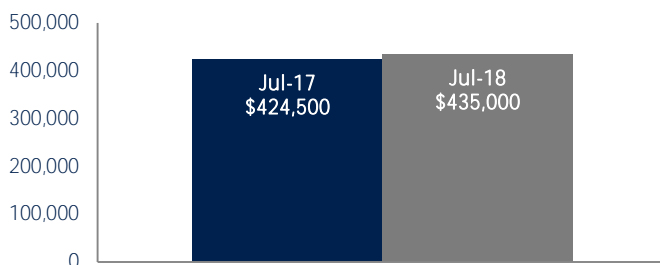
Active Inventory

Versus last year, the total number of homes available this month is lower by 13 units or 9%. The total number of active inventory this July was 126 compared to 139 in July 2017. This month's total of 126 is higher than the previous month's total supply of available inventory of 107, an increase of 18%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Chester Springs and Exton Homes was \$424,500. This July, the median sale price was \$435,000, an increase of 2% or \$10,500 compared to last year. The current median sold price is 5% higher than in June.

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 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



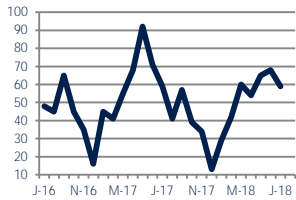
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July 2018

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

New Listings

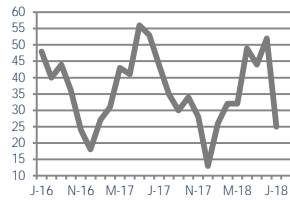
59



No Change
Vs. Year Ago

Current Contracts

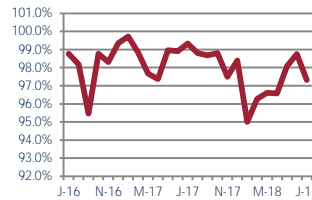
25



Down -43%
Vs. Year Ago

Sold Vs. List Price

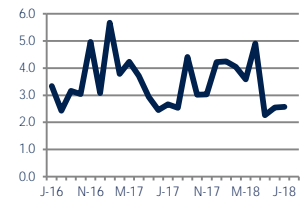
97.3%



Down -2%
Vs. Year Ago

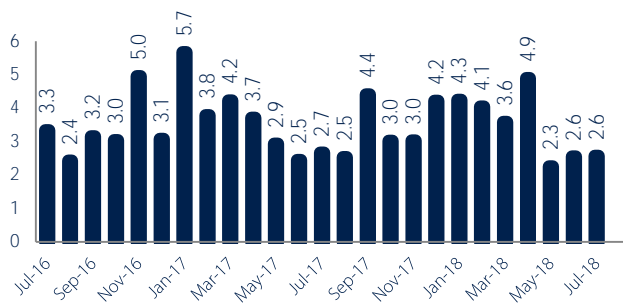
Months of Supply

2.6



Down -4%
Vs. Year Ago

Months Of Supply



Months of Supply

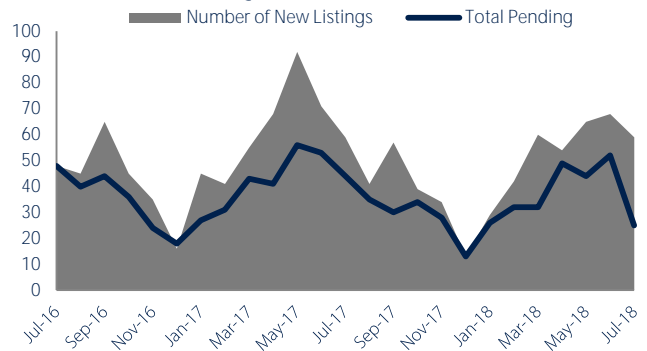
In July, there was 2.6 months of supply available in Chester Springs and Exton, compared to 2.7 in July 2017. That is a decrease of 4% versus a year ago.

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.

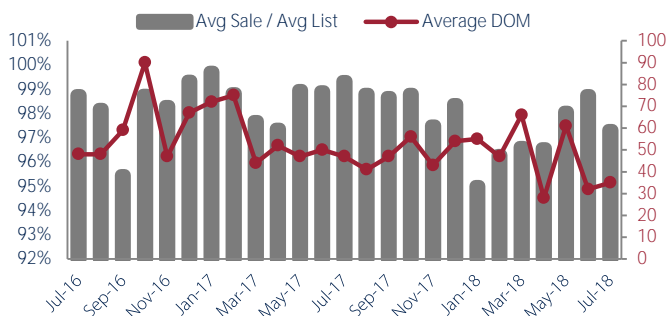
New Listings & Current Contracts

This month there were 59 homes newly listed for sale in Chester Springs and Exton, which is similar to the amount in July 2017. There were 25 current contracts pending sale this July compared to 44 a year ago. The number of current contracts is 43% 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 Springs and Exton was 97.3% of the average list price, which is 2.0% lower than at this time last year.

Days On Market

This month, the average number of days on market was 35, lower than the average last year, which was 47, a decrease of 26%.



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