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# LuxInsight

**Chester County**

Pennsylvania

Luxury Housing Market Update

May 2018



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## Chester County, Pennsylvania - May 2018

The real estate market is always changing, and if you're buying or selling a home—especially a luxury property—it's critical to understand the current market conditions. More than simply seeing what's happening to real estate as a whole in your local area, you need insights on what's taking place in the high-end market, specifically with uncommon and unique homes like yours or those for which you're shopping. That's why Long & Foster publishes our exclusive LuxInsight report—giving consumers like you invaluable information on the luxury market performance in your local area.

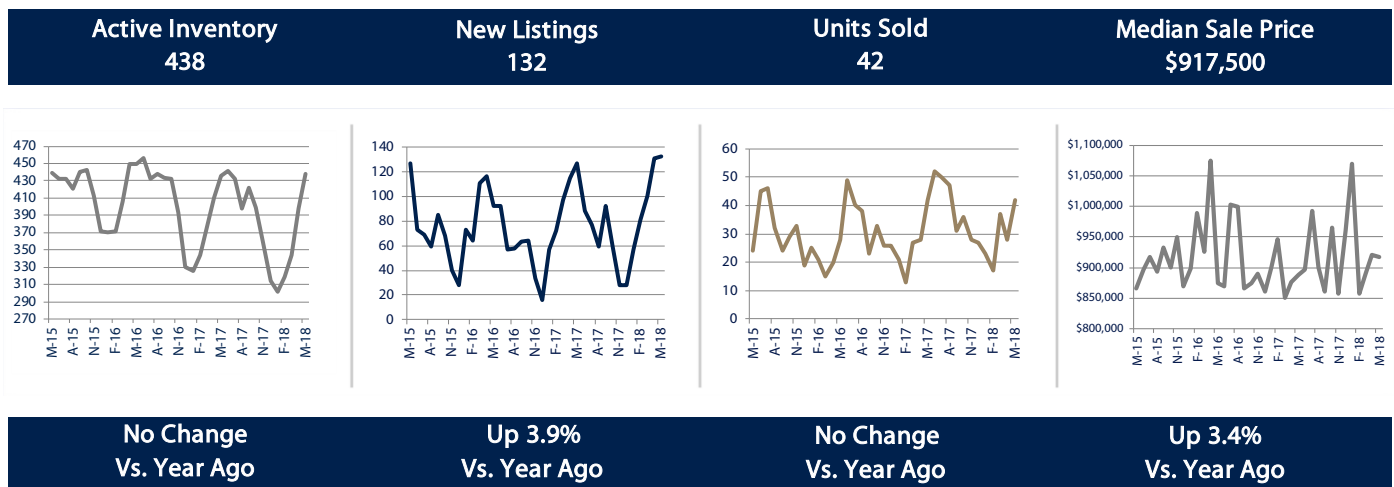
Published monthly, LuxInsight provides you with A broad overview of real estate trends in the high-end real estate market. From median sale prices and active inventory to the current housing Demand and available active listings, LuxInsight gives you access to essential statistics you need to know.

Beyond this valuable market information, Long & Foster's team of luxury sales associates is available to guide you through the real estate process. We believe luxury real estate is all about the individual, and when you work with us, you'll receive an experience tailored to your unique needs. You'll enjoy exceptional service and expertise, provided by agents who specialize in marketing and selling the most stunning luxury homes. You'll gain our exclusive connections around the world and get a luxury home experience with proven results.



### AT A GLANCE

Homes \$750,000+

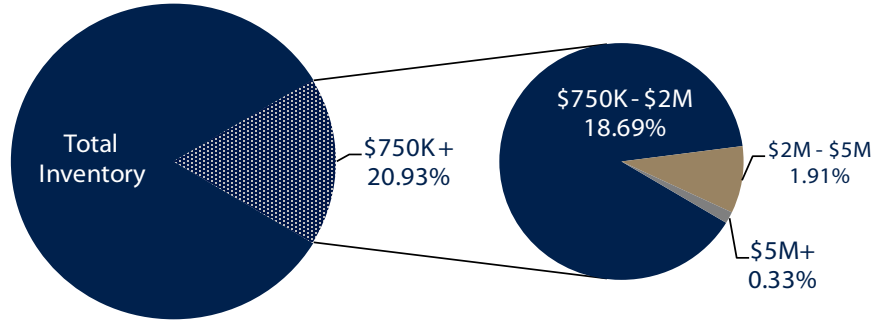


## Chester County, Pennsylvania - May 2018

Versus last May, the total number of homes more than \$750,000 available this month is 438 units, which is similar compared to a year ago.

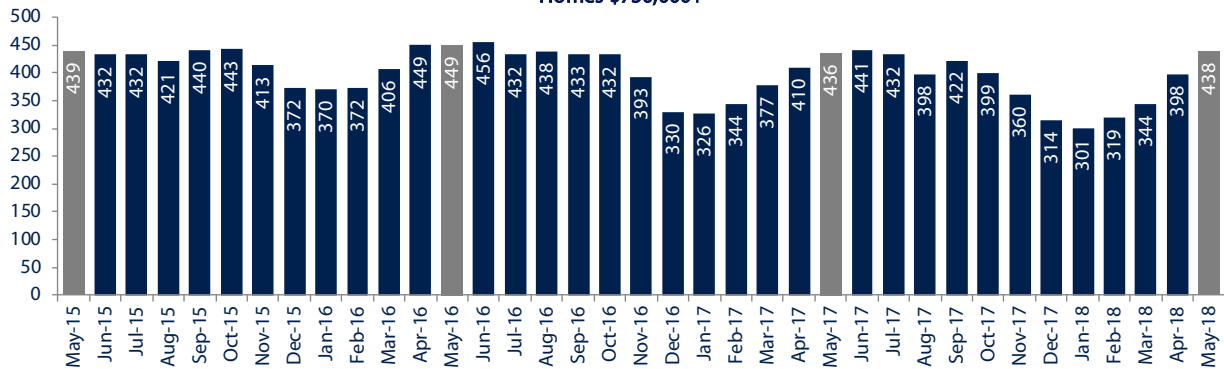
Active inventory this May was 10.1% higher than the previous month's supply of available inventory.

### INVENTORY PRICE RANGES



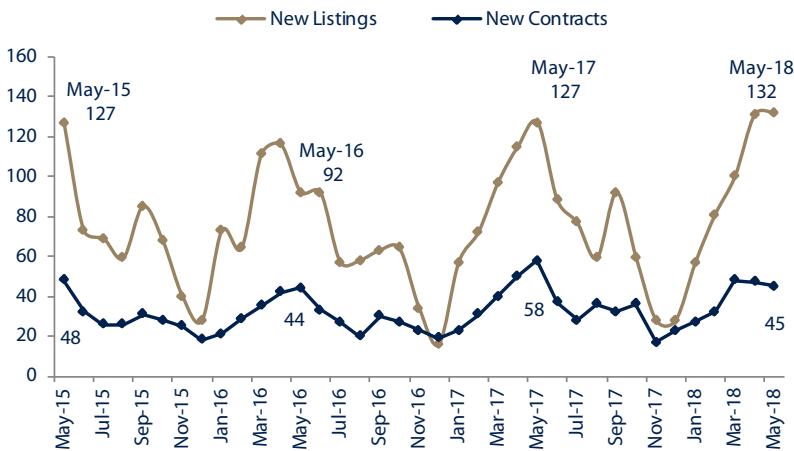
### ACTIVE INVENTORY

Homes \$750,000+



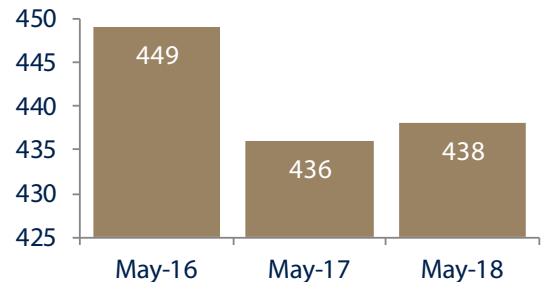
### NEW LISTINGS & NEW CONTRACTS

Homes \$750,000+



### ACTIVE INVENTORY

Versus Previous Years  
Homes \$750,000+

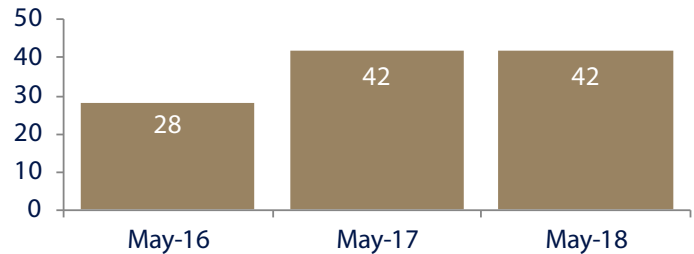


## Chester County, Pennsylvania - May 2018

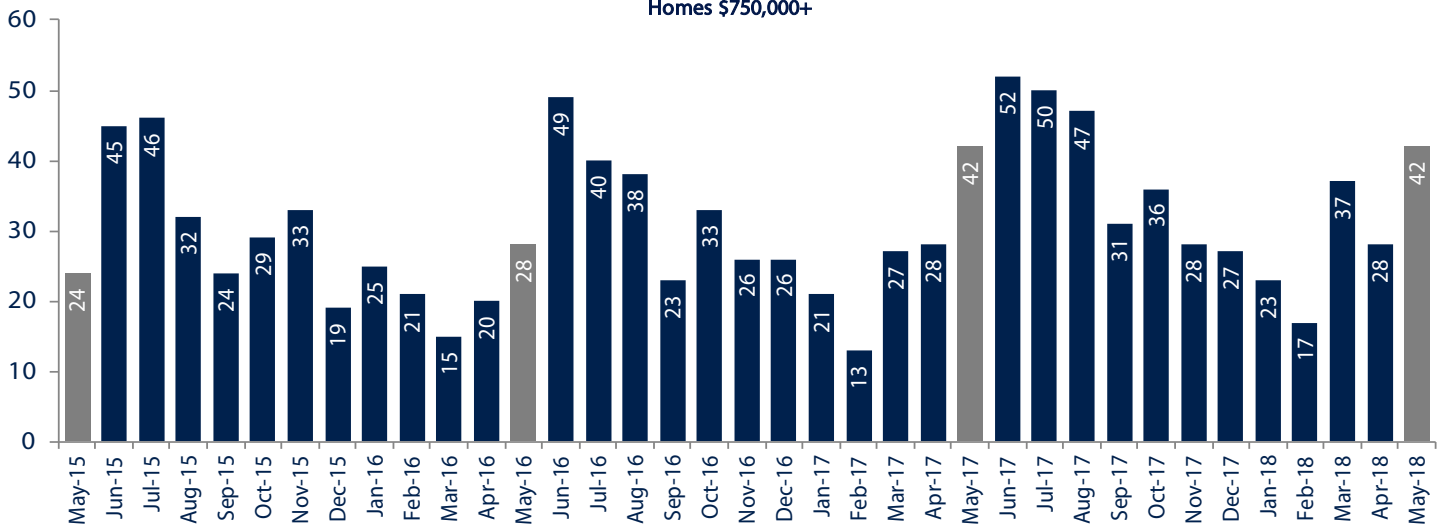
This month's total units sold for homes more than \$750,000 is similar compared to a year ago.

There was an increase of 50.0% in luxury units sold in May compared to April of this year.

**UNITS SOLD**  
Versus Previous Years  
Homes \$750,000+



**UNITS SOLD**  
Homes \$750,000+



### RECENT SELECTED LUXURY SALES

Homes \$750,000+

Sold Date	City	Zip Code	Final List Price	Final Sale Price	Sale Price as % of List Price	DOM	Long & Foster Represented	
							Buyer	Seller
May 29, 2018	Chester Springs	19425	\$1,195,000	\$1,160,000	97.1%	695		✓
May 4, 2018	Newtown Square	19073	\$995,000	\$965,000	97.0%	14	✓	✓
May 16, 2018	West Chester	19380	\$940,000	\$930,000	98.9%	104	✓	
May 11, 2018	Malvern	19355	\$925,000	\$905,000	97.8%	10	✓	
May 23, 2018	Malvern	19355	\$835,000	\$820,000	98.2%	94		✓
May 17, 2018	Devon	19333	\$850,000	\$817,500	96.2%	12		✓
May 24, 2018	Chadds Ford	19317	\$849,000	\$810,000	95.4%	323	✓	
April 20, 2018	Malvern	19355	\$950,000	\$950,000	100.0%	6	✓	
April 27, 2018	Kennett Square	19348	\$879,000	\$877,000	99.8%	8	✓	
April 19, 2018	Wayne	19087	\$799,000	\$801,000	100.3%	4	✓	

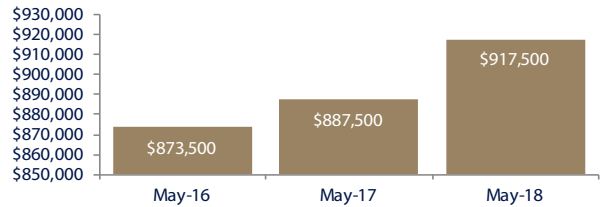
## Chester County, Pennsylvania - May 2018

In May, the median sales price for homes more than \$750,000 was \$917,500, an increase of 3.4% compared to last year.

The current median sales price is approximately the same as April.

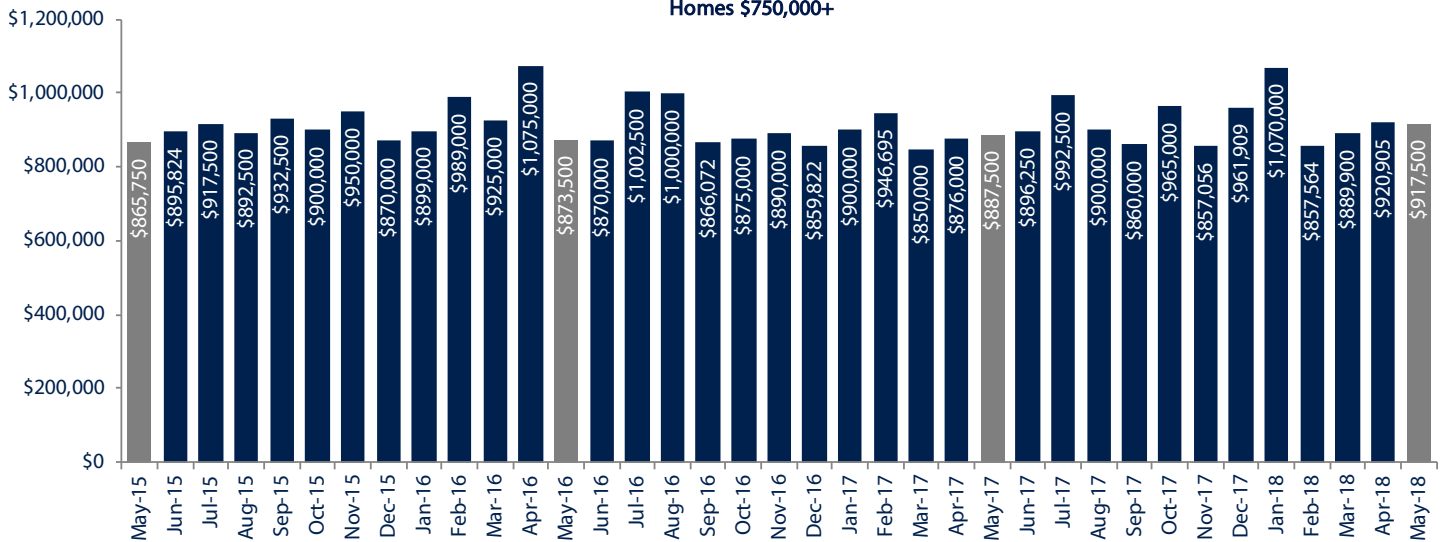
### MEDIAN SALES PRICE

Versus Previous Years  
Homes \$750,000+



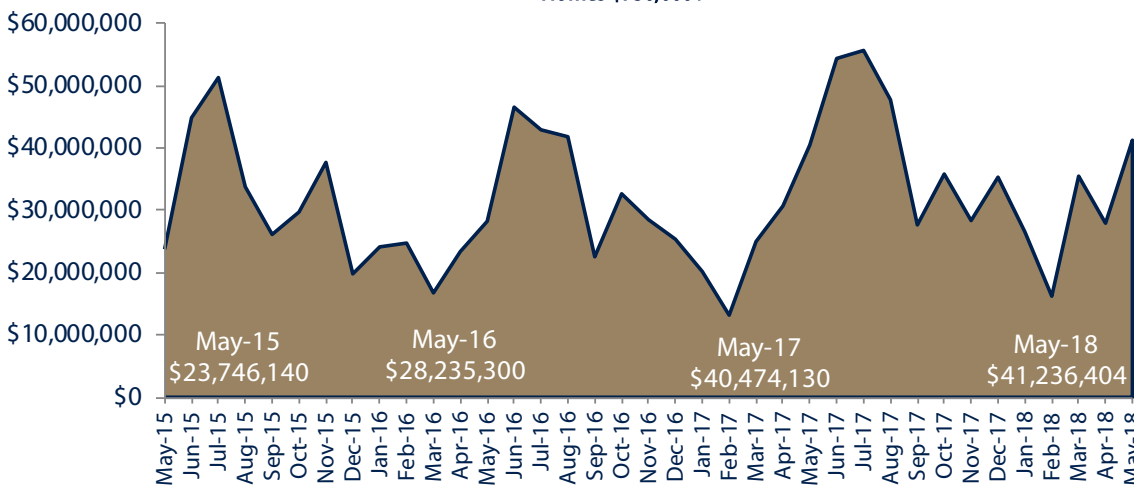
### MEDIAN SALES PRICE

Homes \$750,000+



### TOTAL DOLLAR VOLUME SOLD

Homes \$750,000+



Total volume sold this May was 1.9% higher than the same month one year ago.



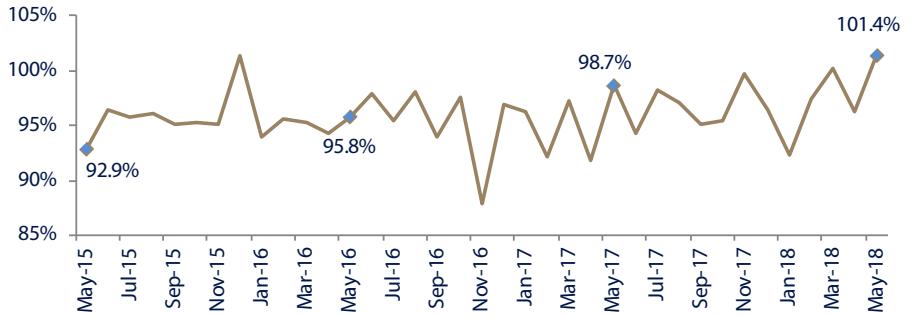
## Chester County, Pennsylvania - May 2018

In May, the average sale price for homes more than \$750,000 was 101.4% of the average list price, which is 2.7% higher than at this time last year.

This month, the average number of days on market was 97, lower than the average last year, which was 104, a decrease of 6.7%.

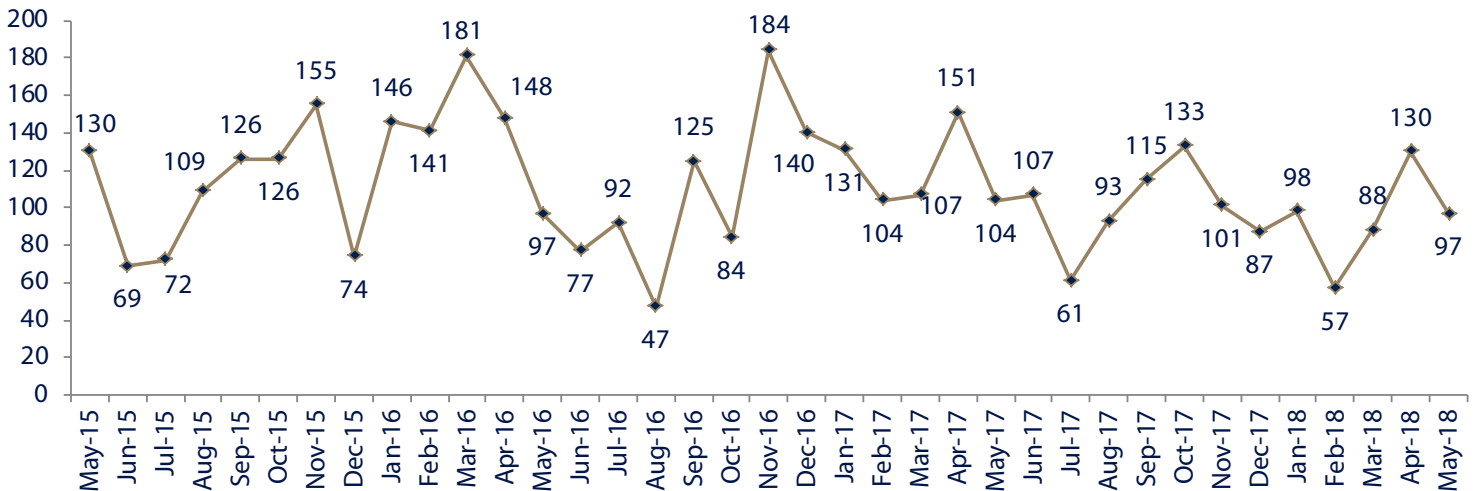
### SALE PRICE AS % OF LIST PRICE

Homes \$750,000+



### DAYS ON MARKET

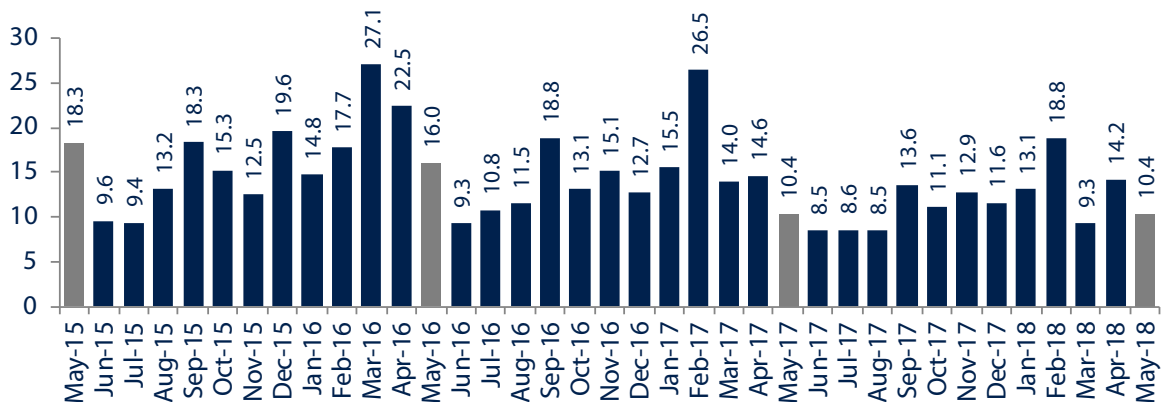
Homes \$750,000+



### MONTHS OF SUPPLY

Homes \$750,000+

In May, there was 10.4 months of supply available. The amount of supply is similar compared to a year ago.



## Chester County, Pennsylvania - May 2018

### References & Definitions

#### CHESTER, PA: LISTING SOURCE, REPORTING AREA, & DEFINITION

Based on data supplied by the TREND MLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace.

This report includes coverage for the county of Chester, Pennsylvania only.

Analysis dates for all regions are May 1, 2015 through May 31, 2018.

### Contacts & Disclaimers

#### MEDIA CONTACT

Vicki Bendure, Bendure Communications

Email: Vicki@bendurepr.com

Phone: (540) 687-3360

#### CREATED BY

Michael Bystry, Long & Foster Real Estate, Inc.

Senior Market Research Analyst

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