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INTERNATIONAL REAL ESTATE

LuxInsight

Chester County

Pennsylvania

Luxury Housing Market Update

July 2017



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Chester County, Pennsylvania - July 2017

At Long & Foster, our dedication through the years to luxury properties is evidenced by the power of our Extraordinary Properties® brand. With highly-trained, professional sales associates and a powerful reach, Long & Foster sells more luxury homes throughout the Mid-Atlantic region than our nearest competitors, by far.

Long & Foster is proud to offer our exclusive Long & Foster® LuxInsight report, designed solely to keep our clients informed on the latest luxury market statistics in their local area. Published monthly, LuxInsight provides a broad overview of real estate market trends for luxury properties, including statistics on sale prices, inventory, housing demand, new listings and more.

Building on our decades-long reputation for unsurpassed service and industry expertise, Long & Foster is poised to cater to the distinctive market of luxury properties. Enhanced through our exclusive affiliation with Christie's International Real Estate, and our affiliations with Luxury Portfolio International™, and Who's Who in Luxury Real Estate, our unique luxury marketing programs deliver exceptional value whether you're looking to buy or sell a luxury home. No other sales associates are better trained or better equipped to help you take advantage of opportunities in today's market.



If you're in the market to buy or sell an extraordinary home, work with the real estate professionals who know the market best: Long & Foster!

AT A GLANCE

Homes \$750,000+



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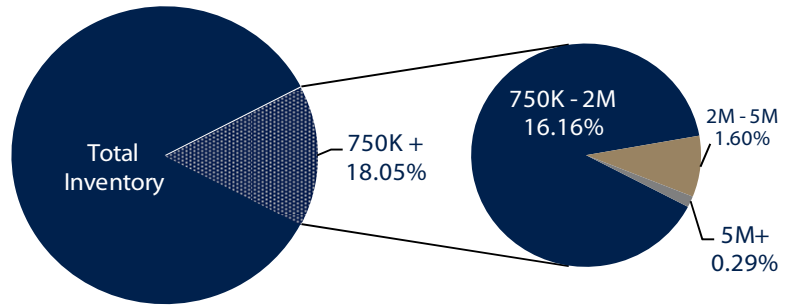
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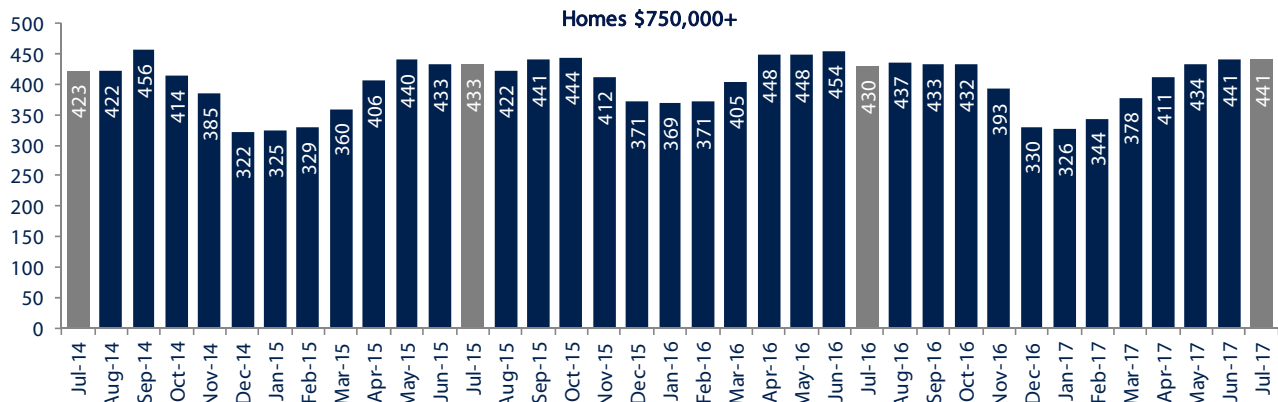
Versus last July, the total number of homes more than \$750,000 available this month was higher by 2.6% and higher by 1.8% compared to July of 2015.

Active inventory this July remained stable as compared to the previous month's supply of available inventory.

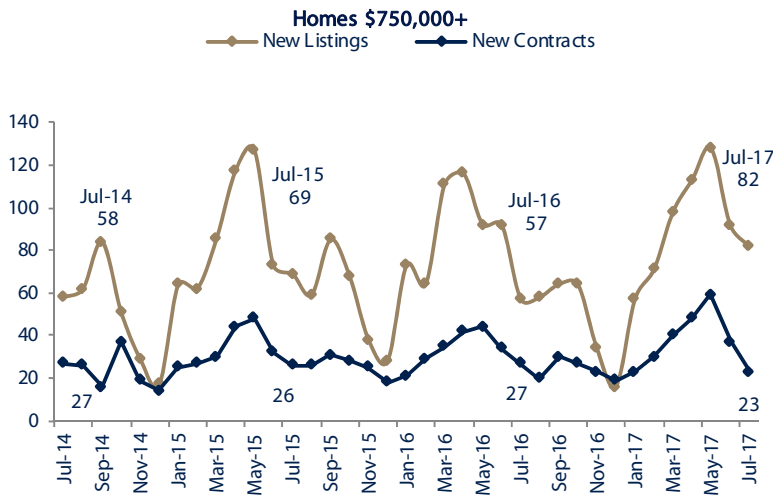
INVENTORY PRICE RANGES



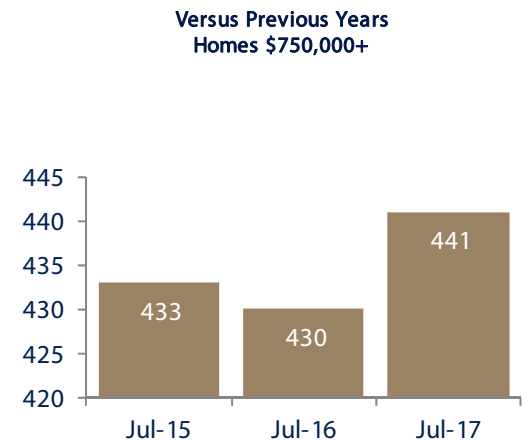
ACTIVE INVENTORY



NEW LISTINGS & NEW CONTRACTS



ACTIVE INVENTORY

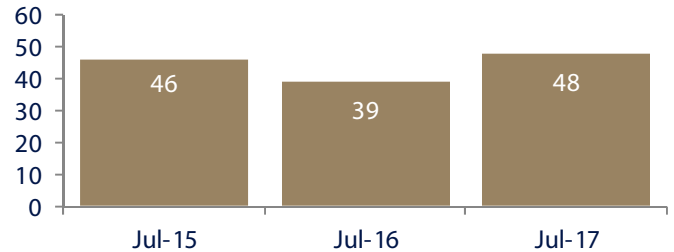


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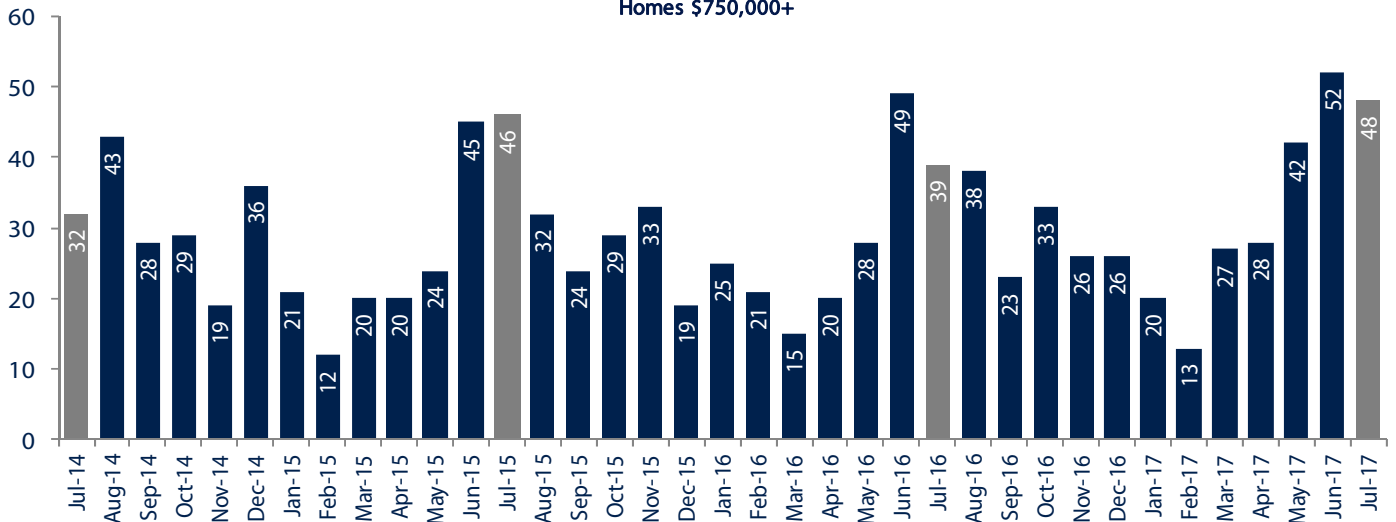
This month's units sold for homes more than \$750,000 was higher than at this time last year, an increase of 23.1% versus last July and an increase of 4.3% versus July of 2015.

There was a decrease of 7.7% in luxury units sold in July compared to June 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
July 19, 2017	West Chester	19382	\$1,162,000	\$1,050,000	90.4%	22	✓	
July 5, 2017	Berwyn	19312	\$1,089,000	\$1,050,000	96.4%	47	✓	
July 27, 2017	Chester Springs	19425	\$999,000	\$960,000	96.1%	57	✓	
June 2, 2017	Phoenixville	19460	\$1,225,000	\$1,175,000	95.9%	171	✓	
June 8, 2017	Kennett Square	19348	\$1,045,000	\$990,000	94.7%	594	✓	
June 26, 2017	West Chester	19382	\$919,900	\$887,500	96.5%	33		✓
March 3, 2017	Glenmoore	19343	\$1,375,000	\$1,300,000	94.5%	154		✓
March 24, 2017	Chadds Ford	19317	\$1,050,000	\$1,080,000	102.9%	5		✓
March 29, 2017	Landenberg	19350	\$899,900	\$820,000	91.1%	1	✓	
March 22, 2017	Berwyn	19312	\$799,000	\$799,000	100.0%	203	✓	

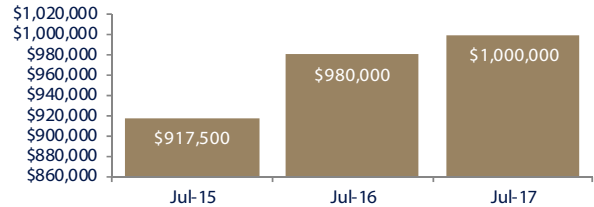
Chester County, Pennsylvania - July 2017

In July, the median sales price for homes more than \$750,000 was \$1,000,000, an increase of 2.0% compared to last year.

The current median sales price was higher by 11.6% than in June.

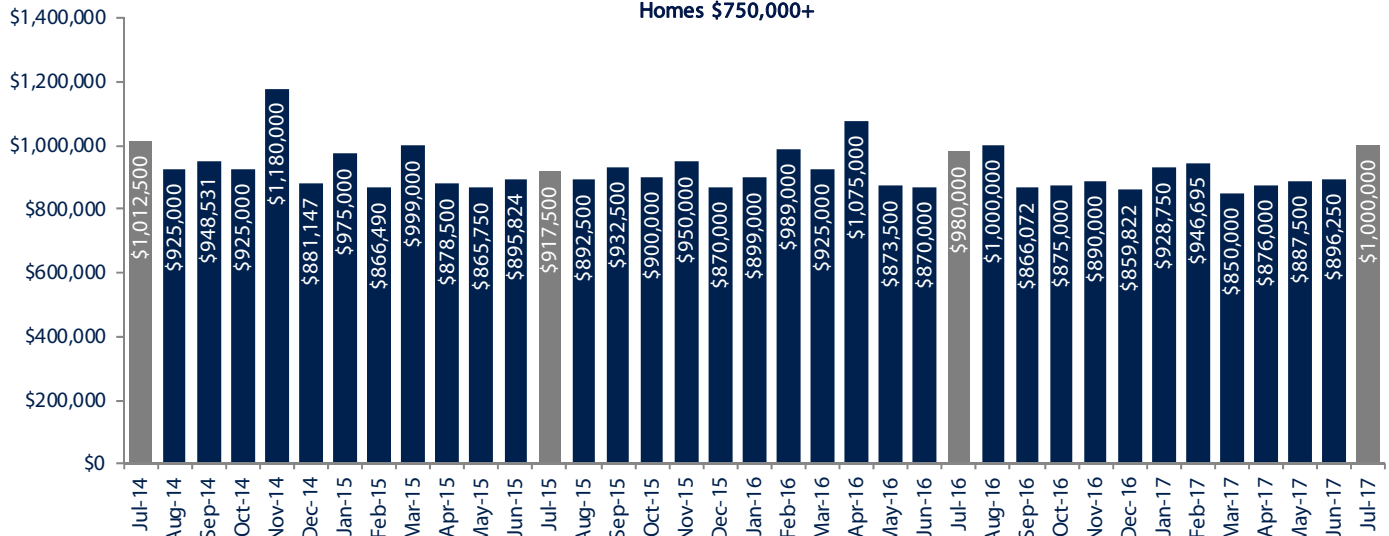
MEDIAN SALES PRICE

Versus Previous Years
Homes \$750,000+



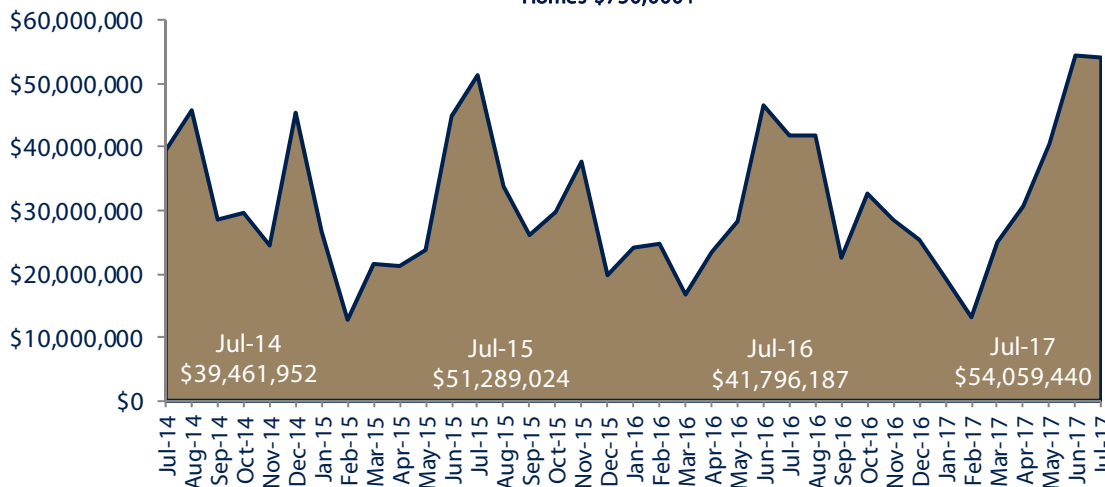
MEDIAN SALES PRICE

Homes \$750,000+



TOTAL DOLLAR VOLUME SOLD

Homes \$750,000+



Total volume sold this July was 29.3% higher than the same month one year ago.

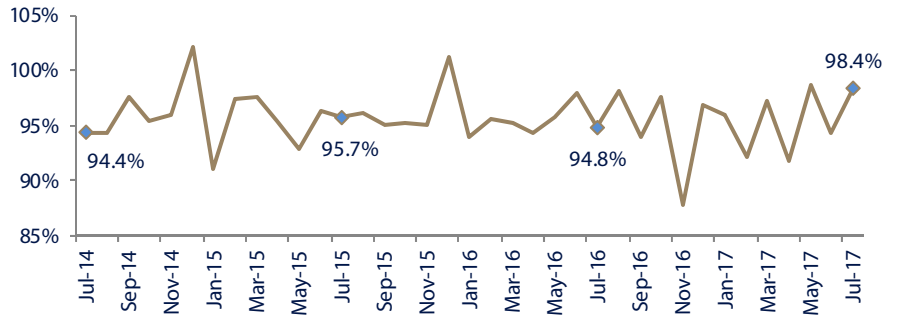
Chester County, Pennsylvania - July 2017

In July, the average sale price for homes more than \$750,000 was 98.4% of the average list price, which is 3.6% higher than at this time last year.

This month, the average number of days on market was 60, lower than the average last year, which was 70, a decrease of 14.3%.

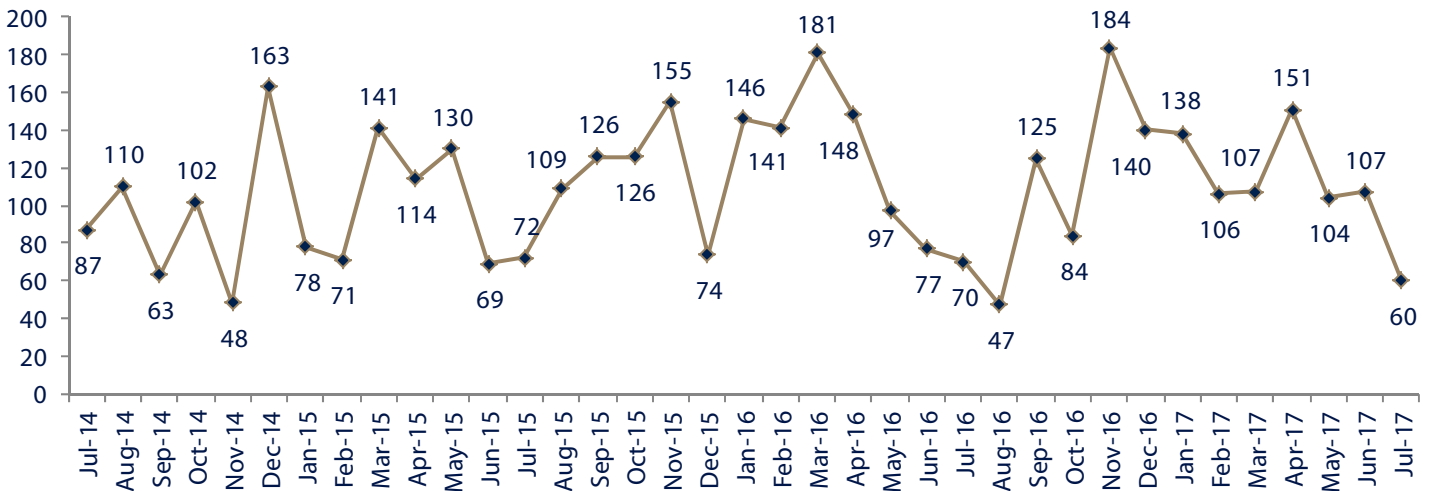
SALE PRICE AS % OF LIST PRICE

Homes \$750,000+



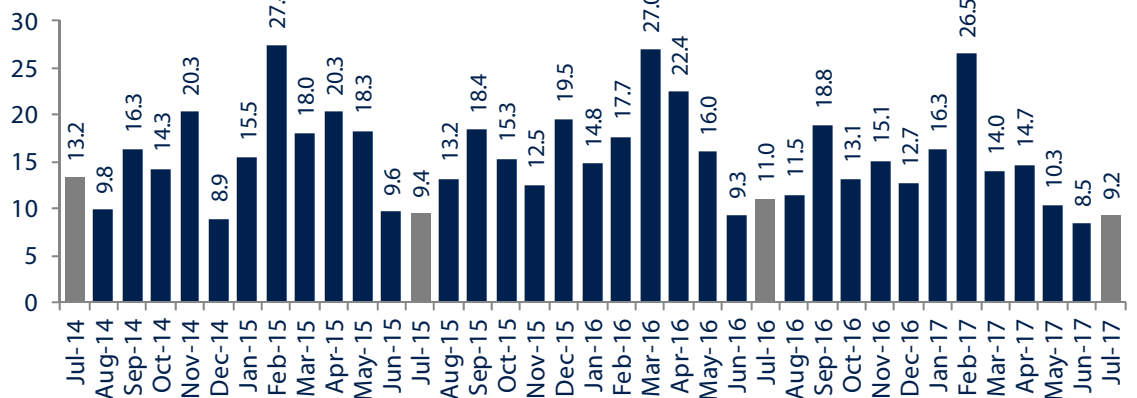
DAYS ON MARKET

Homes \$750,000+



MONTHS OF SUPPLY

Homes \$750,000+



In July, there were 9.2 months of supply available, compared to 11.0 in July of 2016. That is a decrease of 16.4% versus a year ago.

Chester County, Pennsylvania - July 2017

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 July 1, 2014 through July 31, 2017.

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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"Information contained in this report is deemed reliable but not guaranteed, should be independently verified and does not constitute an opinion of Long & Foster Real Estate, Inc."

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