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LuxInsight

Chester County

Pennsylvania

Luxury Housing Market Update

March 2018



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Chester County, Pennsylvania - March 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.

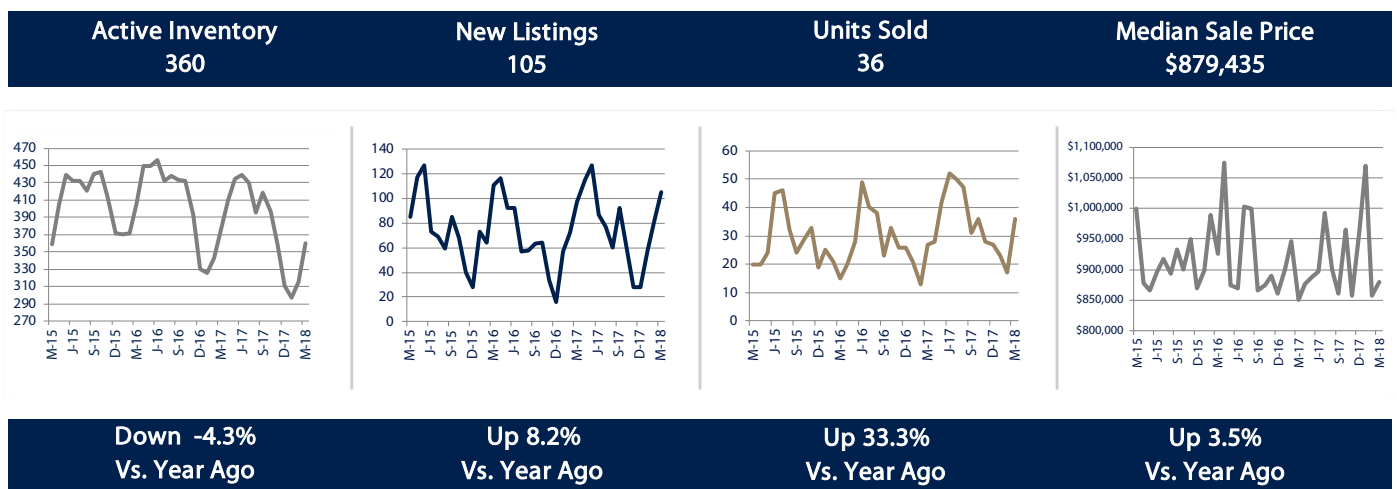
Published monthly, LuxInsight provides you with A broad overview of real estate trends in the high-end real estate market. From median sale prices and active inventory to the current housing Demand and available active listings, LuxInsight gives you access to essential statistics you need to know.

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+

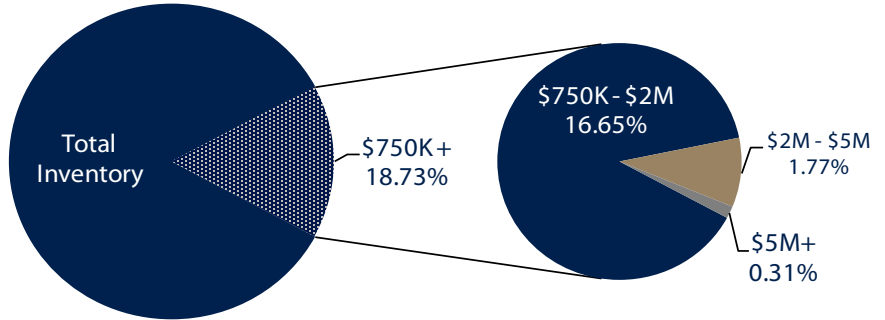


Chester County, Pennsylvania - March 2018

Compared to last March, the total number of homes more than \$750,000 available this month was lower by 4.3% and lower by 11.3% compared to March 2016.

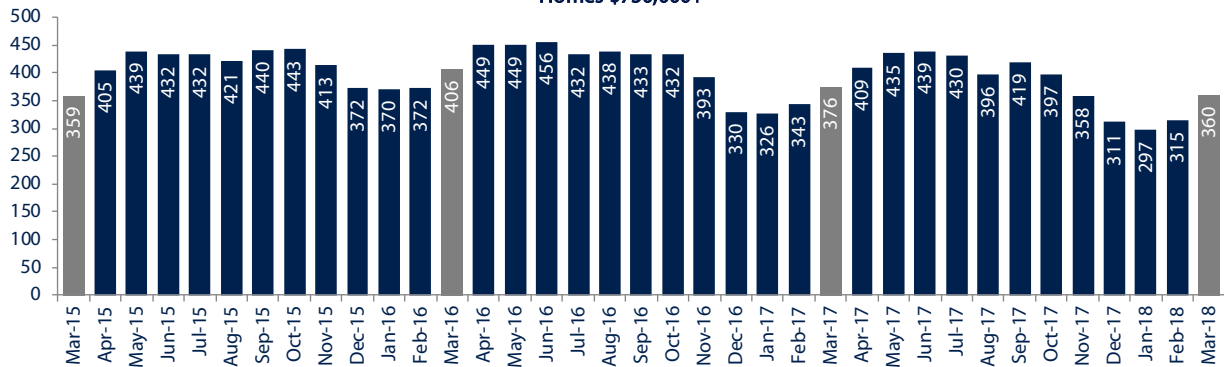
Active inventory this March was 14.3% higher than the previous month's supply of available inventory.

INVENTORY PRICE RANGES



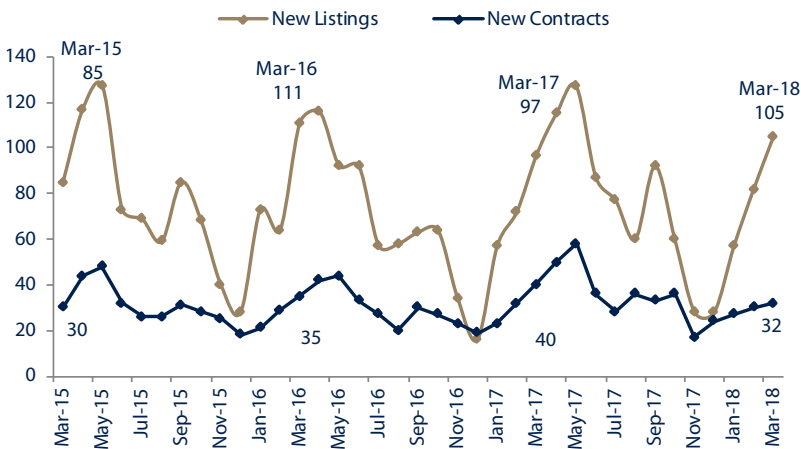
ACTIVE INVENTORY

Homes \$750,000+



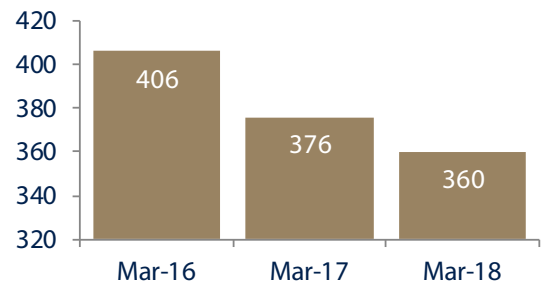
NEW LISTINGS & NEW CONTRACTS

Homes \$750,000+



ACTIVE INVENTORY

Versus Previous Years
Homes \$750,000+

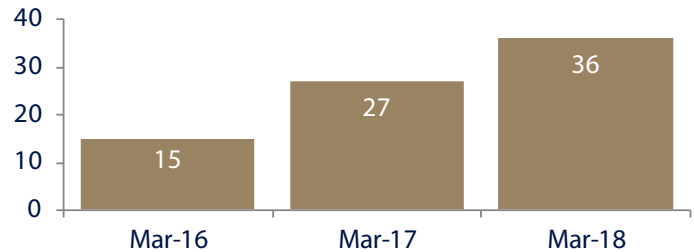


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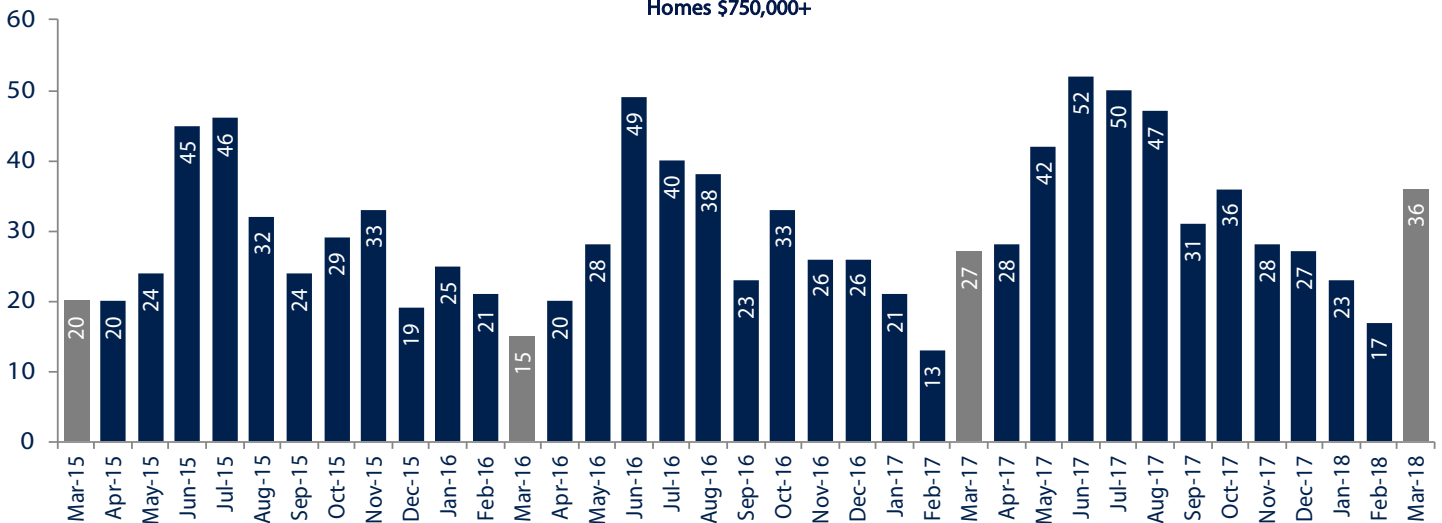
This month's units sold for homes more than \$750,000 was higher than at this time last year, an increase of 33.3% versus last March and an increase of 140.0% versus March of 2016.

There was an increase of 111.8% in luxury units sold in March compared to February of this year.

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



UNITS SOLD
Homes \$750,000+



RECENT SELECTED LUXURY SALES

Homes \$750,000+

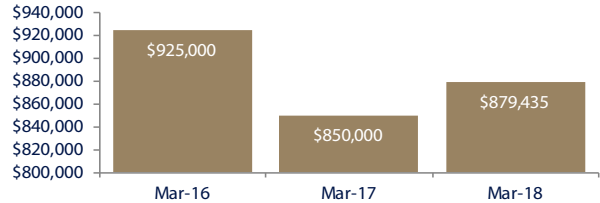
Sold Date	City	Zip Code	Final List Price	Final Sale Price	Sale Price as % of List Price	DOM	Long & Foster Represented	
							Buyer	Seller
March 14, 2018	West Chester	19382	\$799,900	\$815,000	101.9%	3	✓	
March 30, 2018	Downingtown	19335	\$789,000	\$765,000	97.0%	27	✓	
February 16, 2018	Devon	19333	\$1,249,000	\$1,065,000	85.3%	51	✓	
February 28, 2018	Devon	19333	\$959,000	\$952,000	99.3%	3	✓	
January 18, 2018	Glenmoore	19343	\$1,400,000	\$1,200,000	85.7%	269		✓
January 19, 2018	West Chester	19382	\$719,990	\$858,617	119.3%	40	✓	
January 30, 2018	Phoenixville	19460	\$869,900	\$854,500	98.2%	105	✓	✓
November 8, 2017	Berwyn	19312	\$1,325,000	\$1,300,000	98.1%	120	✓	
November 17, 2017	Wayne	19087	\$765,000	\$765,000	100.0%	127	✓	
November 30, 2017	Wayne	19087	\$799,000	\$750,000	93.9%	93		✓

Chester County, Pennsylvania - March 2018

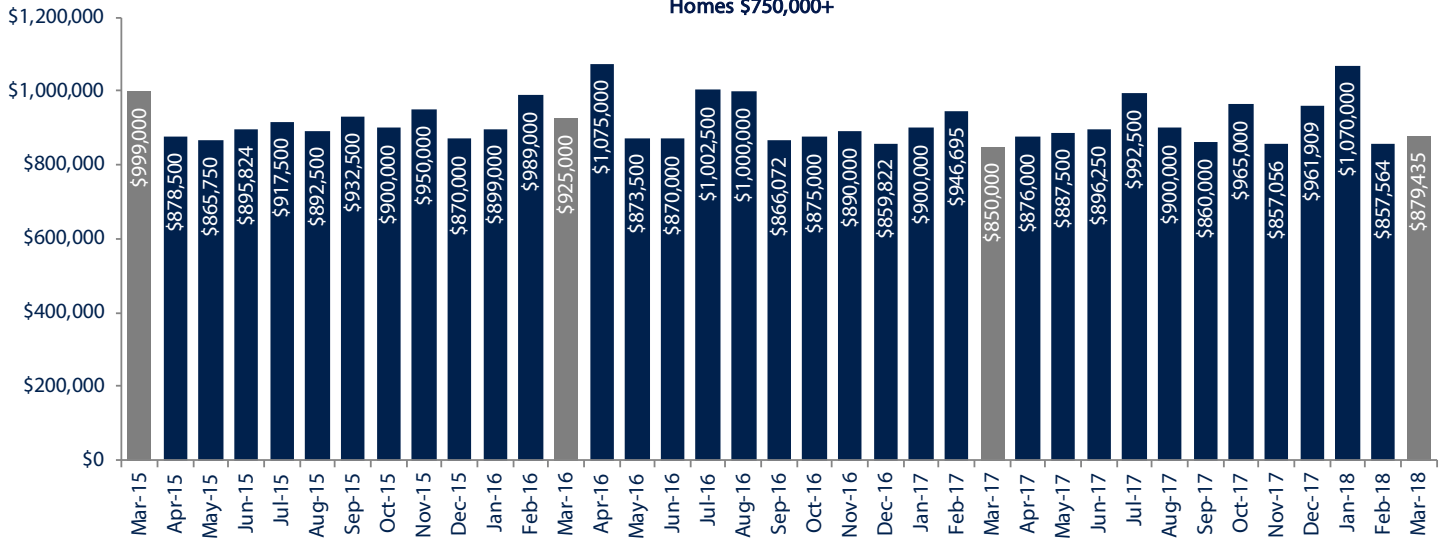
In March, the median sales price for homes more than \$750,000 was \$879,435, an increase of 3.5% compared to last year.

The current median sales price was higher by 2.6% than in February.

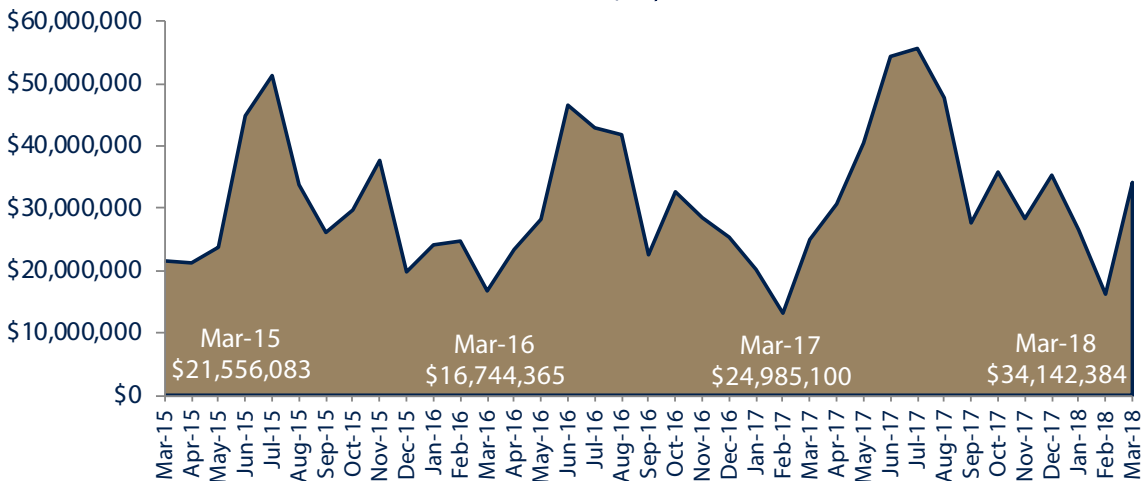
MEDIAN SALES PRICE
Versus Previous Years
Homes \$750,000+



MEDIAN SALES PRICE
Homes \$750,000+



TOTAL DOLLAR VOLUME SOLD
Homes \$750,000+



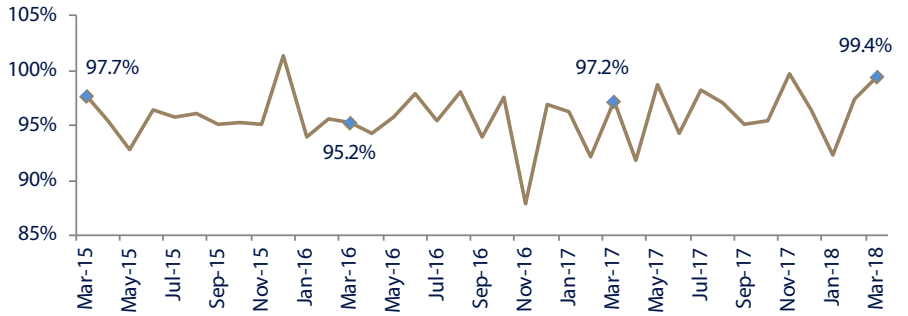
Total volume sold this March was 36.7% higher than the same month one year ago.

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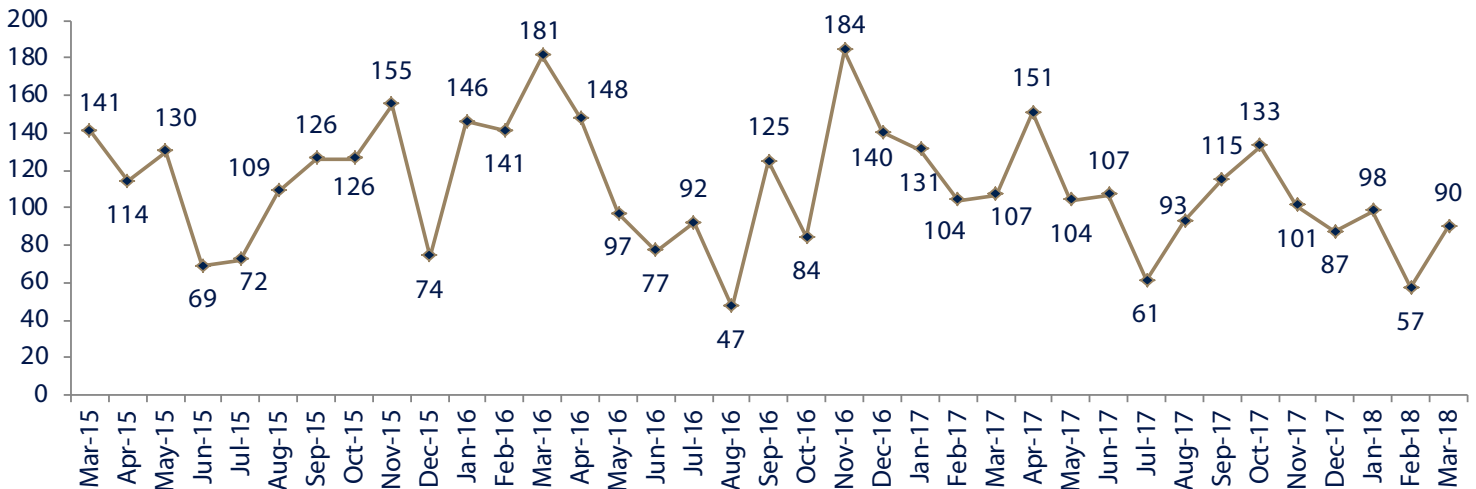
In March, the average sale price for homes more than \$750,000 was 99.4% of the average list price, which is 2.2% higher than at this time last year.

This month, the average number of days on market was 90, lower than the average last year, which was 107, a decrease of 15.9%.

SALE PRICE AS % OF LIST PRICE
Homes \$750,000+

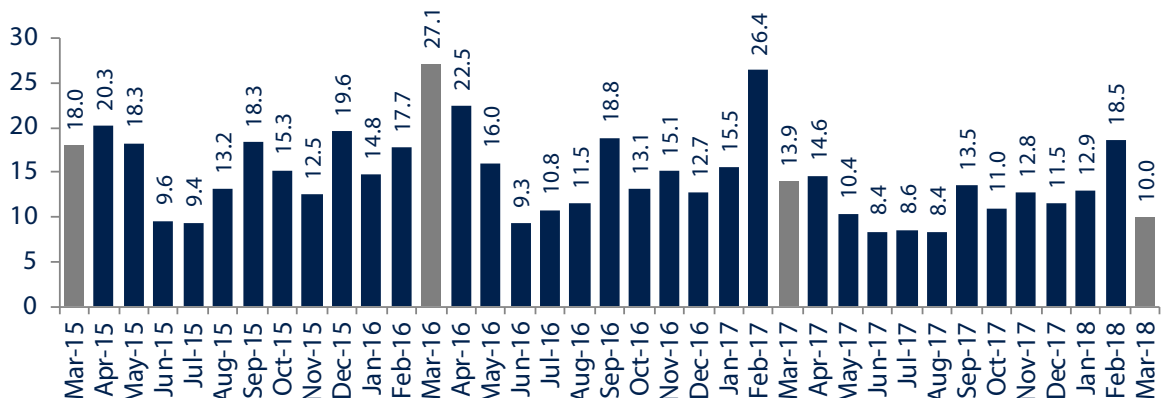


DAYS ON MARKET
Homes \$750,000+



MONTHS OF SUPPLY
Homes \$750,000+

In March, there were 10.0 months of supply available, compared to 13.9 in March of 2017. That is a decrease of 28.1% versus a year ago.



Chester County, Pennsylvania - March 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 March 1, 2015 through March 31, 2018.

Contacts & Disclaimers

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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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