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INTERNATIONAL REAL ESTATE

LuxInsight

Chester County

Pennsylvania

Luxury Housing Market Update

September 2017



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Chester County, Pennsylvania - September 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.

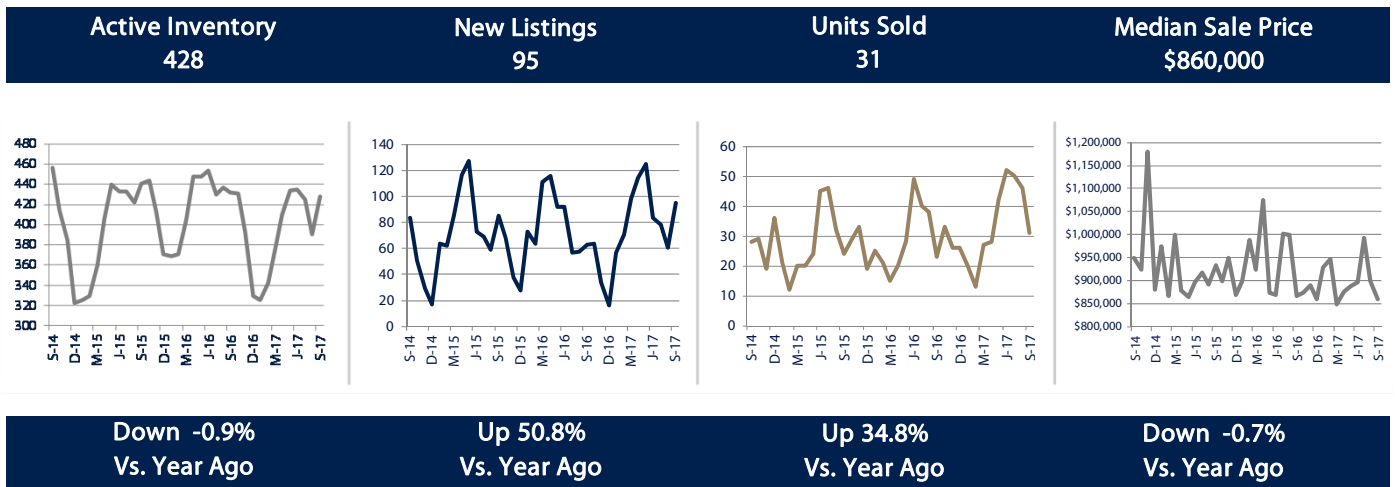
Building on our decades-long reputation for unsurpassed service and industry expertise, Long & Foster is poised to cater to the distinctive market of luxury properties. Enhanced through our exclusive affiliation with Christie's International Real Estate, and our affiliations with Luxury Portfolio International™, 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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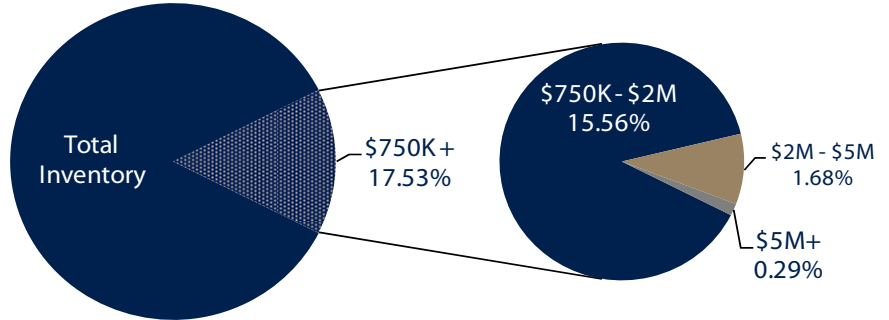
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Compared to last September, the total number of homes more than \$750,000 available this month was lower by 0.9% and lower by 2.9% compared to September 2015.

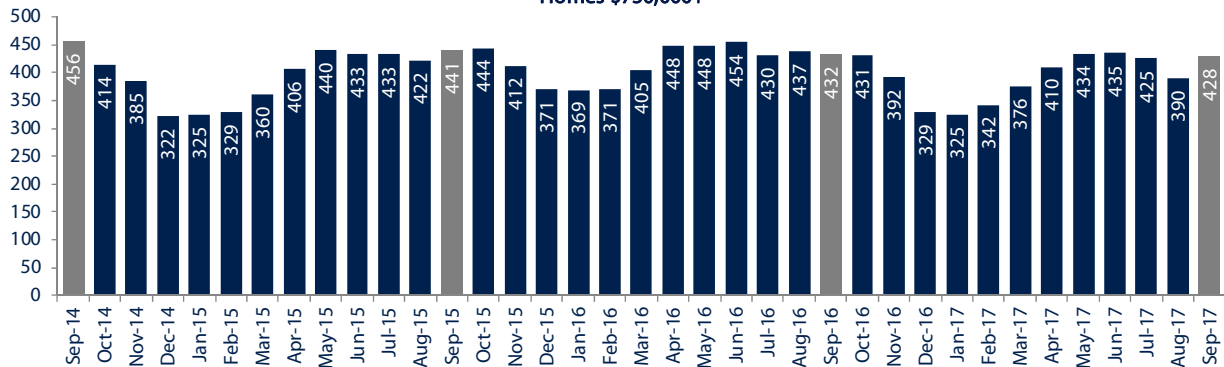
Active inventory this September was 9.7% higher than the previous month's supply of available inventory.

INVENTORY PRICE RANGES



ACTIVE INVENTORY

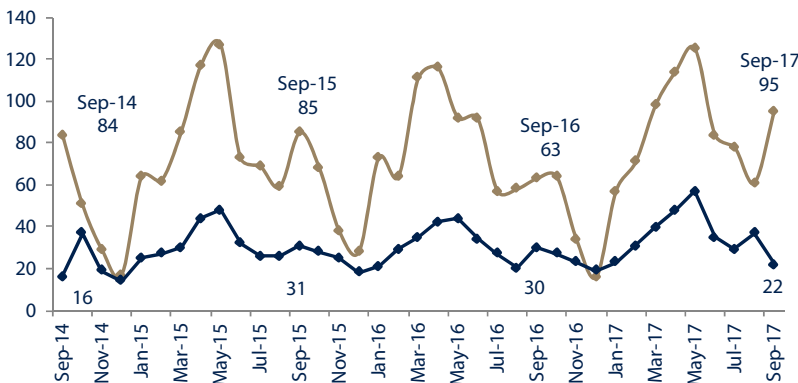
Homes \$750,000+



NEW LISTINGS & NEW CONTRACTS

Homes \$750,000+

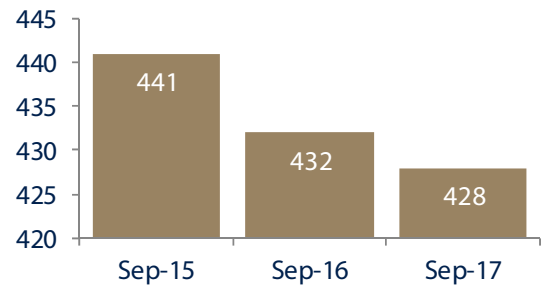
— New Listings — New Contracts



ACTIVE INVENTORY

Versus Previous Years

Homes \$750,000+

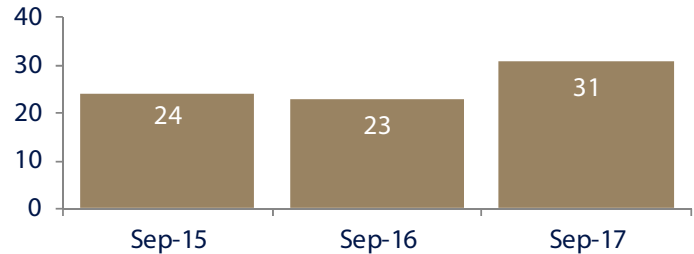


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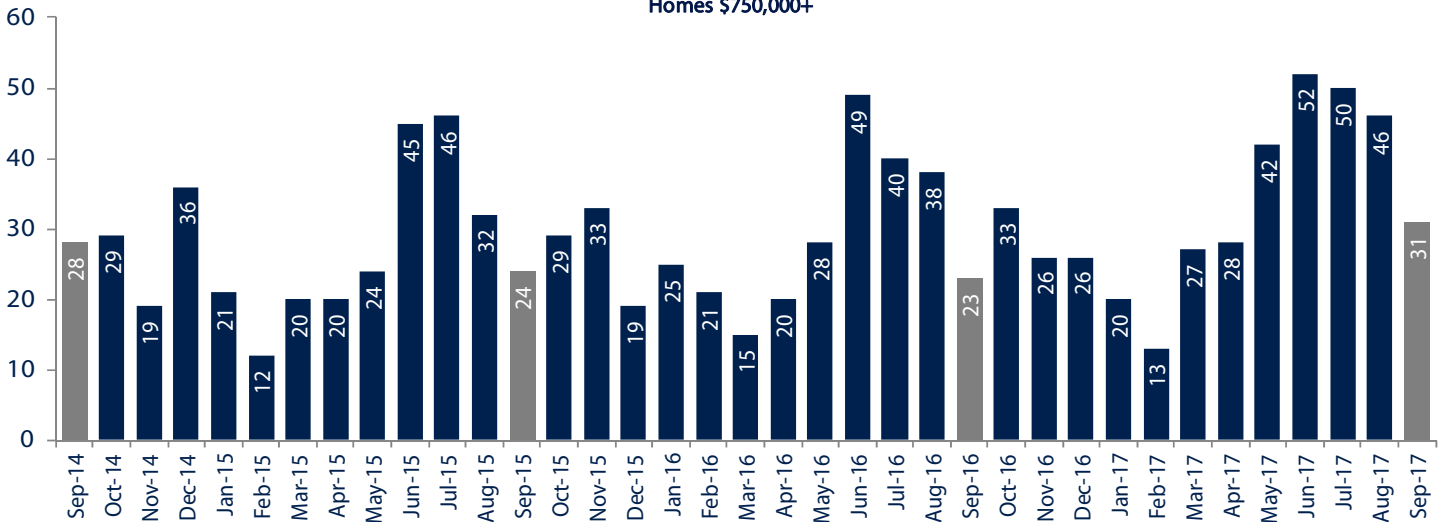
This month's units sold for homes more than \$750,000 was higher than at this time last year, an increase of 34.8% versus last September and an increase of 29.2% versus September of 2015.

There was a decrease of 32.6% in luxury units sold in September compared to August of this year.

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



UNITS SOLD
Homes \$750,000+



RECENT SELECTED LUXURY SALES

Homes \$750,000+

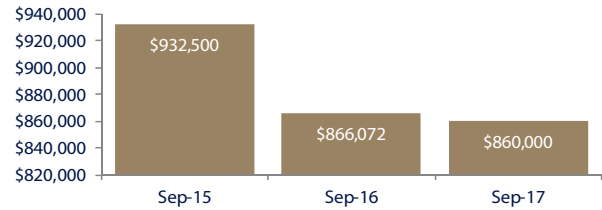
Sold Date	City	Zip Code	Final List Price	Final Sale Price	Sale Price as % of List Price	DOM	Long & Foster Represented	
							Buyer	Seller
September 13, 2017	Kennett Square	19348	\$1,150,000	\$952,500	82.8%	519	✓	
September 29, 2017	Phoenixville	19460	\$750,000	\$750,000	100.0%	6		✓
August 30, 2017	Malvern	19355	\$1,025,000	\$950,000	92.7%	247		✓
August 21, 2017	Malvern	19355	\$825,000	\$842,828	102.2%	10	✓	
August 28, 2017	Landenberg	19350	\$879,000	\$800,000	91.0%	268		✓
August 23, 2017	Berwyn	19312	\$779,900	\$770,000	98.7%	4	✓	
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	✓	

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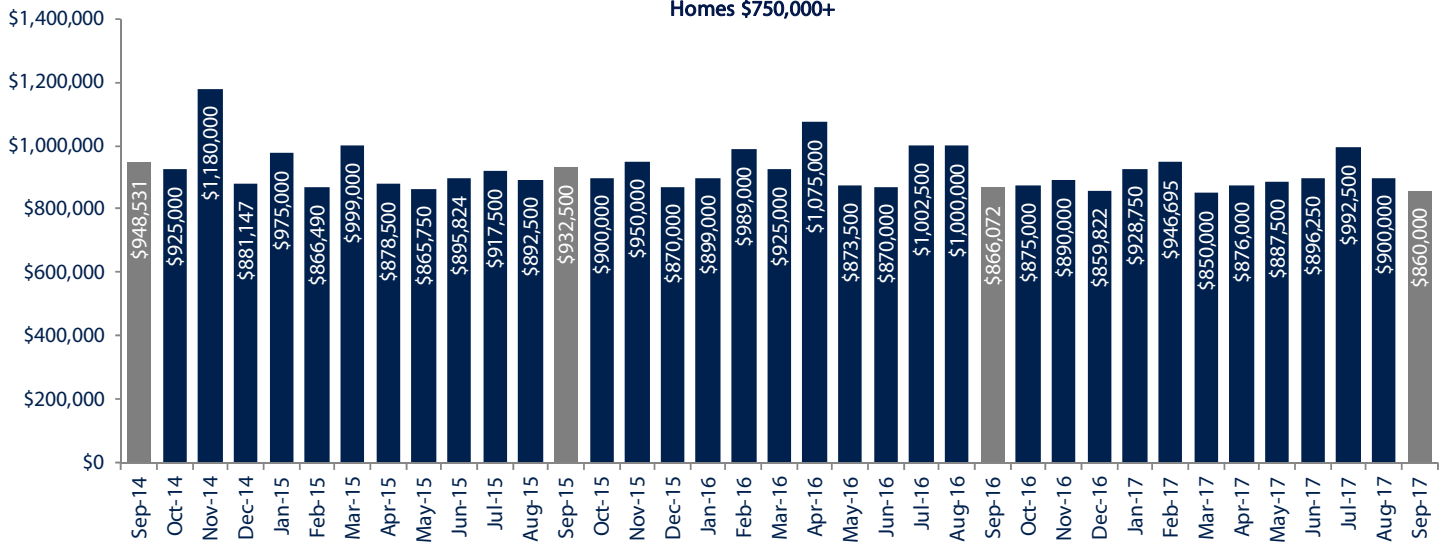
In September, the median sales price for homes more than \$750,000 was \$860,000, a decrease of 0.7% compared to last year.

The current median sales price was lower by 4.4% than in August.

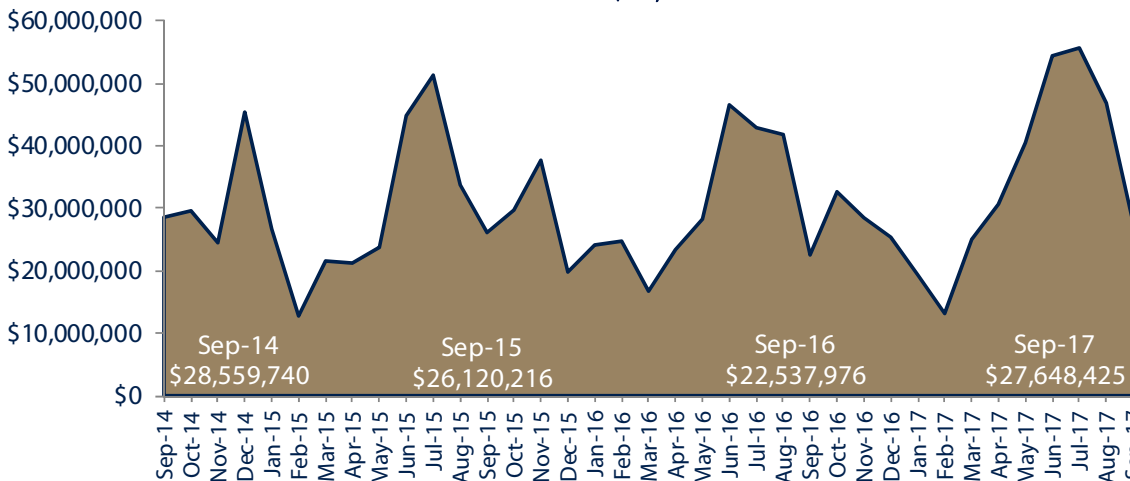
MEDIAN SALES PRICE
Versus Previous Years
Homes \$750,000+



MEDIAN SALES PRICE
Homes \$750,000+



TOTAL DOLLAR VOLUME SOLD
Homes \$750,000+



Total volume sold this September was 22.7% higher than the same month one year ago.

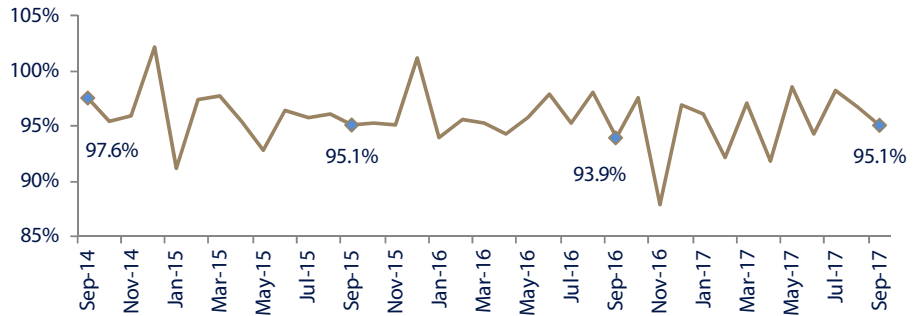
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In September, the average sale price for homes more than \$750,000 was 95.1% of the average list price, which is 1.2% higher than at this time last year.

This month, the average number of days on market was 115, lower than the average last year, which was 125, a decrease of 8.0%.

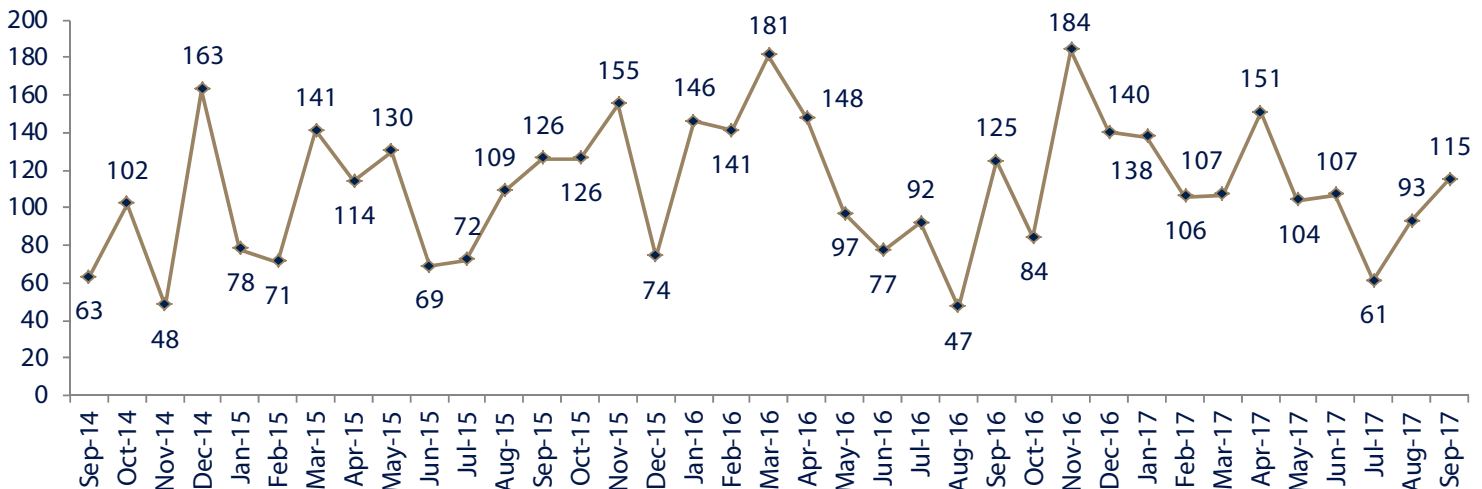
SALE PRICE AS % OF LIST PRICE

Homes \$750,000+



DAYS ON MARKET

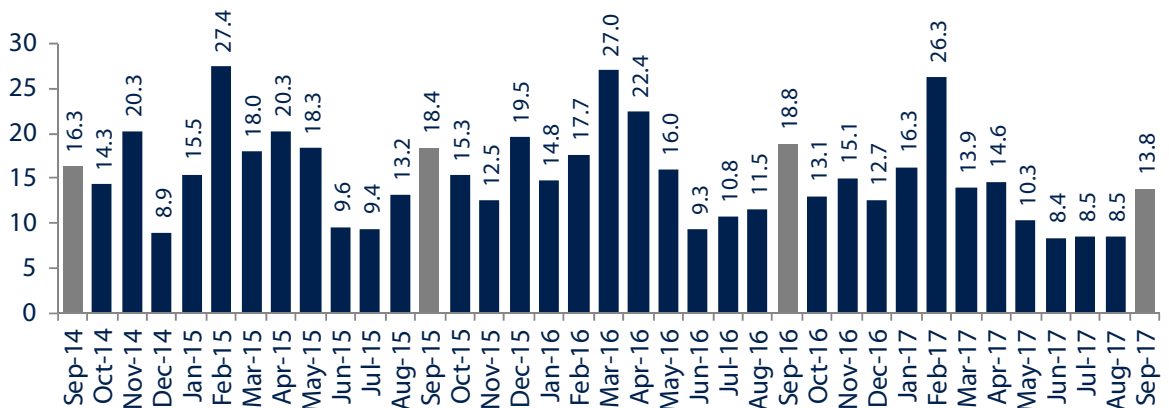
Homes \$750,000+



MONTHS OF SUPPLY

Homes \$750,000+

In September, there were 13.8 months of supply available, compared to 18.8 in September of 2016. That is a decrease of 26.6% versus a year ago.



Chester County, Pennsylvania - September 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 September 1, 2014 through September 30, 2017.

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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