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LuxInsight

Delaware County

Pennsylvania

Luxury Housing Market Update

June 2018



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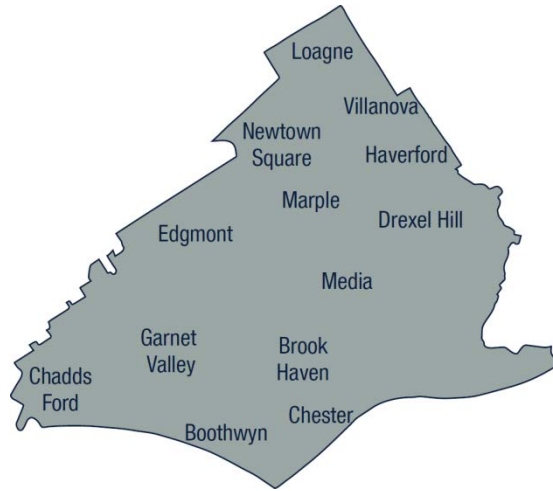
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Delaware County, Pennsylvania - June 2018

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.

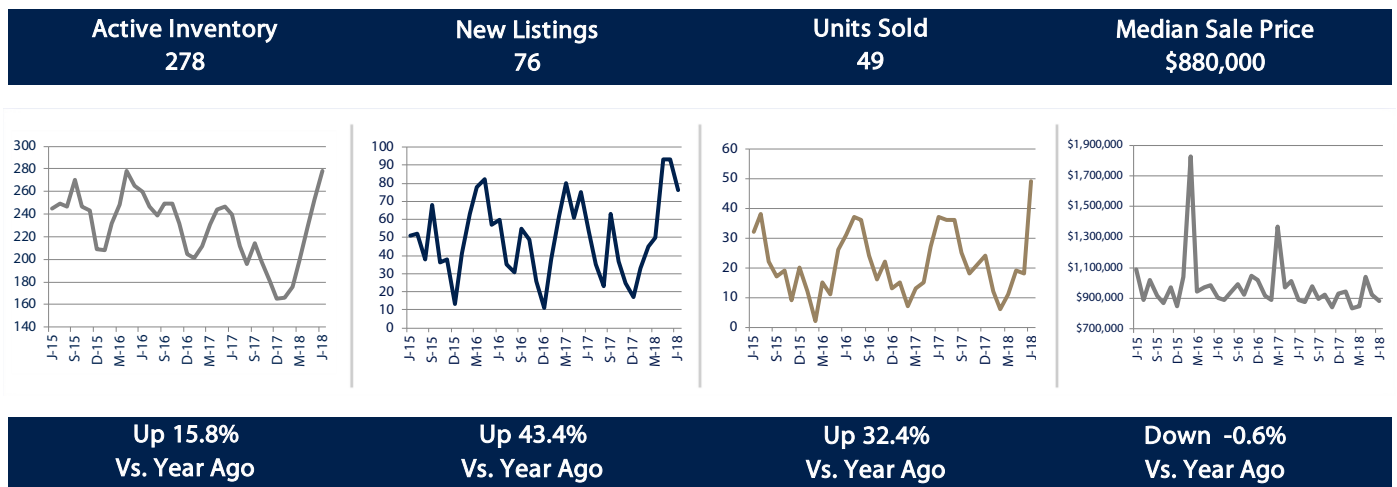
Published monthly, LuxInsight provides you with A broad overview of real estate trends in the high-end real estate market. From median sale prices and active inventory to the current housing Demand and available active listings, LuxInsight gives you access to essential statistics you need to know.



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+

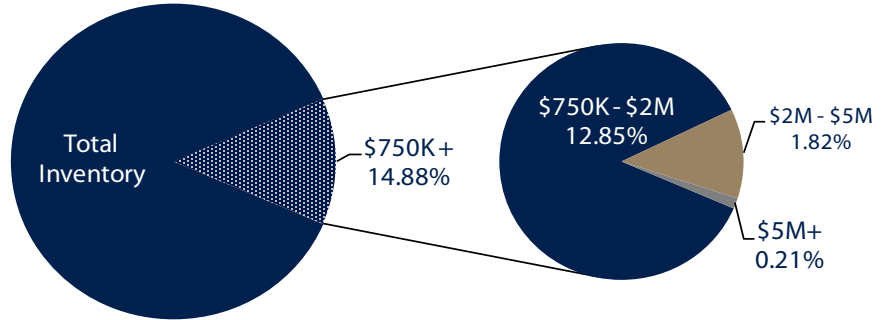


Delaware County, Pennsylvania - June 2018

Compared to last June, the total number of homes more than \$750,000 available this month was higher by 15.8% and higher by 6.9% compared to June 2016.

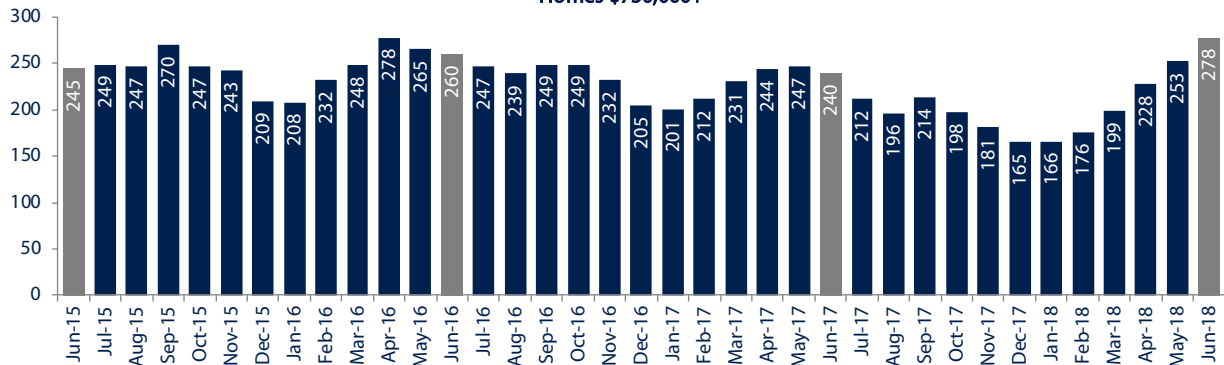
Active inventory this June was 9.9% higher than the previous month's supply of available inventory.

INVENTORY PRICE RANGES



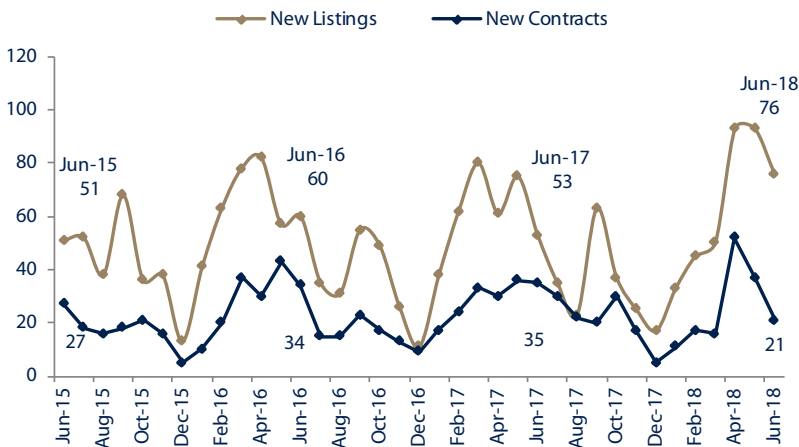
ACTIVE INVENTORY

Homes \$750,000+



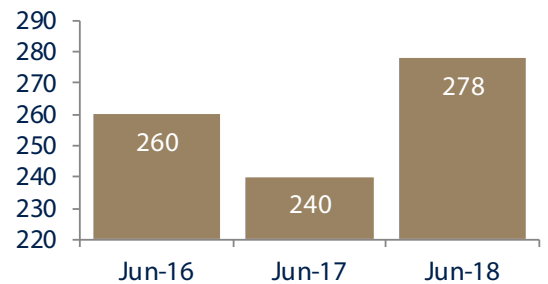
NEW LISTINGS & NEW CONTRACTS

Homes \$750,000+



ACTIVE INVENTORY

Versus Previous Years
Homes \$750,000+

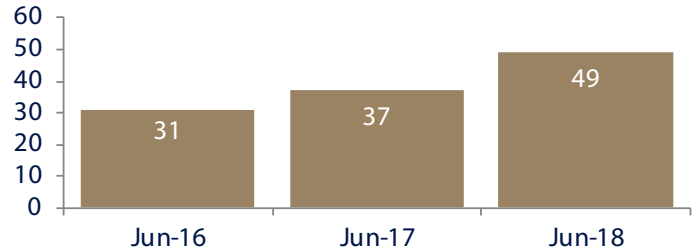


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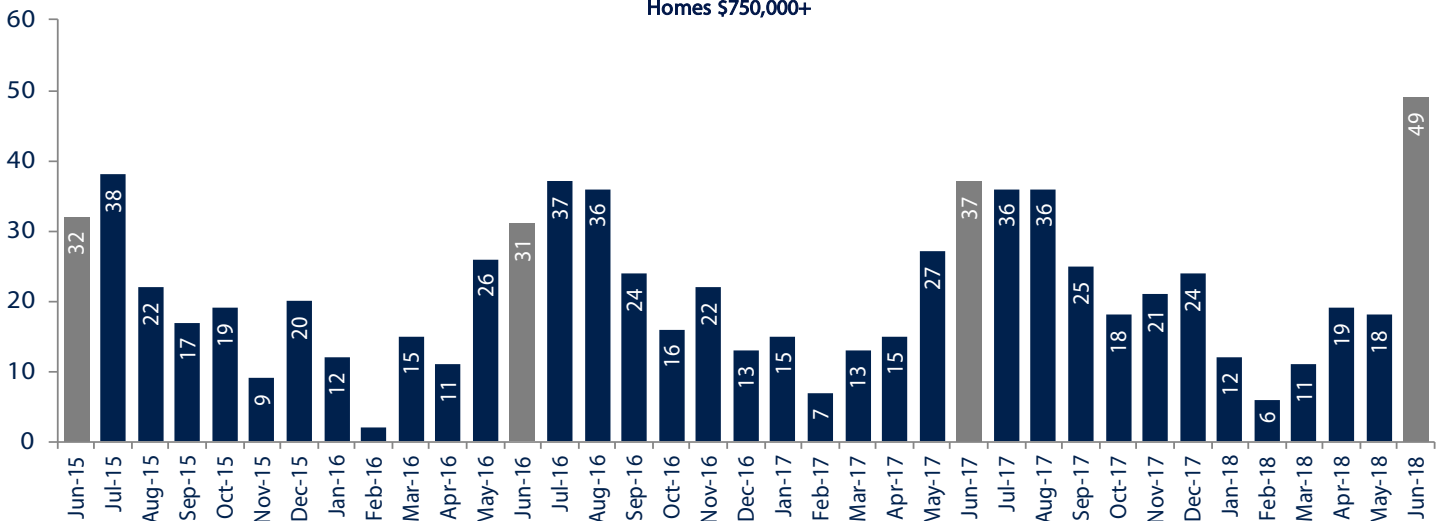
This month's units sold for homes more than \$750,000 was higher than at this time last year, an increase of 32.4% versus last June and an increase of 58.1% versus June of 2016.

There was an increase of 172.2% in luxury units sold in June compared to May 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
April 11, 2018	Haverford	19041	\$1,700,000	\$1,575,000	92.6%	28		✓
April 13, 2018	Haverford	19041	\$1,095,000	\$1,039,225	94.9%	168	✓	
April 12, 2018	Newtown Square	19073	\$850,000	\$840,000	98.8%	42	✓	
April 12, 2018	Newtown Square	19073	\$665,045	\$828,993	124.7%	160	✓	
March 30, 2018	Newtown Square	19073	\$899,500	\$847,000	94.2%	194		✓
March 20, 2018	Glen Mills	19342	\$795,000	\$750,000	94.3%	312		✓
January 29, 2018	Bryn Mawr	19010	\$1,000,000	\$967,500	96.8%	45	✓	
January 22, 2018	Glen Mills	19342	\$1,050,000	\$945,000	90.0%	176		✓

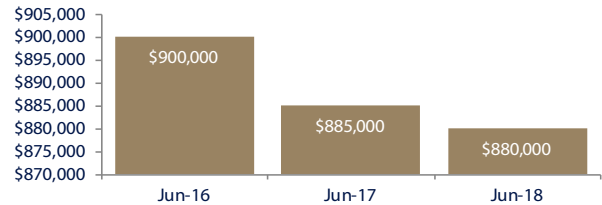
Delaware County, Pennsylvania - June 2018

In June, the median sales price for homes more than \$750,000 was \$880,000, a decrease of 0.6% compared to last year.

The current median sales price was lower by 4.2% than in May.

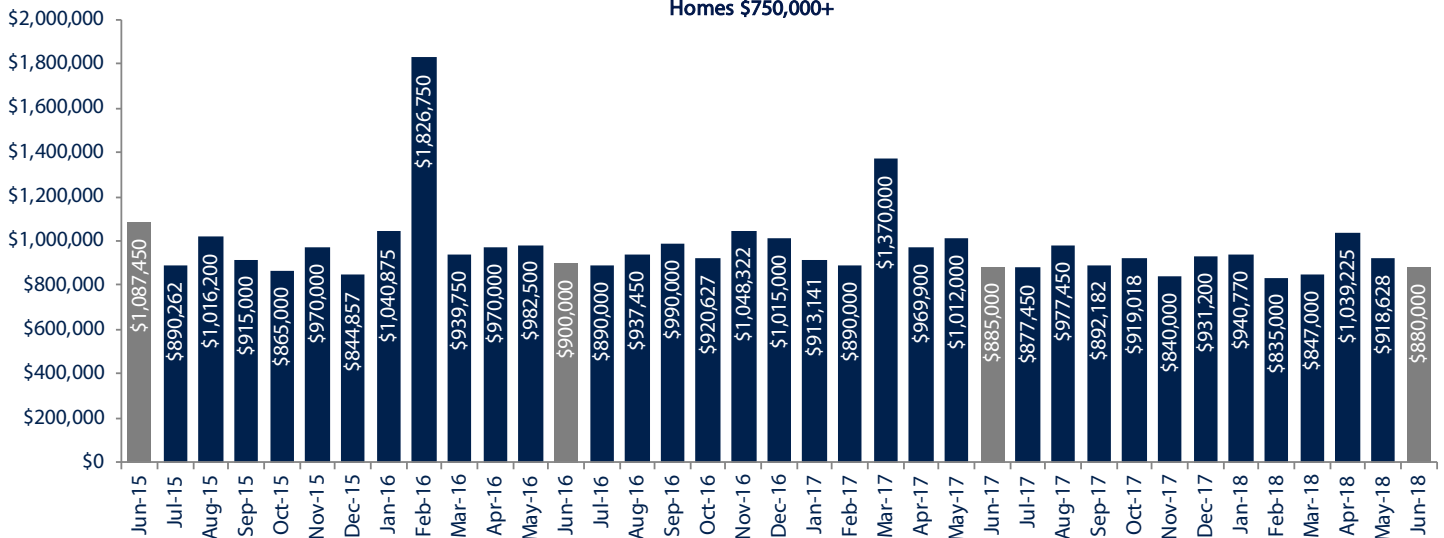
MEDIAN SALES PRICE

Versus Previous Years
Homes \$750,000+



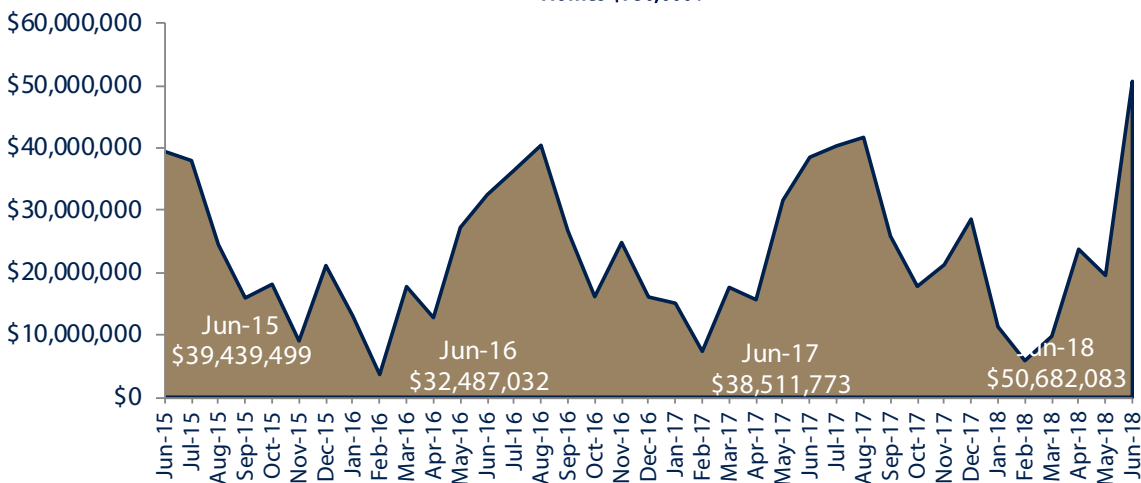
MEDIAN SALES PRICE

Homes \$750,000+



TOTAL DOLLAR VOLUME SOLD

Homes \$750,000+



Total volume sold this June was 31.6% higher than the same month one year ago.

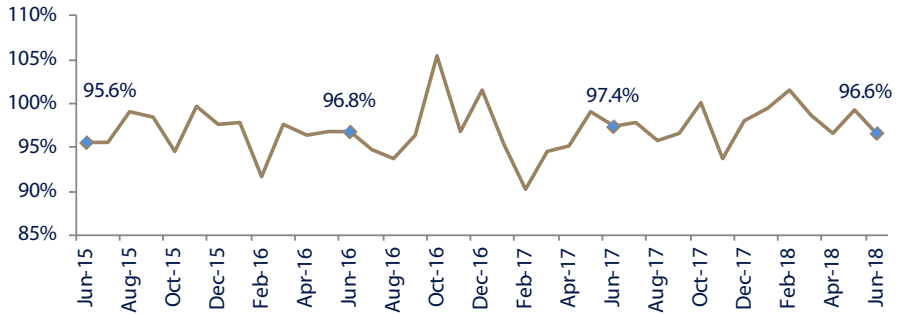
Delaware County, Pennsylvania - June 2018

In June, the average sale price for homes more than \$750,000 was 96.6% of the average list price, which is 0.8% lower than at this time last year.

This month, the average number of days on market was 44, lower than the average last year, which was 94.

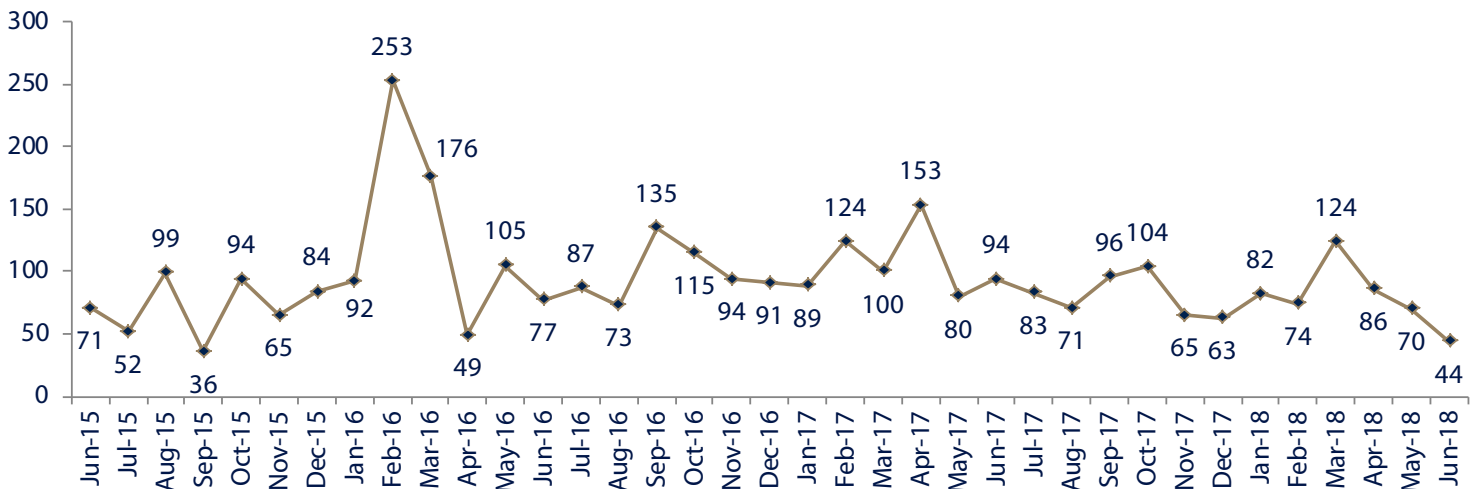
SALE PRICE AS % OF LIST PRICE

Homes \$750,000+



DAYS ON MARKET

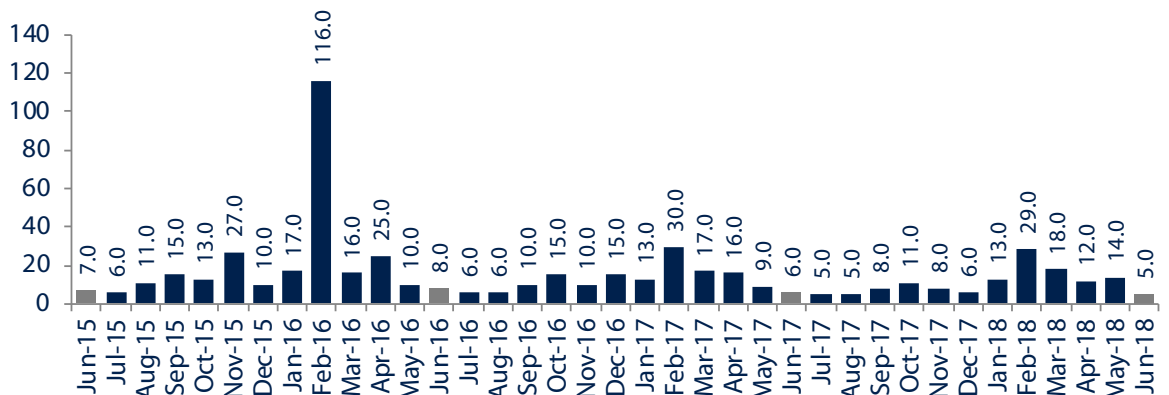
Homes \$750,000+



MONTHS OF SUPPLY

Homes \$750,000+

In June, there were 5.0 months of supply available, compared to 6.0 in June of 2017. That is a decrease of 16.7% versus a year ago.



Delaware County, Pennsylvania - June 2018

References & Definitions

DELAWARE, 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 Delaware, Pennsylvania only.

Analysis dates for all regions are June 1, 2015 through June 30, 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."

For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Analysis dates are June 1, 2015 through June 30, 2018".

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