

LuxInsight

LUXURY HOUSING MARKET REPORT

Delaware County, Pennsylvania

January 2024

Luxury Summary



LONG & FOSTER
REAL ESTATE

Long & Foster's All-Inclusive Services

Real Estate | Mortgage | Home Inspection | Title | Insurance | Moving | Property Management | Vacation Rentals | Relocation

Global Partnerships

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Delaware County, Pennsylvania - January 2024

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

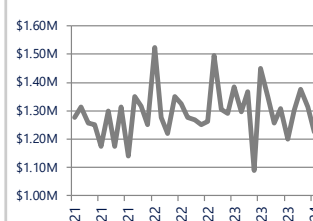
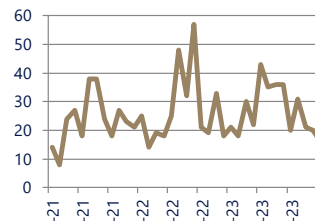
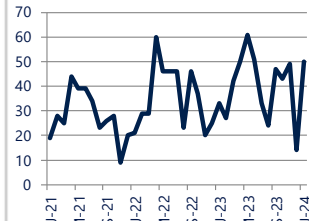
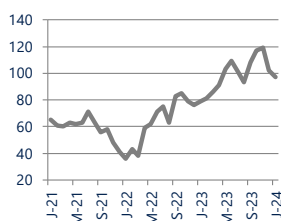
Homes \$1 Million+

Active Inventory
97

New Listings
50

Units Sold
16

Median Sale Price
\$1,225,000



Up 22.8%
Vs. Year Ago

Up 51.5%
Vs. Year Ago

Down -23.8%
Vs. Year Ago

Down -11.6%
Vs. Year Ago

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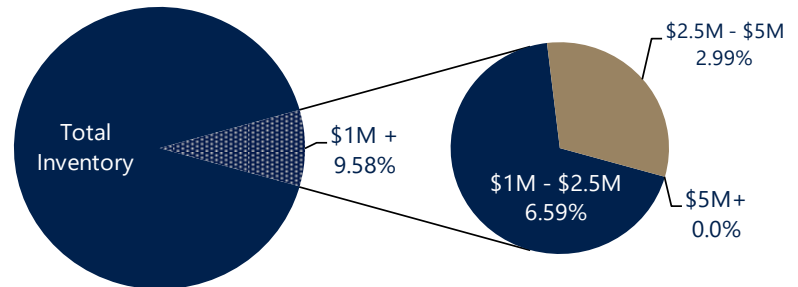
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Compared to last January, the total number of homes more than \$1 Million available this month was higher by 22.8% and higher by 169.4% compared to January 2022.

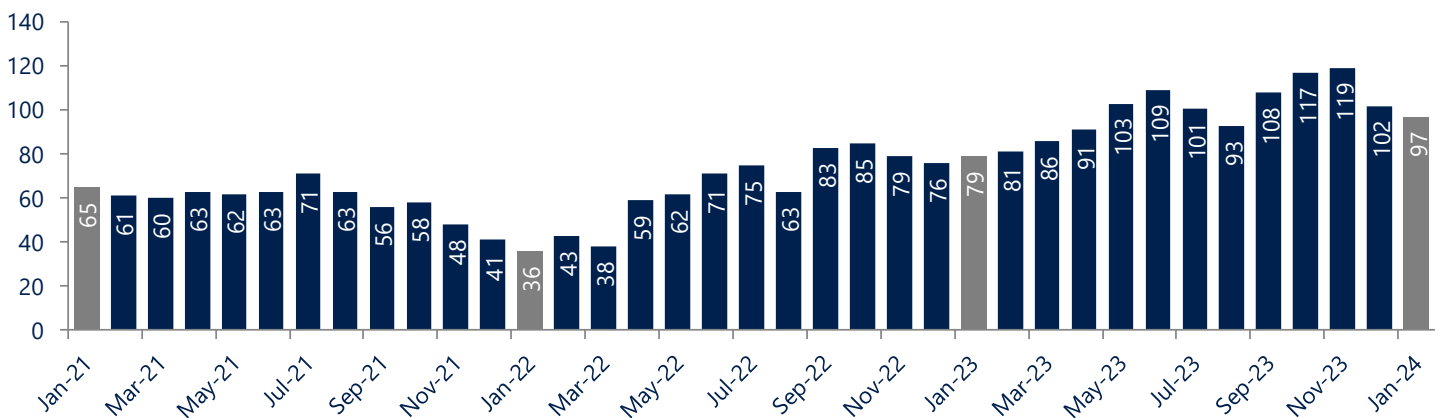
Active inventory this January was 4.9% lower than the previous month's supply of available inventory.

INVENTORY PRICE RANGES



ACTIVE INVENTORY

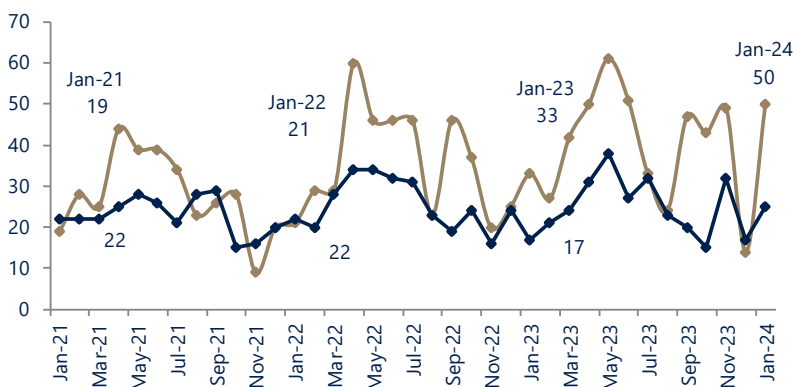
Homes \$1 Million+



NEW LISTINGS & NEW CONTRACTS

Homes \$1 Million+

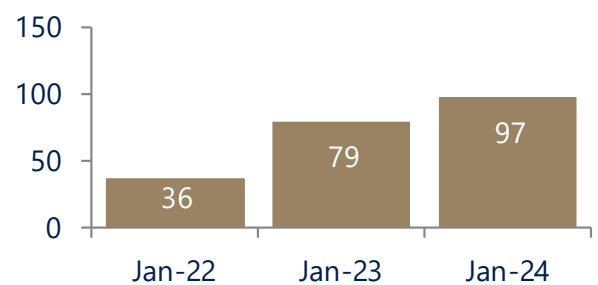
— New Listings — New Contracts



ACTIVE INVENTORY

Versus Previous Years

Homes \$1 Million+



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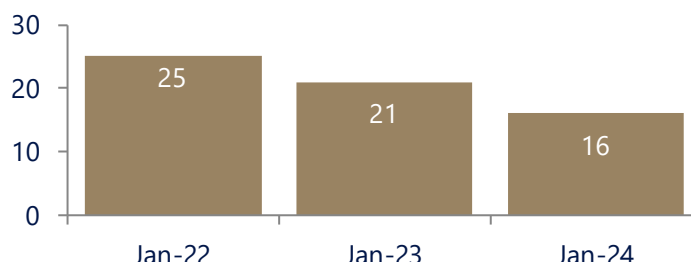
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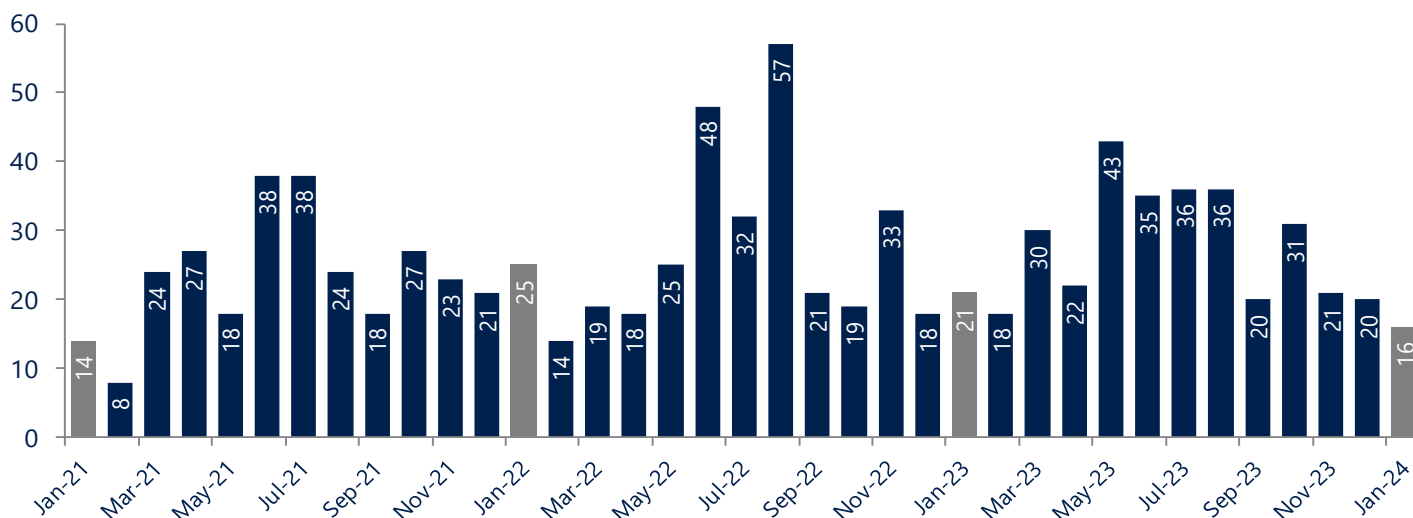
This month's units sold for homes more than \$1 Million was lower than at this time last year, a decrease of 23.8% versus last January and a decrease of 36.0% versus January of 2022.

There was a decrease of 20.0% in luxury units sold in January compared to December of this year.

UNITS SOLD
Versus Previous Years
Homes \$1 Million+



UNITS SOLD
Homes \$1 Million+



RECENT SELECTED LUXURY SALES

Homes \$1 Million+

Sold Date	City	Zip Code	Final List Price	Final Sale Price	Sale Price as % of List Price	DOM	Long & Foster Represented	
							Buyer	Seller
January 9, 2024	Bryn Mawr	19010	\$1,480,000	\$1,550,000	104.7%	1		✓
December 29, 2023	Newtown Square	19073	\$1,399,999	\$1,268,000	90.6%	62		✓
December 22, 2023	Media	19063	\$980,000	\$1,018,000	103.9%	4		✓
November 3, 2023	Newtown Square	19073	\$1,395,000	\$1,285,000	92.1%	12		✓

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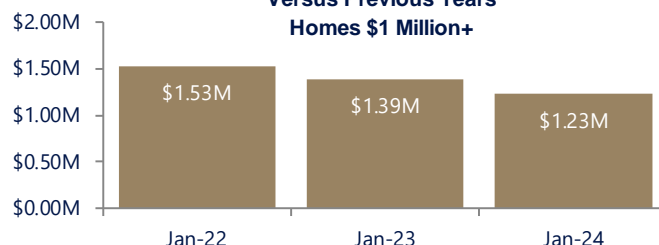
Delaware County, Pennsylvania - January 2024

In January, the median sales price for homes more than \$1 Million was \$1,225,000, a decrease of 11.6% compared to last year.

The current median sales price was lower by 6.7% than in December.

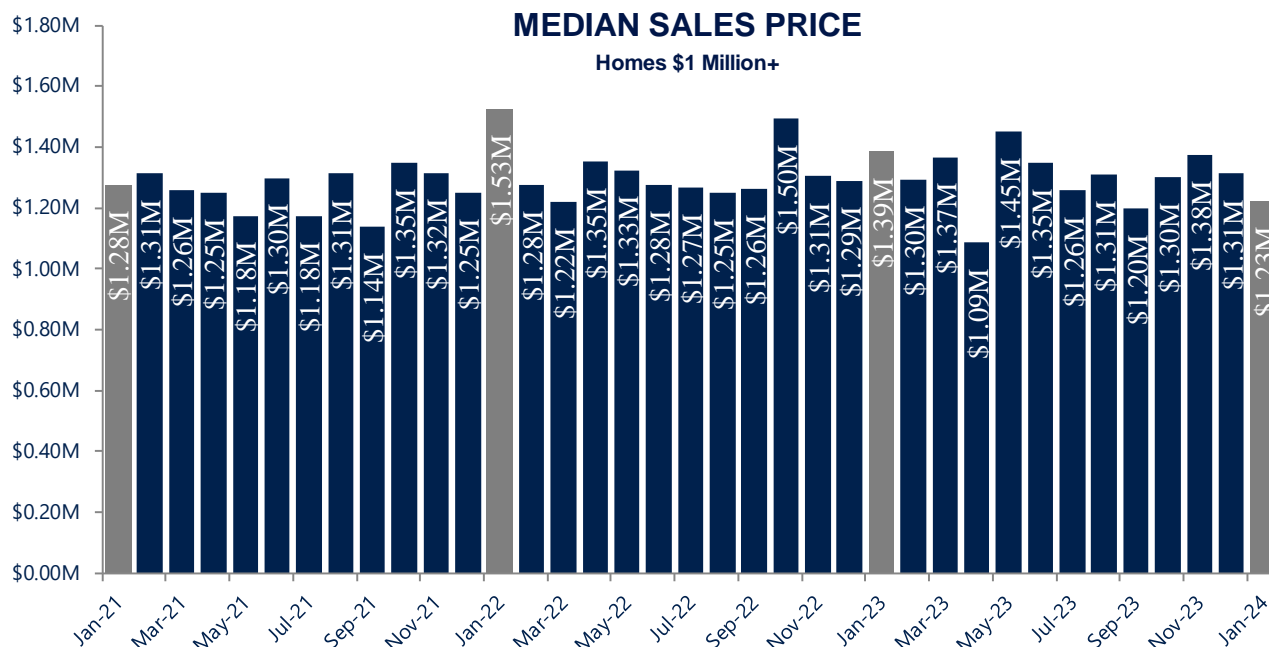
MEDIAN SALES PRICE

Versus Previous Years
Homes \$1 Million+



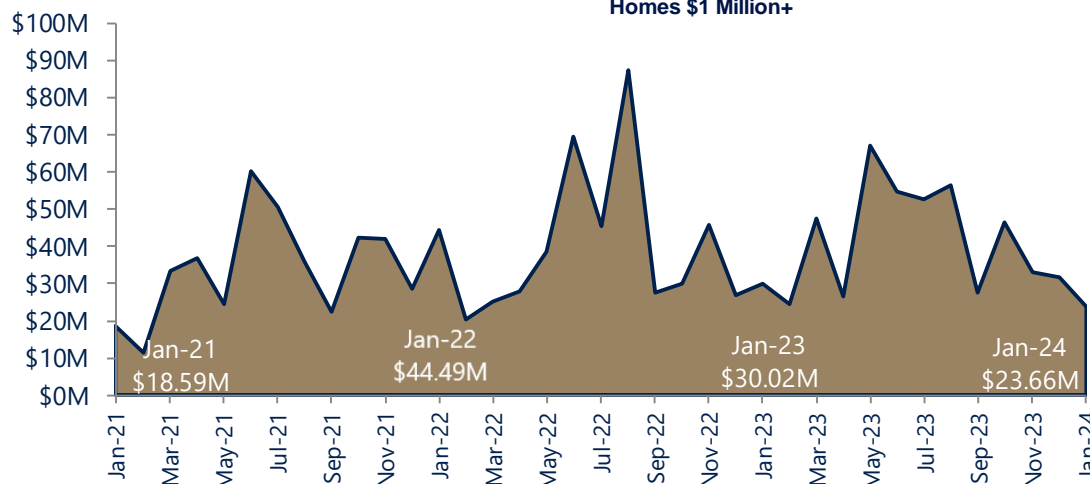
MEDIAN SALES PRICE

Homes \$1 Million+



TOTAL DOLLAR VOLUME SOLD

Homes \$1 Million+



Total volume sold this January was 21.2% lower than the same month one year ago.

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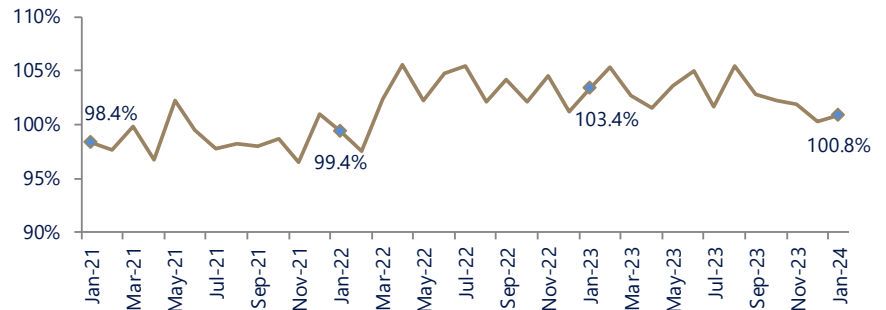
Delaware County, Pennsylvania - January 2024

In January, the average sale price for homes more than \$1 Million was 100.8% of the average list price, which is 2.6% lower than at this time last year.

This month, the average number of days on market was 28, higher than the average last year, which was 22, an increase of 27.3%.

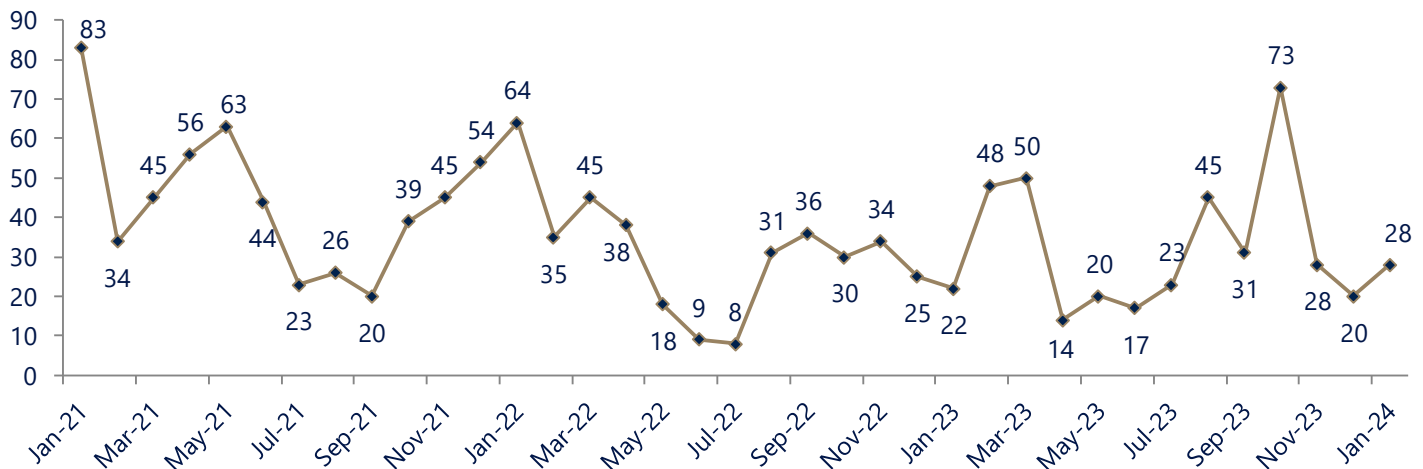
SALE PRICE AS % OF LIST PRICE

Homes \$1 Million+



DAYS ON MARKET

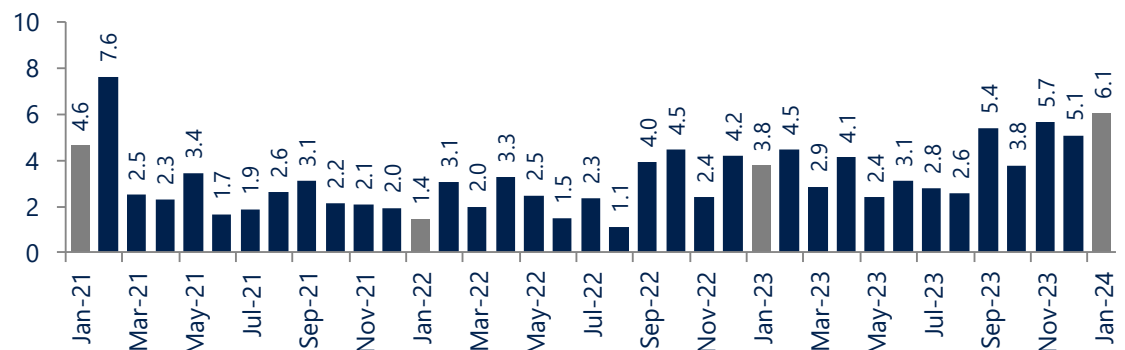
Homes \$1 Million+



MONTHS OF SUPPLY

Homes \$1 Million+

In January, there were 6.1 months of supply available, compared to 3.8 in January of 2023. That is an increase of 60.5% versus a year ago.



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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 January 1, 2021 through January 31, 2024.

Contacts & Disclaimers

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CREATED BY

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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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