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LuxInsight

Delaware County

Pennsylvania

Luxury Housing Market Update

December 2018



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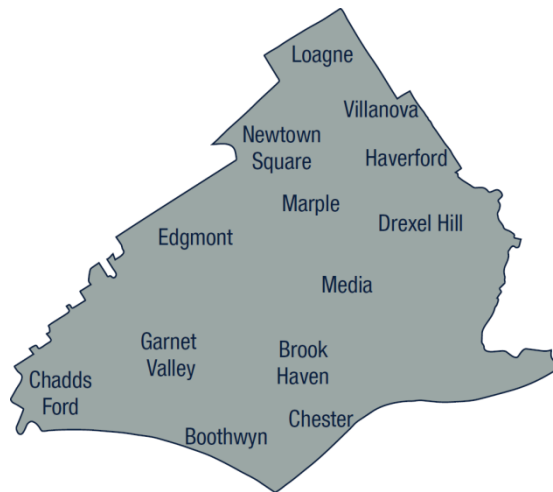
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Delaware County, Pennsylvania - December 2018

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.

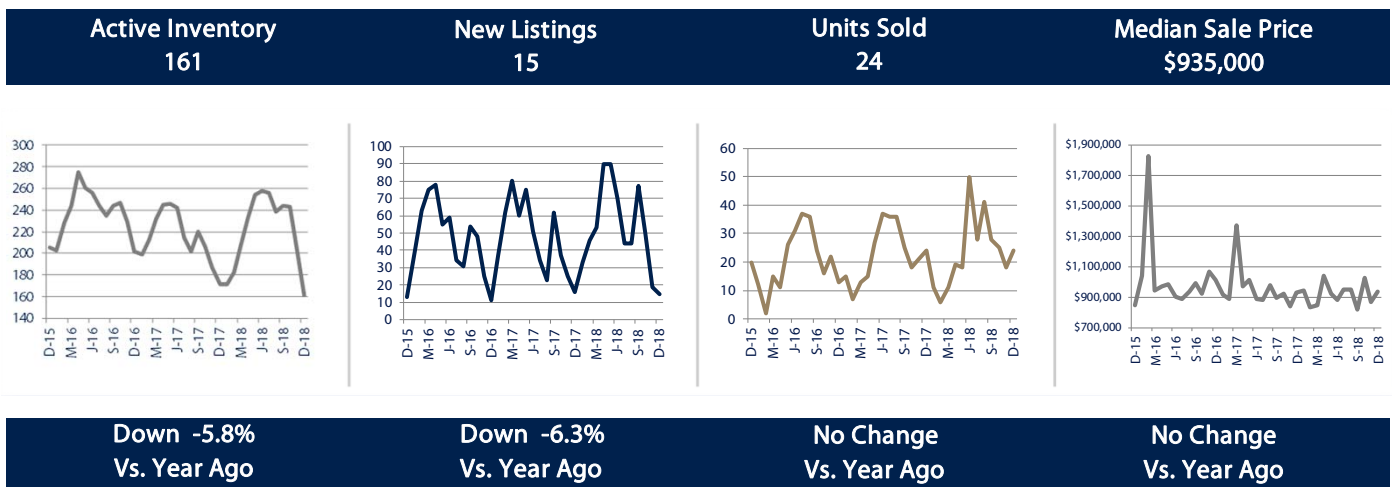
Published monthly, LuxInsight provides you with A broad overview of real estate trends in the high-end real estate market. From median sale prices and active inventory to the current housing Demand and available active listings, LuxInsight gives you access to essential statistics you need to know.



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+

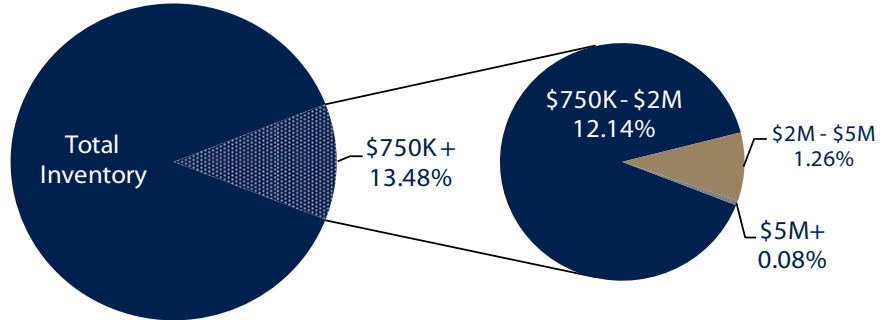


Delaware County, Pennsylvania - December 2018

Compared to last December, the total number of homes more than \$750,000 available this month was lower by 5.8% and lower by 20.3% compared to December 2016.

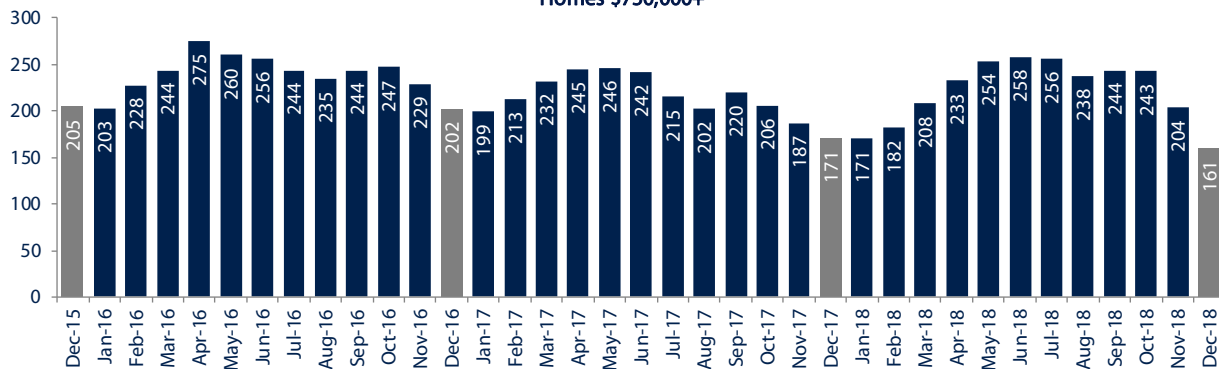
Active inventory this December was 21.1% lower than the previous month's supply of available inventory.

INVENTORY PRICE RANGES



ACTIVE INVENTORY

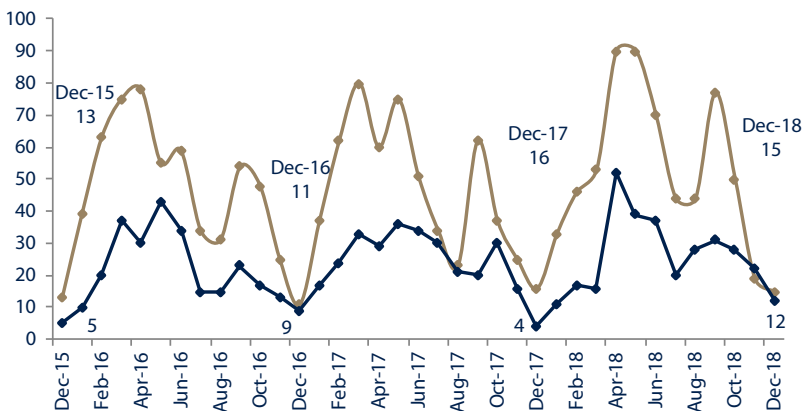
Homes \$750,000+



NEW LISTINGS & NEW CONTRACTS

Homes \$750,000+

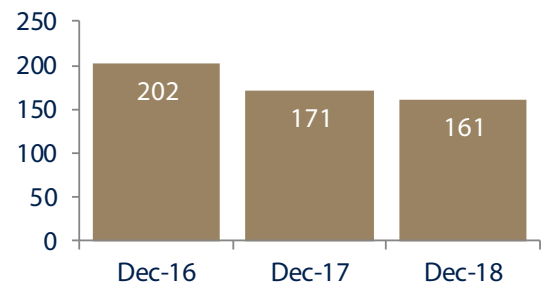
— New Listings — New Contracts



ACTIVE INVENTORY

Versus Previous Years

Homes \$750,000+

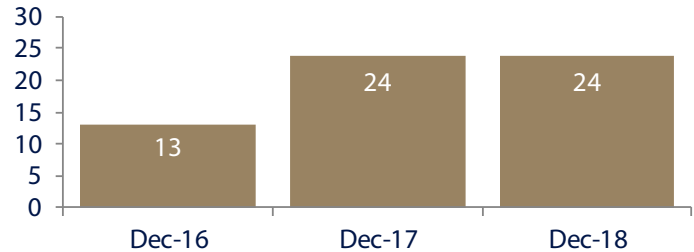


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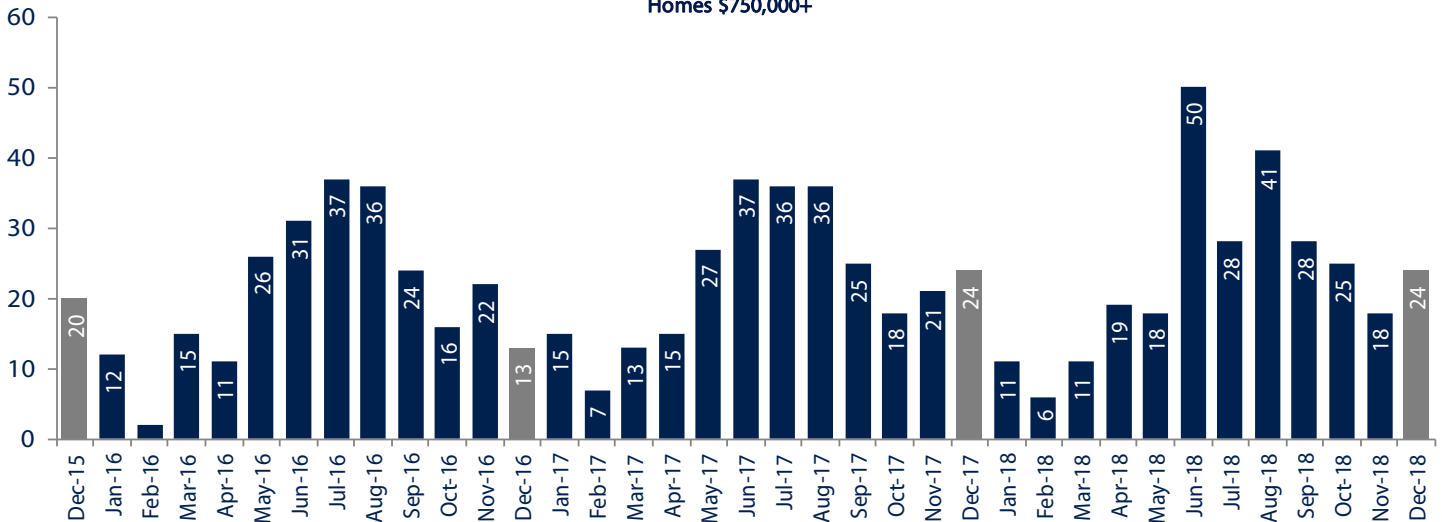
This month's total units sold for homes more than \$750,000 is similar compared to a year ago.

There was an increase of 33.3% in luxury units sold in December compared to November 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
December 21, 2018	Haverford	19041	\$1,399,900	\$1,417,300	101.2%	534	✓	
December 12, 2018	Newtown Square	19073	\$1,199,750	\$1,175,000	97.9%	195	✓	
November 16, 2018	Media	19063	\$925,000	\$865,000	93.5%	32	✓	✓
November 30, 2018	Bryn Mawr	19010	\$779,000	\$750,000	96.3%	170		✓
October 5, 2018	Media	19063	\$1,249,999	\$1,100,000	88.0%	190	✓	✓
October 26, 2018	Newtown Square	19073	\$799,000	\$755,000	94.5%	180		✓
September 14, 2018	Wayne	19087	\$1,568,300	\$1,500,000	95.6%	39	✓	
September 12, 2018	Bryn Mawr	19010	\$1,199,000	\$1,107,500	92.4%	34	✓	
September 13, 2018	Glen Mills	19342	\$769,000	\$760,000	98.8%	44		✓
September 7, 2018	Wayne	19087	\$799,000	\$750,000	93.9%	9		✓

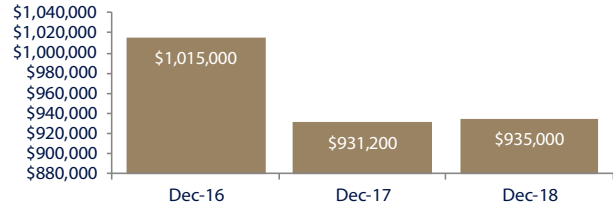
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In December, the median sales price for homes more than \$750,000 was \$935,000, similar compared to the same time last year.

The current median sales price is higher by 7.5% than in November.

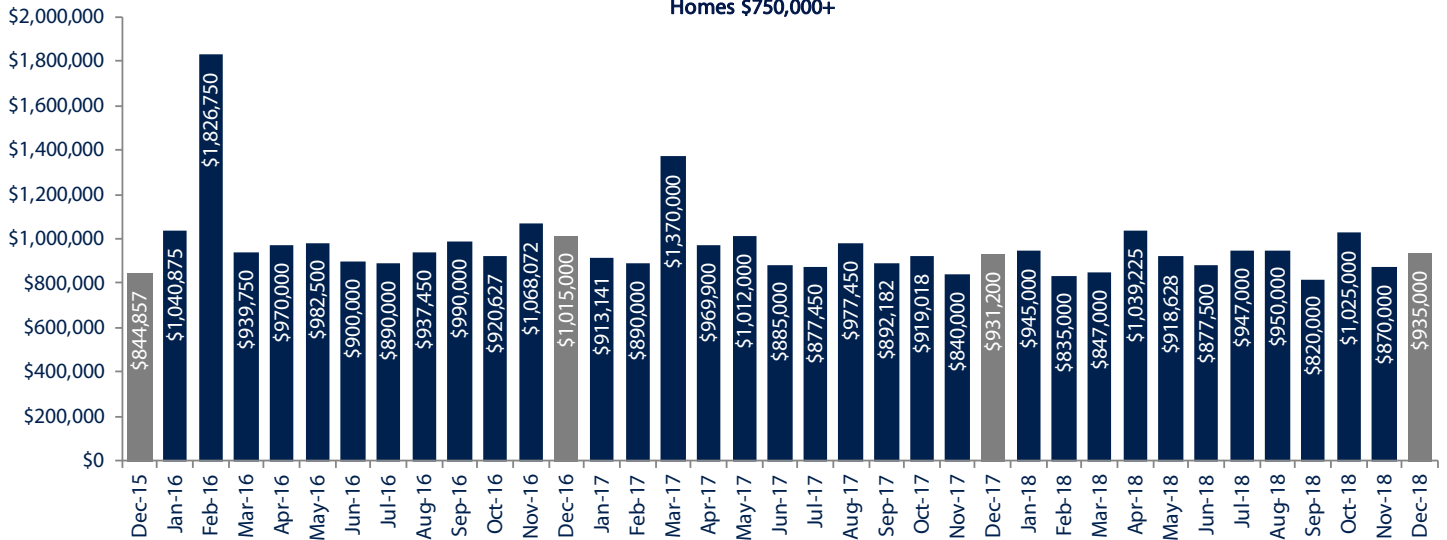
MEDIAN SALES PRICE

Versus Previous Years
Homes \$750,000+



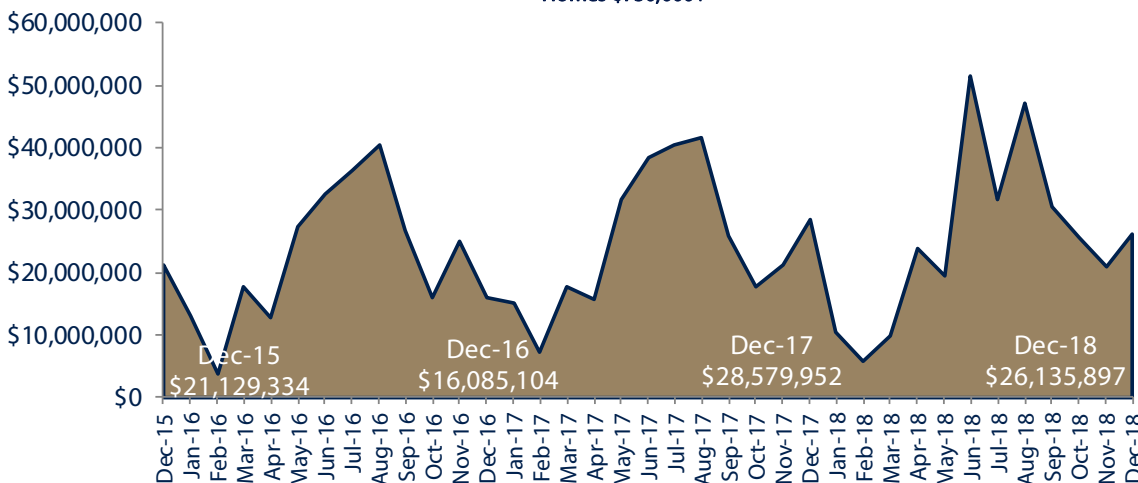
MEDIAN SALES PRICE

Homes \$750,000+



TOTAL DOLLAR VOLUME SOLD

Homes \$750,000+



Total volume sold this December was 8.6% lower than the same month one year ago.

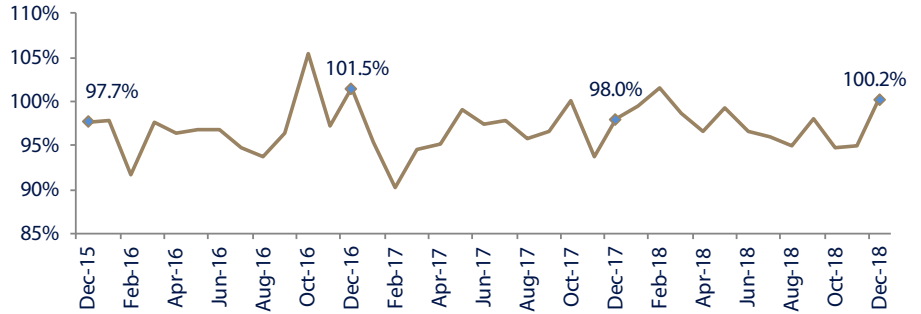
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In December, the average sale price for homes more than \$750,000 was 100.2% of the average list price, which is 2.2% higher than at this time last year.

This month, the average number of days on market was 46, lower than the average last year, which was 63, a decrease of 27.0%.

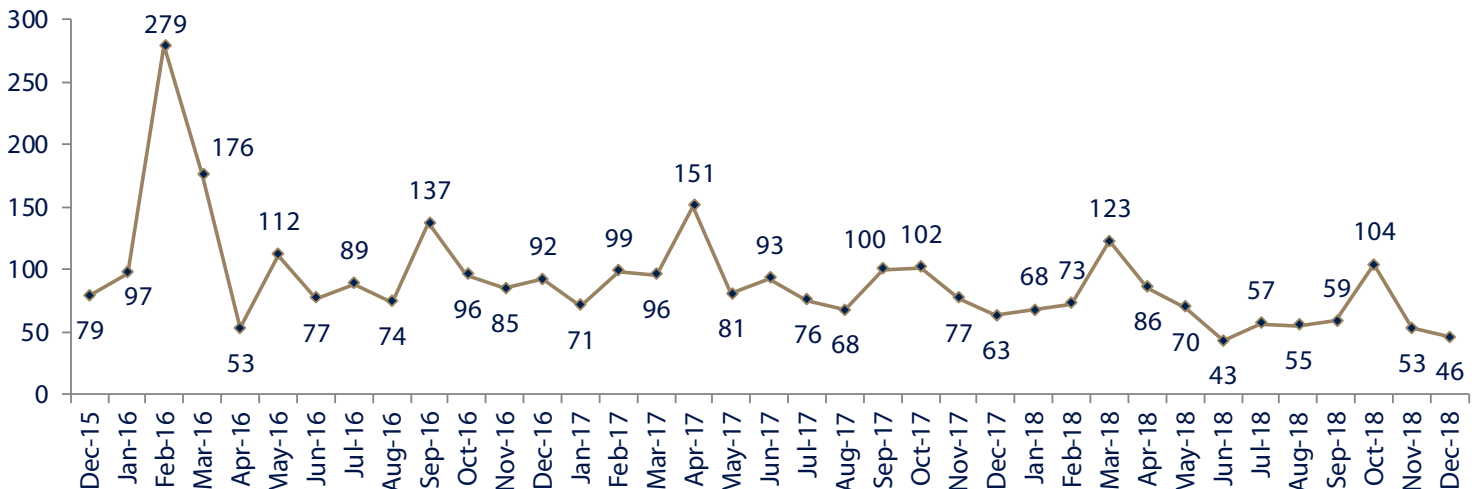
SALE PRICE AS % OF LIST PRICE

Homes \$750,000+



DAYS ON MARKET

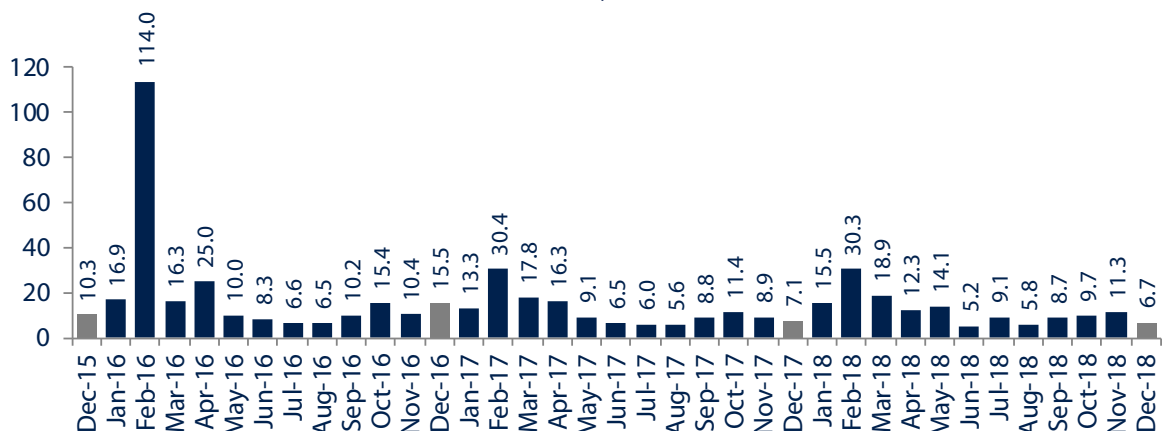
Homes \$750,000+



MONTHS OF SUPPLY

Homes \$750,000+

In December, there were 6.0 months of supply available, compared to 7.0 in December of 2017. That is a decrease of 14.3% versus a year ago.



Delaware County, Pennsylvania - December 2018

References & Definitions

DELAWARE, PA: LISTING SOURCE, REPORTING AREA, & DEFINITION

Based on data supplied by Bright 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 December 1, 2015 through December 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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