



Chester County

Quarterly Update

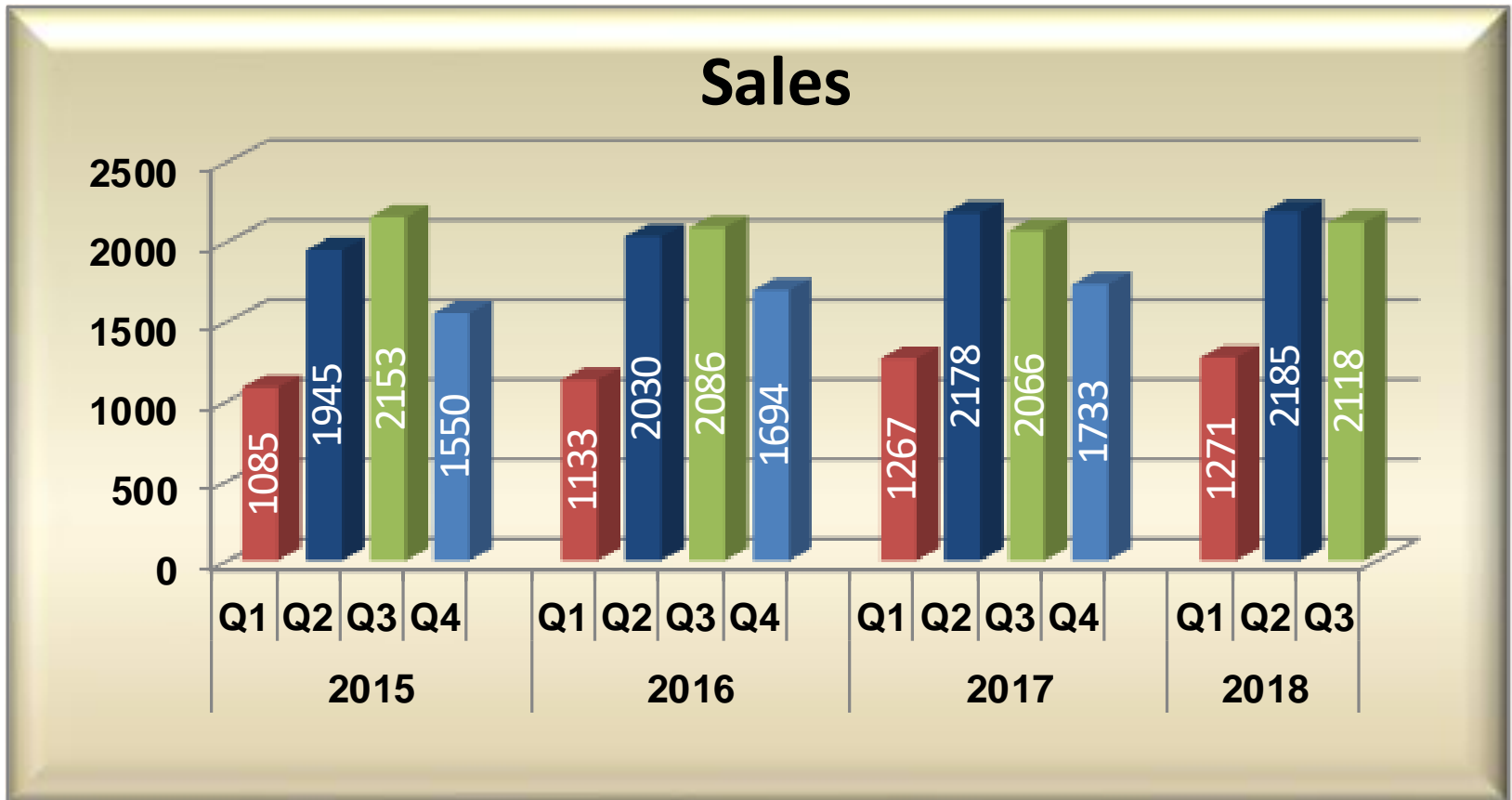
Third Quarter 2018 Report

Market Update

Total Quarterly Sales

YTD 2018 vs. 2017: 1.1%

Q3 2018 vs. Q3 2017: 2.5%

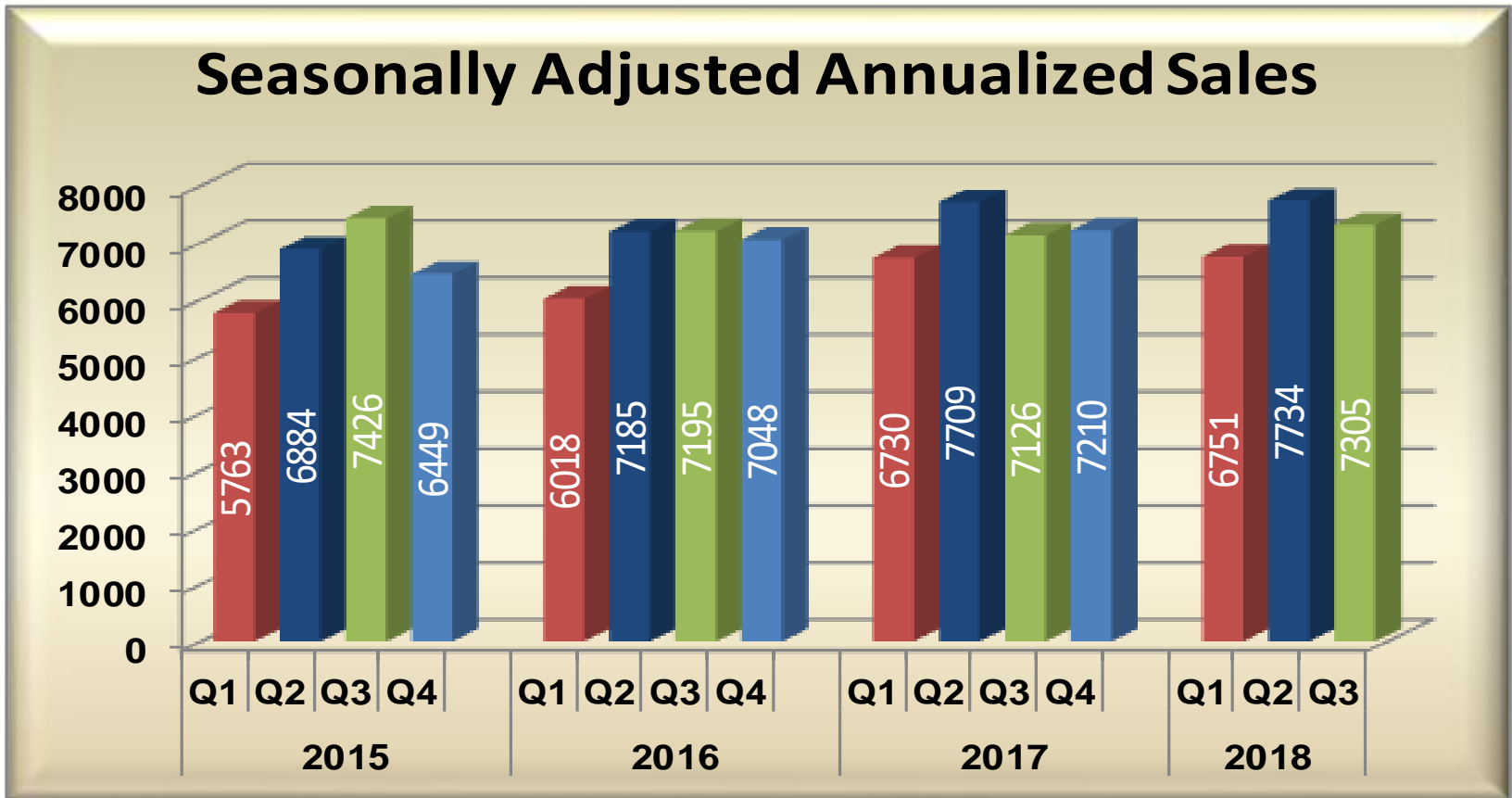


Market Update

Seasonally Adjusted Annualized Sales

Q3 2018 vs. Q2 2018: -5.5%

Q3 2018 vs. Q3 2017: 2.5%



Townships with the highest number of sales this quarter

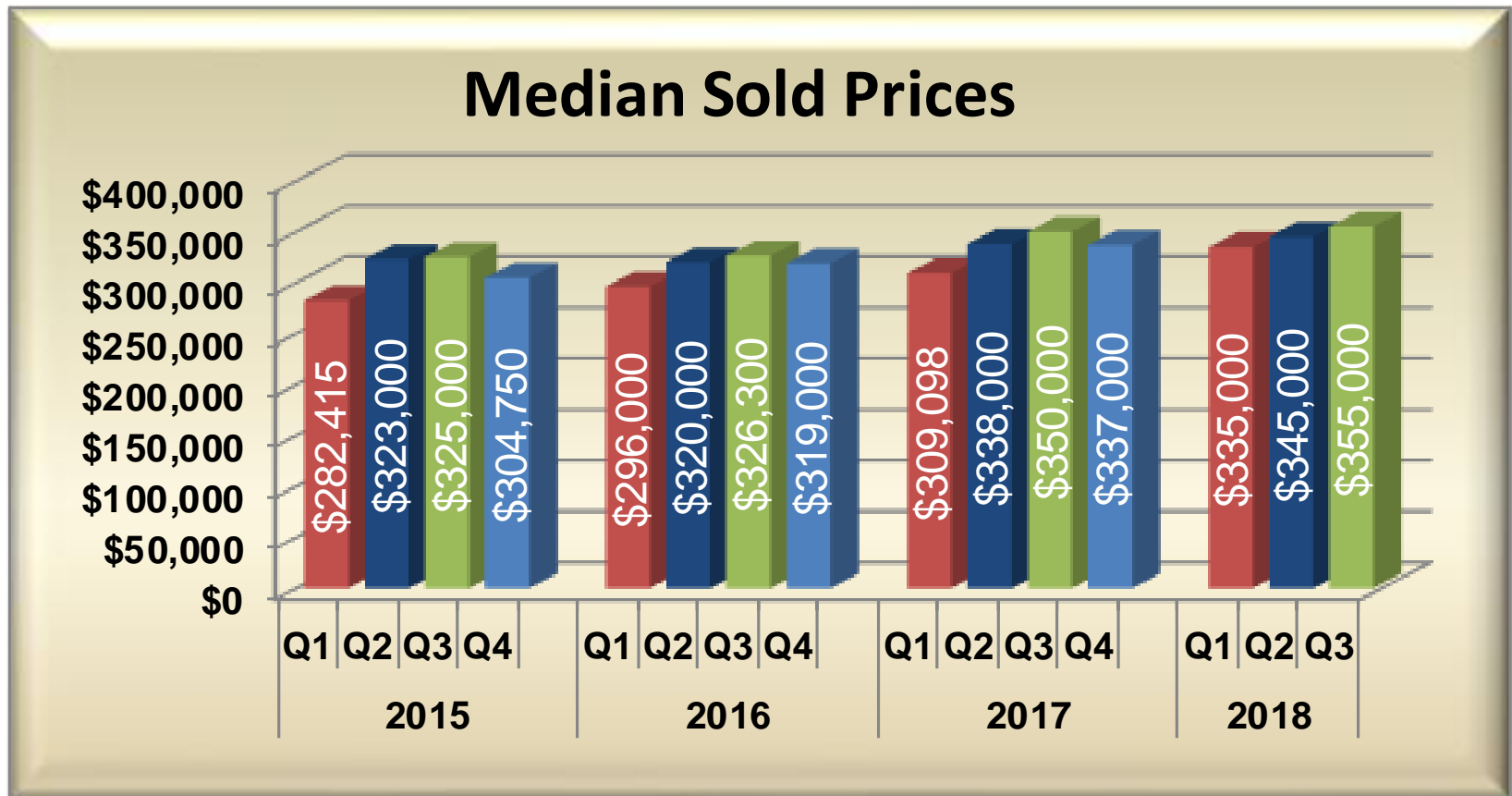
| Sales | Current Quarter | Previous Quarter | 1 Year Ago |
|-------------------|------------------------|-------------------------|-------------------|
| Tredyffrin Twp | 154 | 147 | 147 |
| Phoenixville Boro | 106 | 94 | 88 |
| Uwchlan Twp | 97 | 64 | 83 |
| E Goshen Twp | 91 | 101 | 114 |
| E Whiteland Twp | 86 | 69 | 83 |
| W Whiteland Twp | 75 | 77 | 71 |
| W Bradford Twp | 69 | 80 | 63 |

Market Update

Median Sold Price

YTD 2018 vs. 2017: 3.0%

Q3 2018 vs. Q3 2017: 1.4%

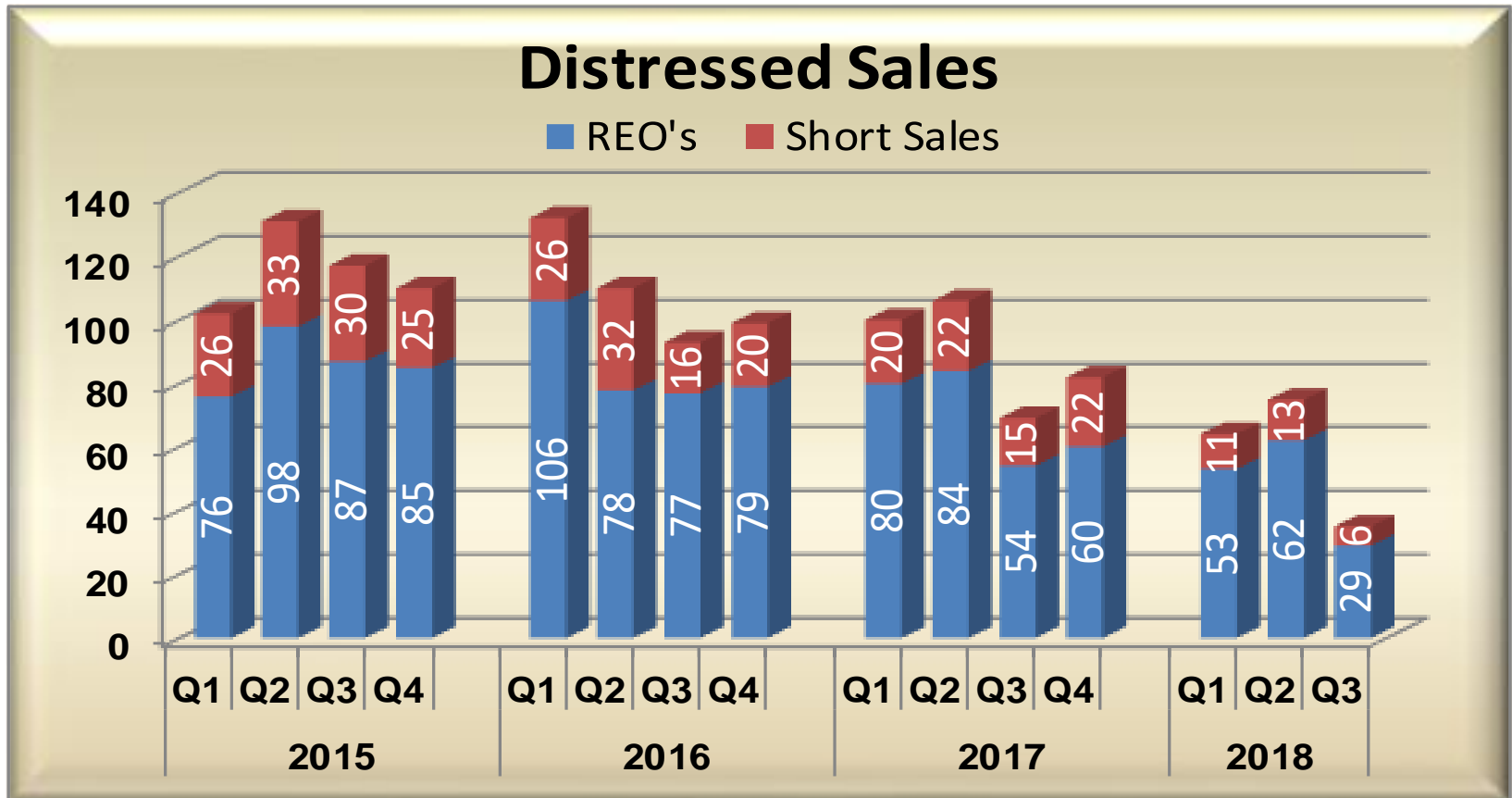


Market Update

Distressed Sales

YTD 2018 vs. 2017: - 46.2%

Q3 2018 vs. Q3 2017: -49.3%



Market Update

End of Quarter Inventory

Q3 2018 vs. Q2 2018: -0.8%

Q3 2018 vs. Q3 2017: -11.4%

