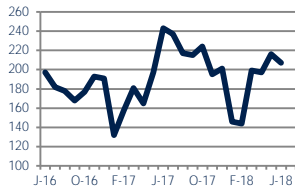


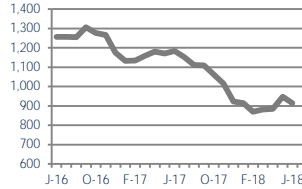


Units Sold 207



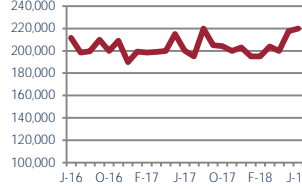
Down -15%
Vs. Year Ago

Active Inventory 915



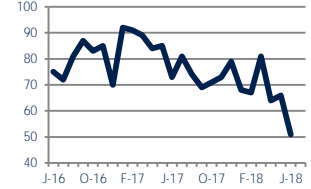
Down -23%
Vs. Year Ago

Median Sale Price \$220,000



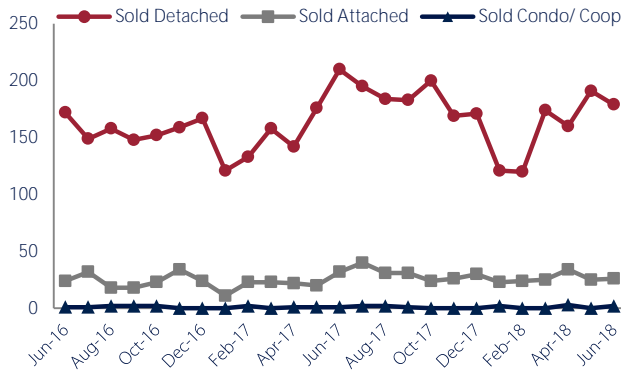
Up 10%
Vs. Year Ago

Days On Market 51



Down -30%
Vs. Year Ago

Units Sold*



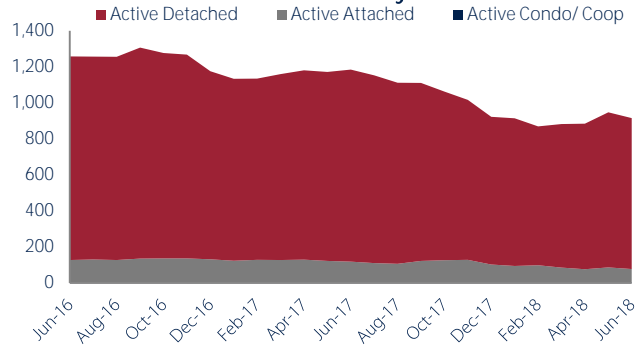
Units Sold

There was a decrease in total units sold in June, with 207 sold this month in Kent County versus 216 last month, a decrease of 4%. This month's total units sold was lower than at this time last year, a decrease of 15% versus June 2017.

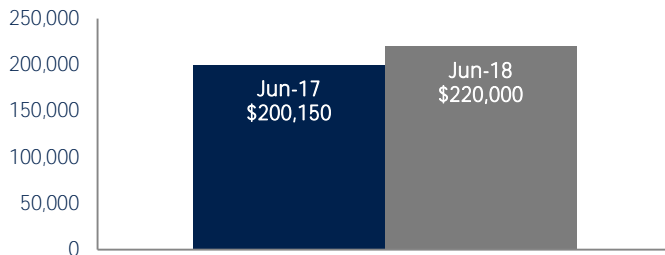
Active Inventory

Versus last year, the total number of homes available this month is lower by 269 units or 23%. The total number of active inventory this June was 915 compared to 1,184 in June 2017. This month's total of 915 is lower than the previous month's total supply of available inventory of 947, a decrease of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Kent County Homes was \$200,150. This June, the median sale price was \$220,000, an increase of 10% or \$19,850 compared to last year. The current median sold price is 1% higher than in May.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



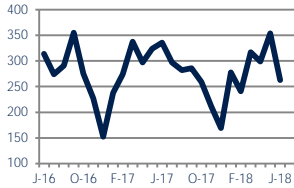
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by TREND and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of TREND or Long & Foster Real Estate, Inc.





New Listings

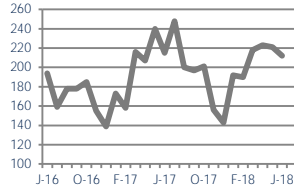
263



Down -22%
Vs. Year Ago

Current Contracts

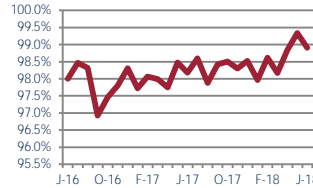
212



Down -1%
Vs. Year Ago

Sold Vs. List Price

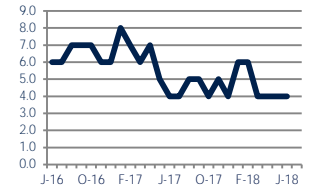
98.9%



Up 0.7%
Vs. Year Ago

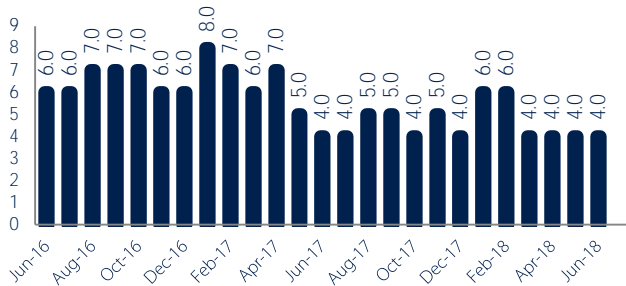
Months of Supply

4.0



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

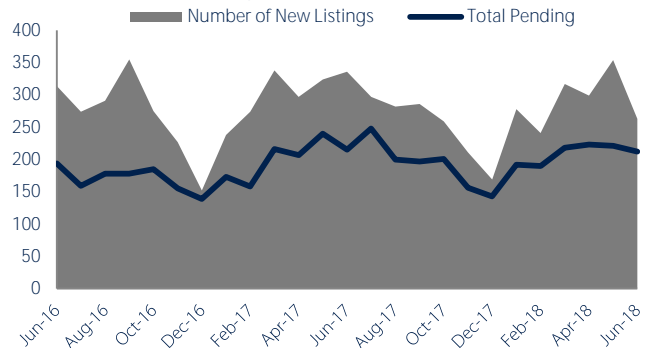
In June, there was 4.4 months of supply available in Kent County, compared to 4.9 in June 2017. That is a decrease of 9% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

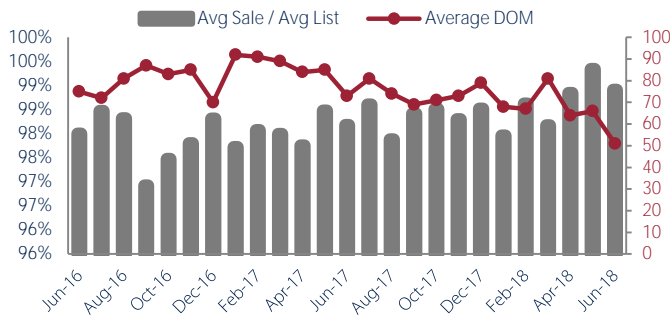
New Listings & Current Contracts

This month there were 263 homes newly listed for sale in Kent County compared to 336 in June 2017, a decrease of 22%. There were 212 current contracts pending sale this June compared to 215 a year ago. The number of current contracts is 1% lower than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Kent County was 98.9% of the average list price, which is 0.7% higher than at this time last year.

Days On Market

This month, the average number of days on market was 51, lower than the average last year, which was 73, a decrease of 30%.



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