

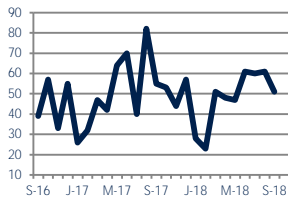
Focus On: Lewes Housing Market

September 2018

Zip Code(s): 19958 and 19969

Units Sold

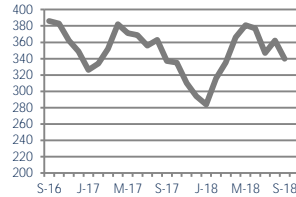
51



Down -7%
Vs. Year Ago

Active Inventory

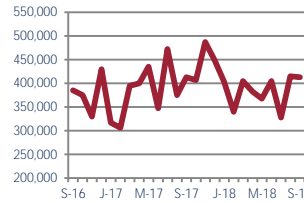
340



Up 1%
Vs. Year Ago

Median Sale Price

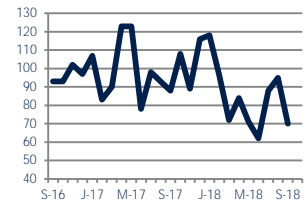
\$412,900



No Change
Vs. Year Ago

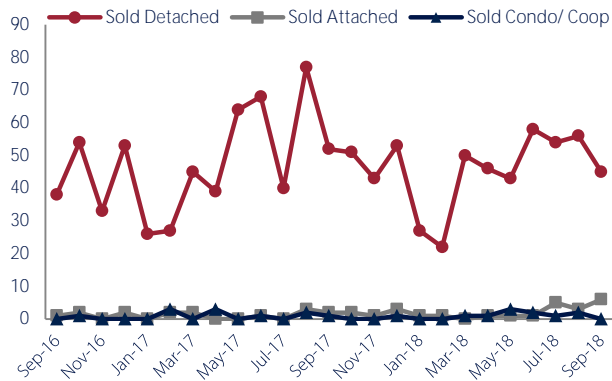
Days On Market

70



Down -20%
Vs. Year Ago

Units Sold*



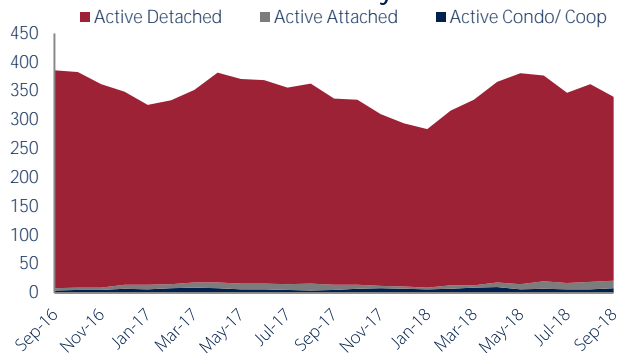
Units Sold

There was a decrease in total units sold in September, with 51 sold this month in Lewes versus 61 last month, a decrease of 16%. This month's total units sold was lower than at this time last year, a decrease of 7% versus September 2017.

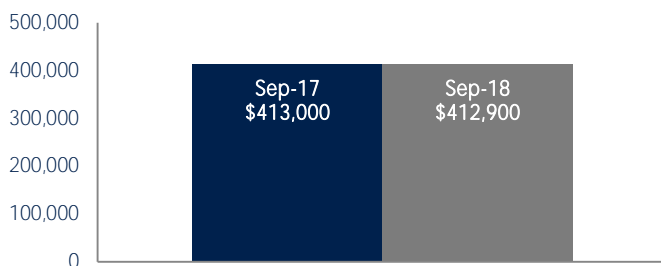
Active Inventory

Versus last year, the total number of homes available this month is higher by 3 units or 1%. The total number of active inventory this September was 340 compared to 337 in September 2017. This month's total of 340 is lower than the previous month's total supply of available inventory of 362, a decrease of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Lewes Homes was \$413,000. This September, the median sale price was \$412,900, which is similar compared to a year ago. The current median sold price is 1% lower than in August.

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

Lewes are defined as properties listed in zip code/s 19958 and 19969.

*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 BRIGHTMLS 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 BRIGHTMLS or Long & Foster Real Estate, Inc.



CHRISTIE'S INTERNATIONAL REAL ESTATE





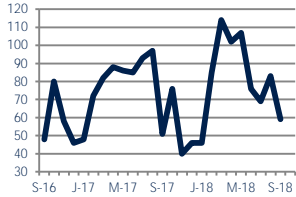
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Zip Code(s): 19958 and 19969

New Listings

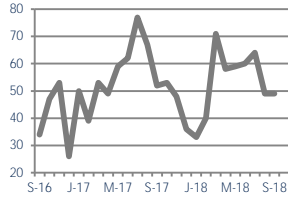
59



Up 16%
Vs. Year Ago

Current Contracts

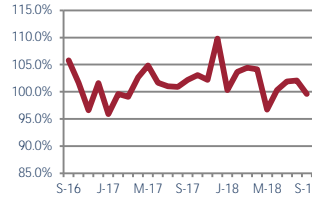
49



Down -6%
Vs. Year Ago

Sold Vs. List Price

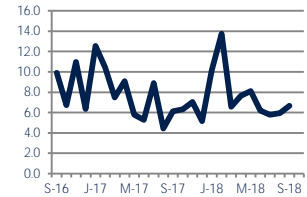
99.6%



Down -2.6%
Vs. Year Ago

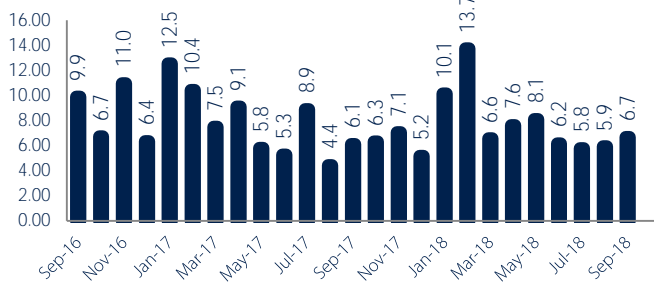
Months of Supply

6.7



Up 9%
Vs. Year Ago

Months Of Supply



Months of Supply

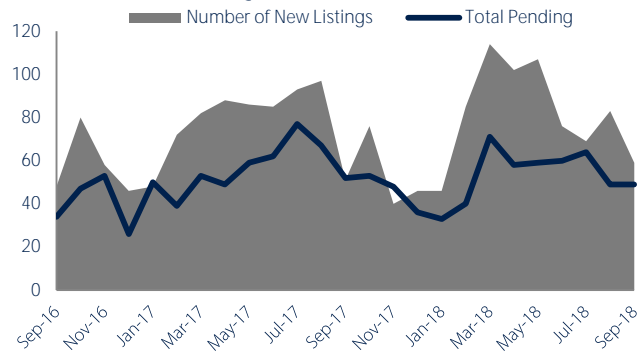
In September, there was 6.7 months of supply available in Lewes, compared to 6.1 in September 2017. That is an increase of 9% versus a year ago.

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.

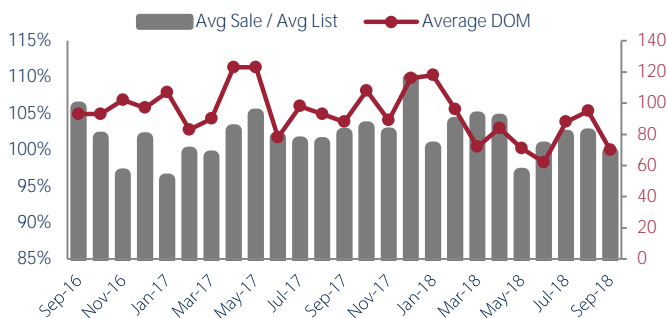
New Listings & Current Contracts

This month there were 59 homes newly listed for sale in Lewes compared to 51 in September 2017, an increase of 16%. There were 49 current contracts pending sale this September compared to 52 a year ago. The number of current contracts remained stable as compared to last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Lewes was 99.6% of the average list price, which is 2.6% lower than at this time last year.

Days On Market

This month, the average number of days on market was 70, lower than the average last year, which was 88, a decrease of 20%.



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