



The Long & Foster Market Minute™

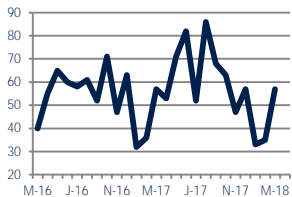
Focus On: Lewes Housing Market

March 2018

Zip Code(s): 19958 and 19969

Units Sold

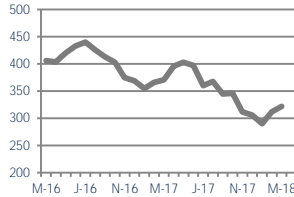
57



No Change
Vs. Year Ago

Active Inventory

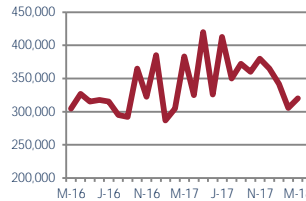
322



Down -13%
Vs. Year Ago

Median Sale Price

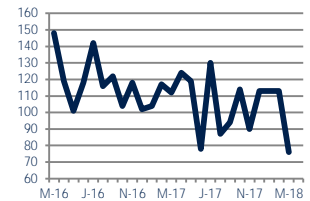
\$320,000



Down -17%
Vs. Year Ago

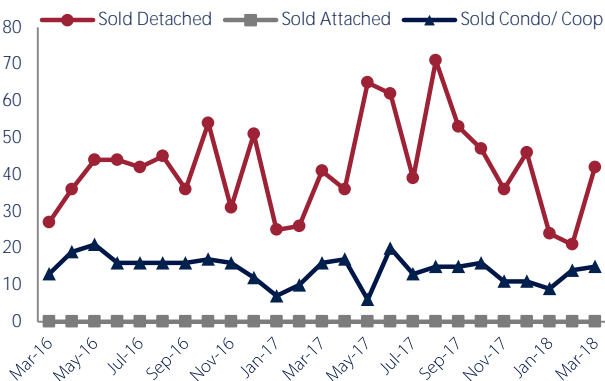
Days On Market

76



Down -32%
Vs. Year Ago

Units Sold*



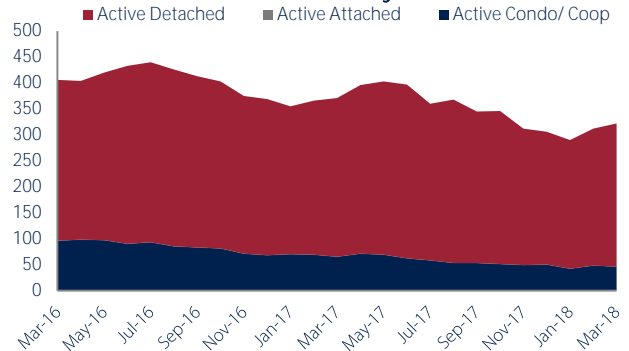
Units Sold

There was an increase in total units sold in March, with 57 sold this month in Lewes, an increase of 63%. This month's total units sold is similar compared to a year ago.

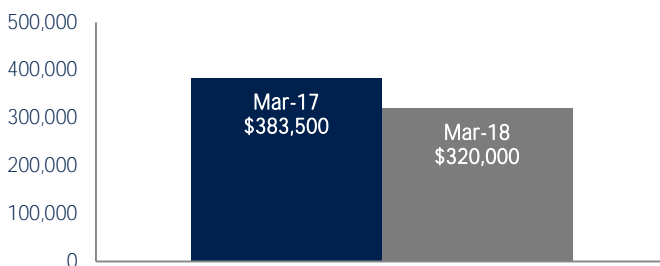
Active Inventory

Versus last year, the total number of homes available this month is lower by 49 units or 13%. The total number of active inventory this March was 322 compared to 371 in March 2017. This month's total of 322 is higher than the previous month's total supply of available inventory of 312, an increase of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Lewes Homes was \$383,500. This March, the median sale price was \$320,000, a decrease of 17% or \$63,500 compared to last year. The current median sold price is 5% higher than in February.

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 SCAOR 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 SCAOR or Long & Foster Real Estate, Inc.



CHRISTIE'S
INTERNATIONAL REAL ESTATE





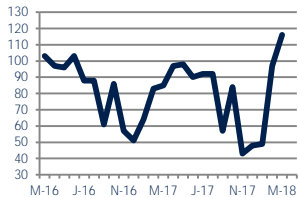
Focus On: Lewes Housing Market

March 2018

Zip Code(s): 19958 and 19969

New Listings

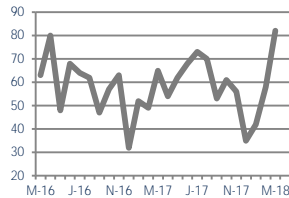
116



Up 36%
Vs. Year Ago

Current Contracts

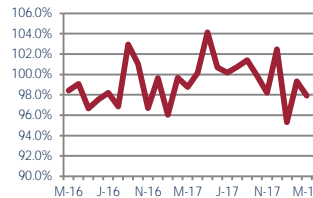
82



Up 26%
Vs. Year Ago

Sold Vs. List Price

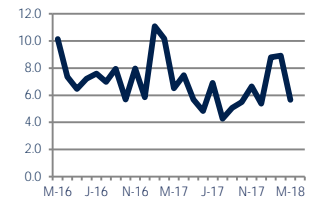
97.9%



Down -0.8%
Vs. Year Ago

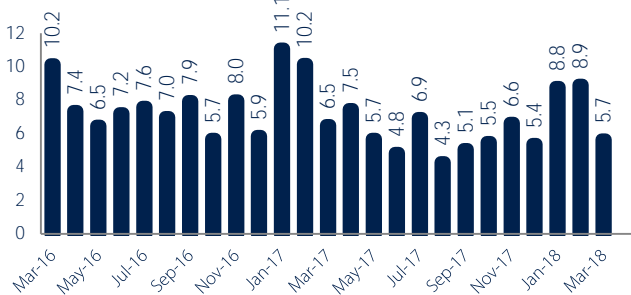
Months of Supply

5.7



Down -13%
Vs. Year Ago

Months Of Supply



Months of Supply

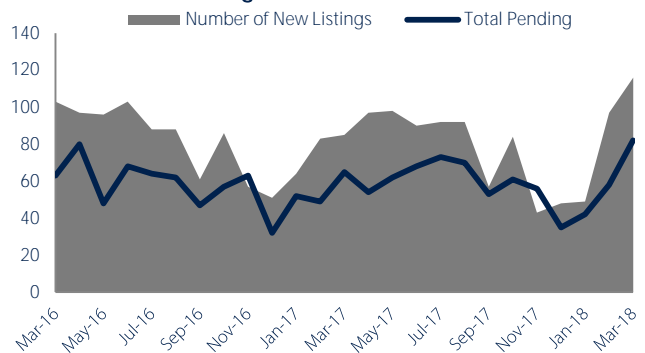
In March, there was 5.6 months of supply available in Lewes, compared to 6.5 in March 2017. That is a decrease of 13% versus a year ago.

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.

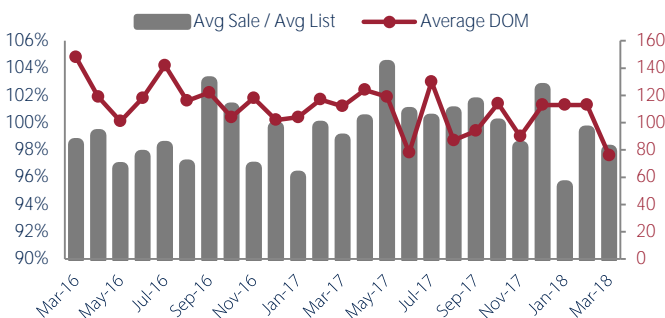
New Listings & Current Contracts

This month there were 116 homes newly listed for sale in Lewes compared to 85 in March 2017, an increase of 36%. There were 82 current contracts pending sale this March compared to 65 a year ago. The number of current contracts is 26% higher than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Lewes was 97.9% of the average list price, which is 0.8% lower than at this time last year.

Days On Market

This month, the average number of days on market was 76, lower than the average last year, which was 112, a decrease of 32%.



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 SCAOR 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 SCAOR or Long & Foster Real Estate, Inc.

