

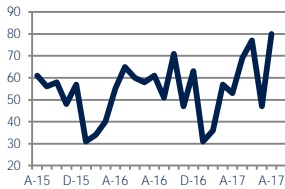


Focus On: Lewes Housing Market

August 2017

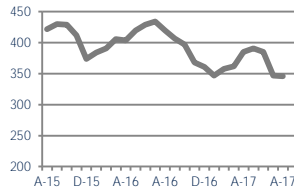
Zip Code(s): 19958 and 19969

Units Sold
80



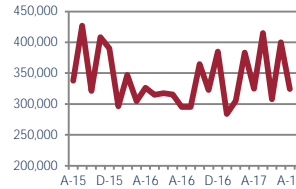
Up 31%
Vs. Year Ago

Active Inventory
346



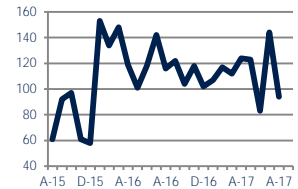
Down -18%
Vs. Year Ago

Median Sale Price
\$324,450



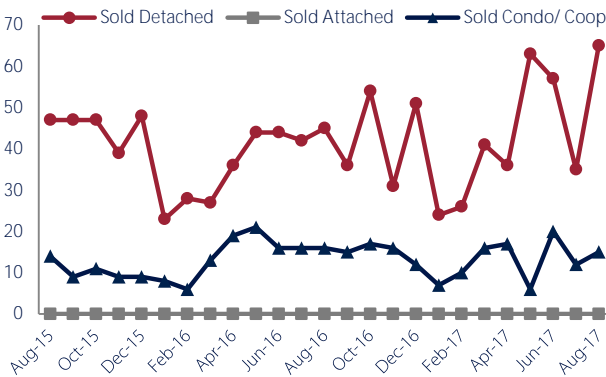
Up 10%
Vs. Year Ago

Days On Market
94



Down -19%
Vs. Year Ago

Units Sold*



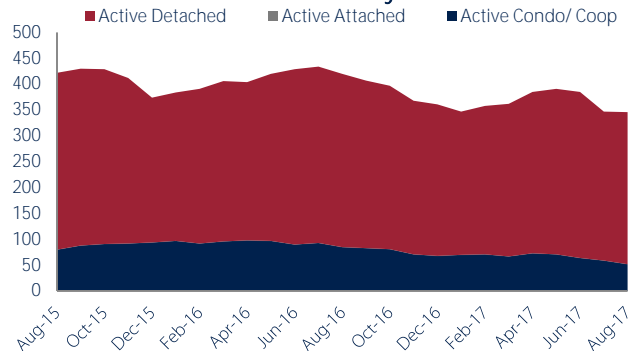
Units Sold

There was an increase in total units sold in August, with 80 sold this month in Lewes. This month's total units sold was higher than at this time last year.

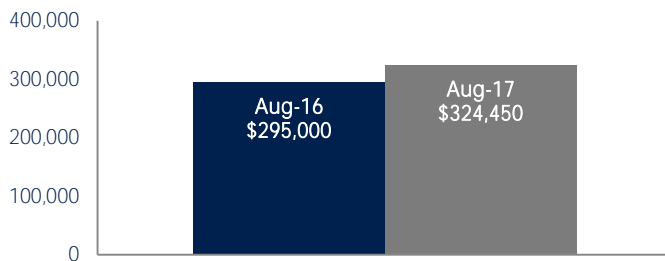
Active Inventory

Versus last year, the total number of homes available this month is lower by 74 units or 18%. The total number of active inventory this August was 346 compared to 420 in August 2016. This month's supply remained stable as compared to last month.

Active Inventory*



Median Sale Price



Median Sale Price

Last August, the median sale price for Lewes Homes was \$295,000. This August, the median sale price was \$324,450, an increase of 10% or \$29,450 compared to last year. The current median sold price is 19% lower than in July.

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



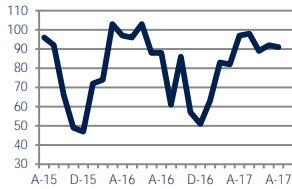
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August 2017

Zip Code(s): 19958 and 19969

New Listings

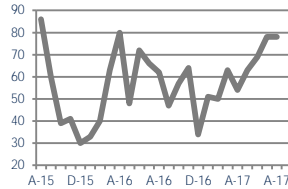
91



Up 3%
Vs. Year Ago

Current Contracts

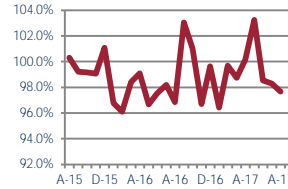
78



Up 26%
Vs. Year Ago

Sold Vs. List Price

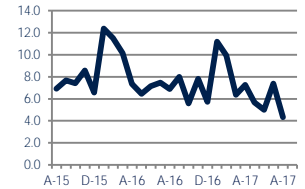
97.7%



Up 0.9%
Vs. Year Ago

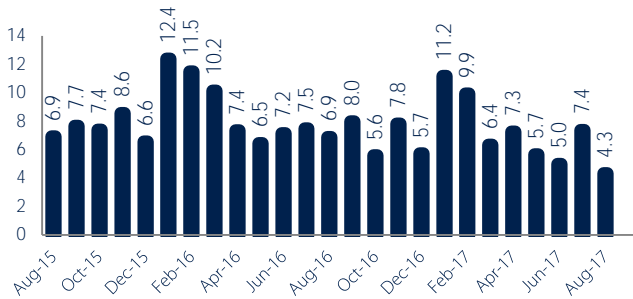
Months of Supply

4.3



Down -37%
Vs. Year Ago

Months Of Supply



Months of Supply

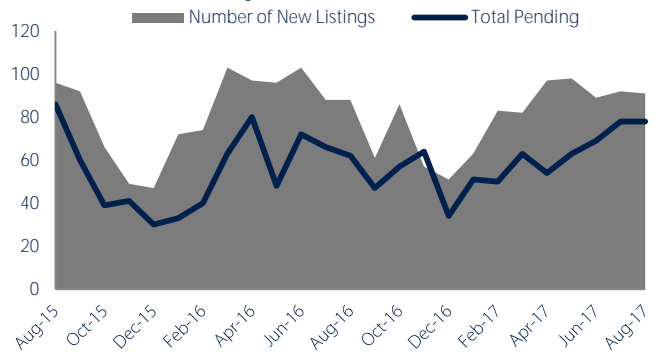
In August, there was 4.3 months of supply available in Lewes, compared to 6.9 in August 2016. That is a decrease of 37% versus a year ago.

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.

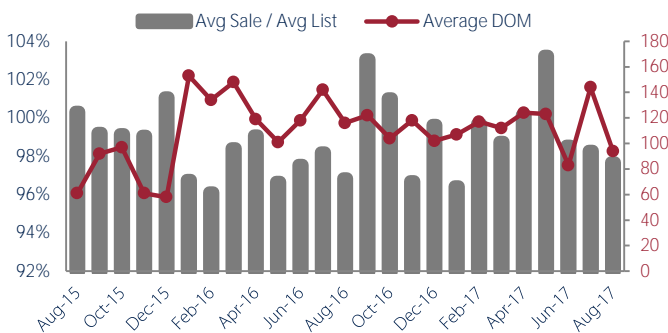
New Listings & Current Contracts

This month there were 91 homes newly listed for sale in Lewes compared to 88 in August 2016, an increase of 3%. There were 78 current contracts pending sale this August compared to 62 a year ago. The number of current contracts remained stable as compared to last August.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In August, the average sale price in Lewes was 97.7% of the average list price, which is 0.8% higher than at this time last year.

Days On Market

This month, the average number of days on market was 94, lower than the average last year, which was 116, a decrease of 19%.