



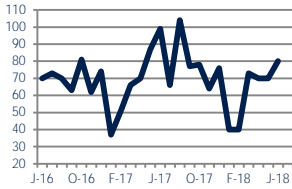
The Long & Foster Market Minute™

Focus On: Lewes Housing Market

June 2018

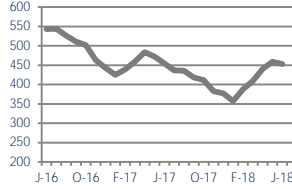
Zip Code(s): 19958 and 19969

Units Sold
80



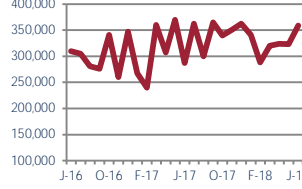
Down -19%
Vs. Year Ago

Active Inventory
453



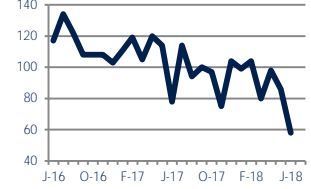
No Change
Vs. Year Ago

Median Sale Price
\$359,000



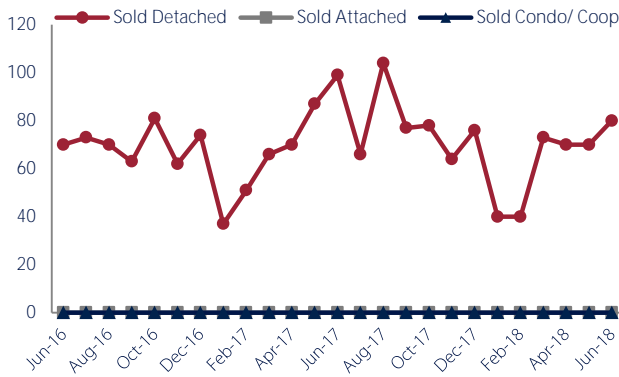
Up 25%
Vs. Year Ago

Days On Market
58



Down -26%
Vs. Year Ago

Units Sold*



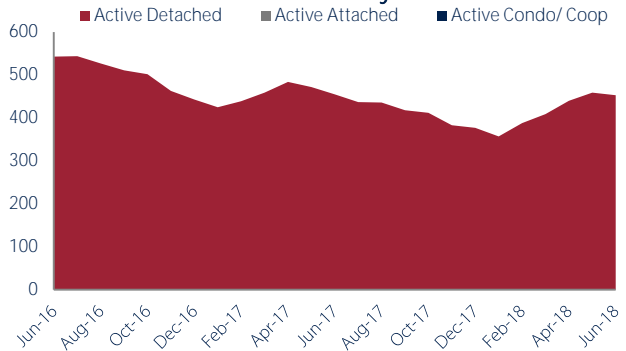
Units Sold

There was an increase in total units sold in June, with 80 sold this month in Lewes versus 70 last month, an increase of 14%. This month's total units sold was lower than at this time last year, a decrease of 19% versus June 2017.

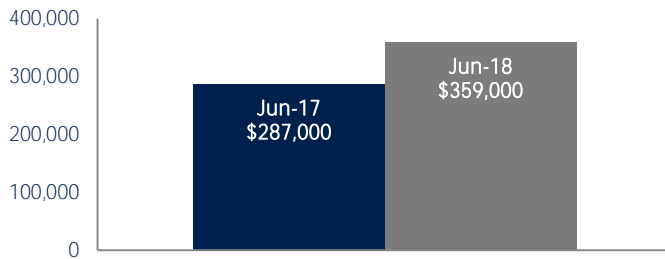
Active Inventory

The total number of homes available this month is 453 units, which is similar compared to a year ago. This month's total of 453 is lower than the previous month's total supply of available inventory of 459, a decrease of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Lewes Homes was \$287,000. This June, the median sale price was \$359,000, an increase of \$72,000 compared to last year. The current median sold price is 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.



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.



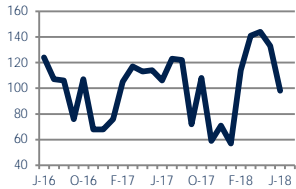
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June 2018

Zip Code(s): 19958 and 19969

New Listings

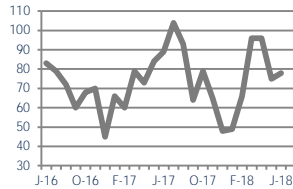
98



Down -8%
Vs. Year Ago

Current Contracts

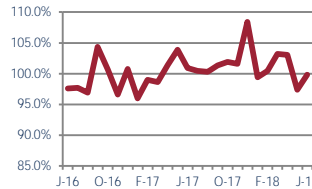
78



Down -12%
Vs. Year Ago

Sold Vs. List Price

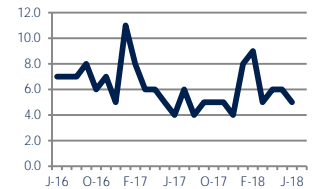
99.8%



Down -1.1%
Vs. Year Ago

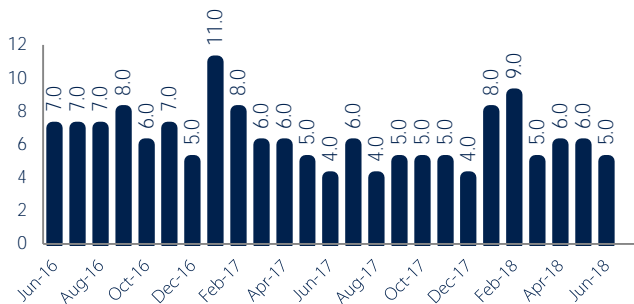
Months of Supply

5.0



Up 25%
Vs. Year Ago

Months Of Supply



Months of Supply

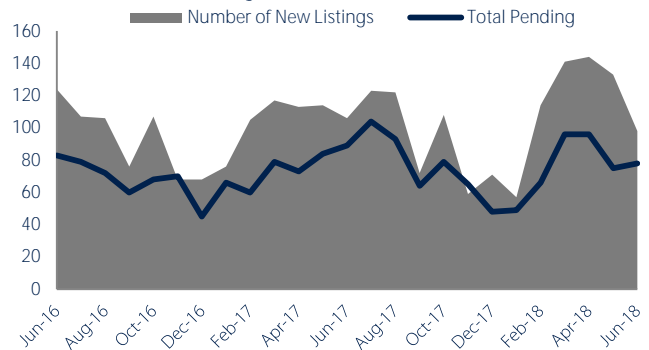
In June, there was 5.7 months of supply available in Lewes, compared to 4.6 in June 2017. That is an increase of 23% versus a year ago.

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.

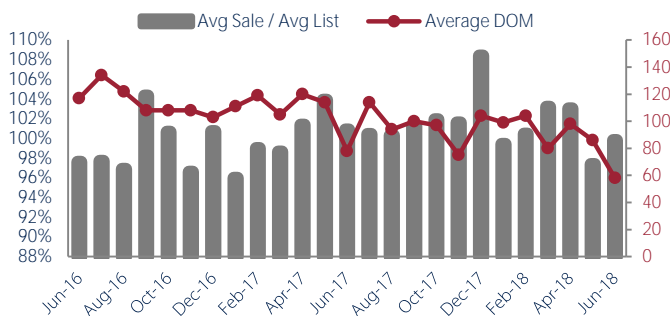
New Listings & Current Contracts

This month there were 98 homes newly listed for sale in Lewes compared to 106 in June 2017, a decrease of 8%. There were 78 current contracts pending sale this June compared to 89 a year ago. The number of current contracts is 12% 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 Lewes was 99.8% of the average list price, which is 1.1% lower than at this time last year.

Days On Market

This month, the average number of days on market was 58, lower than the average last year, which was 78, a decrease of 26%.



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