



The Long & Foster Market Minute™

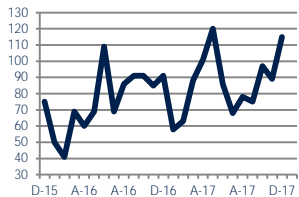
Focus On: Millsboro, Selbyville, and Dagsboro Housing Market

December 2017

Zip Code(s): 19966, 19975, 19939 and 19945

Units Sold

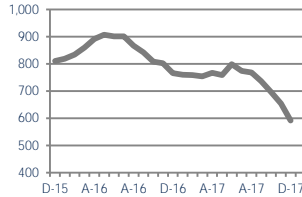
115



Up 26%
Vs. Year Ago

Active Inventory

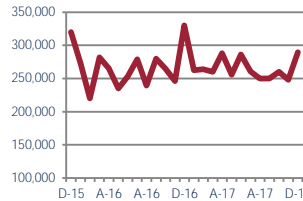
592



Down -23%
Vs. Year Ago

Median Sale Price

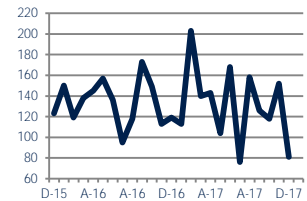
\$289,500



Down -12%
Vs. Year Ago

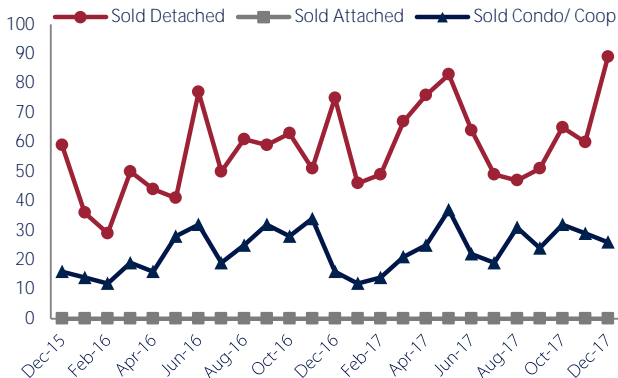
Days On Market

81



Down -32%
Vs. Year Ago

Units Sold*



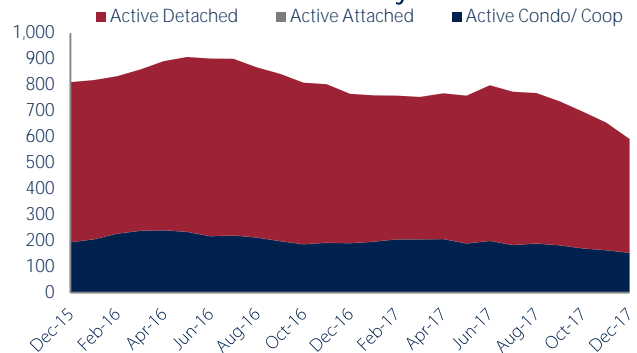
Units Sold

There was an increase in total units sold in December, with 115 sold this month in Millsboro, Selbyville, and Dagsboro versus 89 last month, an increase of 29%. This month's total units sold was higher than at this time last year, an increase of 26% versus December 2016.

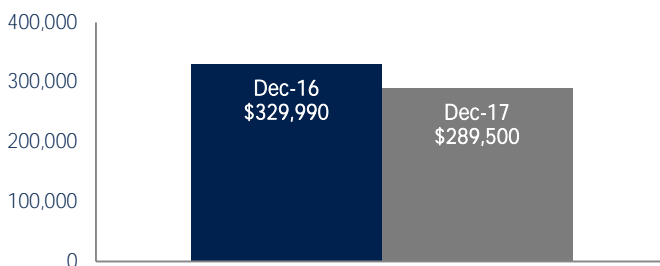
Active Inventory

Versus last year, the total number of homes available this month is lower by 174 units or 23%. The total number of active inventory this December was 592 compared to 766 in December 2016. This month's total of 592 is lower than the previous month's total supply of available inventory of 655, a decrease of 10%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for Millsboro, Selbyville, and Dagsboro Homes was \$329,990. This December, the median sale price was \$289,500, a decrease of 12% or \$40,490 compared to last year. The current median sold price is 17% higher than in November.

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



Millsboro, Selbyville, and Dagsboro are defined as properties listed in zip code/s 19966, 19975, 19939 and 19945.

*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.

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INTERNATIONAL REAL ESTATE



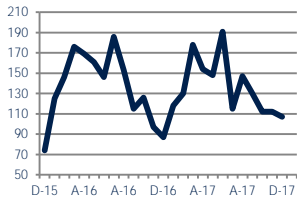
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December 2017

Zip Code(s): 19966, 19975, 19939 and 19945

New Listings

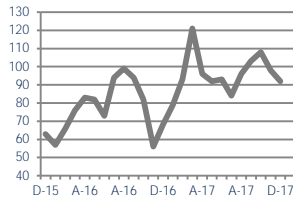
107



Up 23%
Vs. Year Ago

Current Contracts

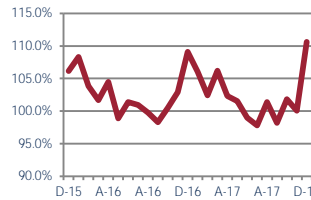
92



Up 35%
Vs. Year Ago

Sold Vs. List Price

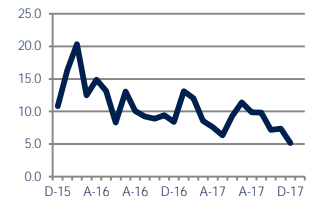
110.6%



Up 1.4%
Vs. Year Ago

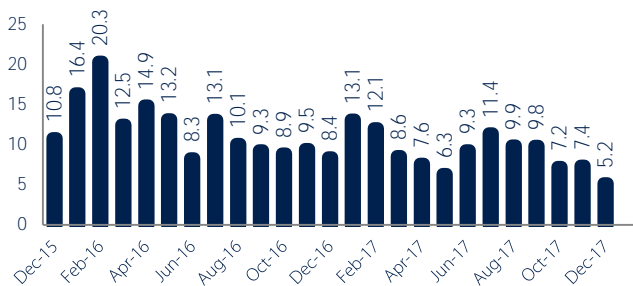
Months of Supply

5.2



Down -39%
Vs. Year Ago

Months Of Supply



Months of Supply

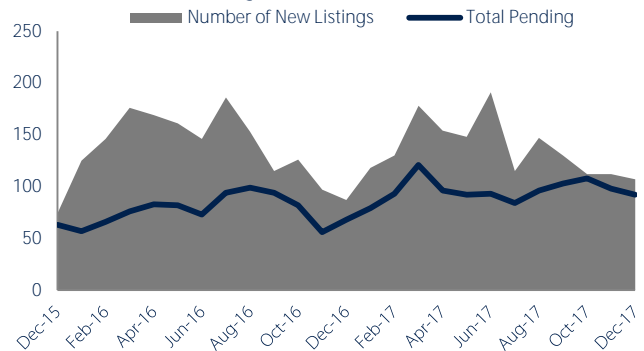
In December, there was 5.1 months of supply available in Millsboro, Selbyville, and Dagsboro, compared to 8.4 in December 2016. That is a decrease of 39% versus a year ago.

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.

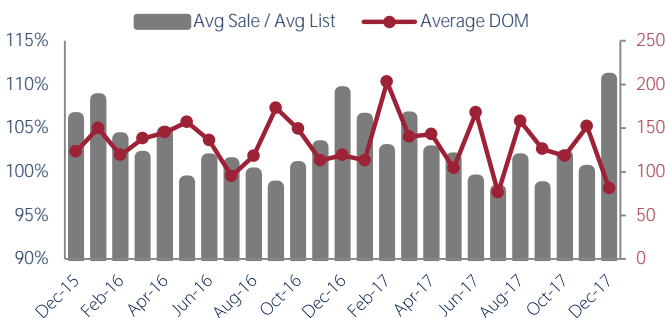
New Listings & Current Contracts

This month there were 107 homes newly listed for sale in Millsboro, Selbyville, and Dagsboro compared to 87 in December 2016, an increase of 23%. There were 92 current contracts pending sale this December compared to 68 a year ago. The number of current contracts is 35% higher than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Millsboro, Selbyville, and Dagsboro was 110.6% of the average list price, which is 1.5% higher than at this time last year.

Days On Market

This month, the average number of days on market was 81, lower than the average last year, which was 119, a decrease of 32%.



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