



The Long & Foster Market Minute™

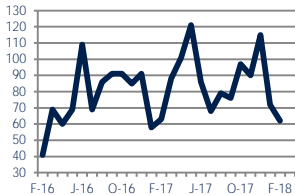
Focus On: Millsboro, Selbyville, and Dagsboro Housing Market

February 2018

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

Units Sold

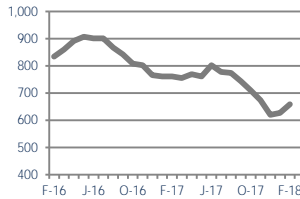
62



Down -2%
Vs. Year Ago

Active Inventory

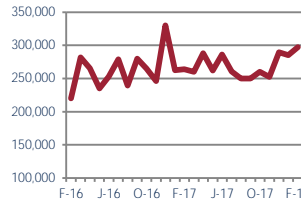
659



Down -13%
Vs. Year Ago

Median Sale Price

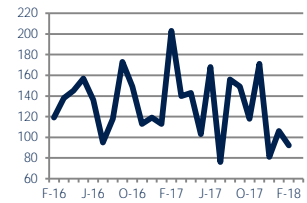
\$297,450



Up 13%
Vs. Year Ago

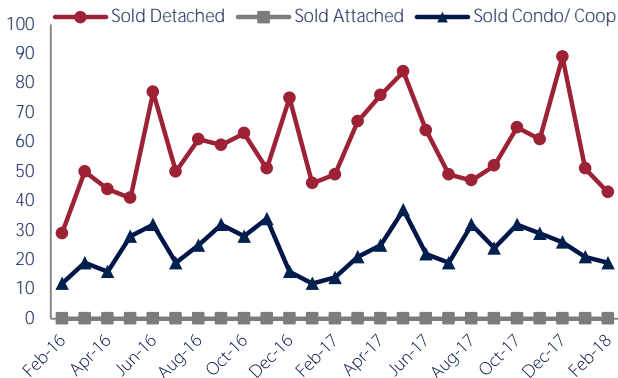
Days On Market

92



Down -55%
Vs. Year Ago

Units Sold*



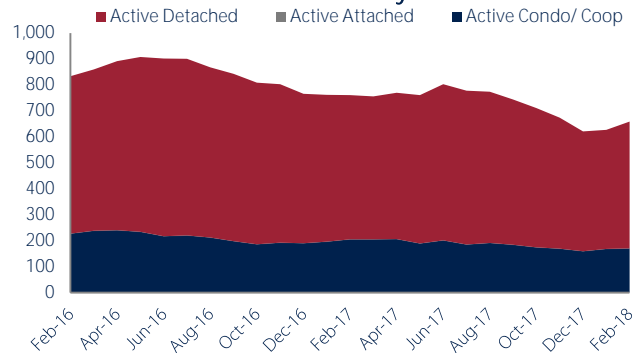
Units Sold

There was a decrease in total units sold in February, with 62 sold this month in Millsboro, Selbyville, and Dagsboro versus 72 last month, a decrease of 14%. This month's total units sold was lower than at this time last year, a decrease of 2% versus February 2017.

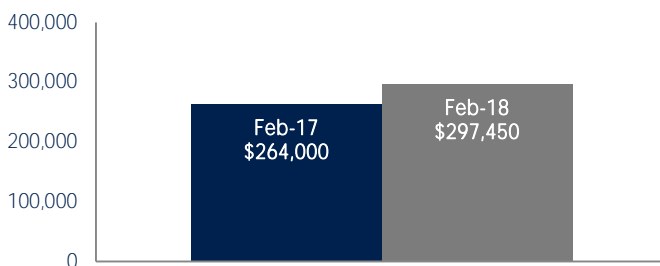
Active Inventory

Versus last year, the total number of homes available this month is lower by 102 units or 13%. The total number of active inventory this February was 659 compared to 761 in February 2017. This month's total of 659 is higher than the previous month's total supply of available inventory of 627, an increase of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

Last February, the median sale price for Millsboro, Selbyville, and Dagsboro Homes was \$264,000. This February, the median sale price was \$297,450, an increase of 13% or \$33,450 compared to last year. The current median sold price is 4% higher than in January.

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.

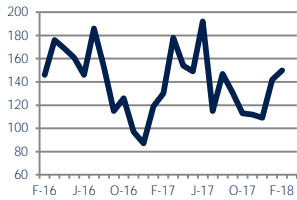




Zip Code(s): 19966, 19975, 19939 and 19945

New Listings

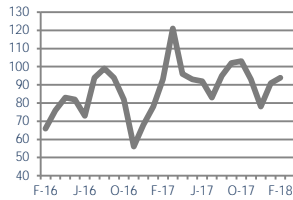
150



Up 15%
Vs. Year Ago

Current Contracts

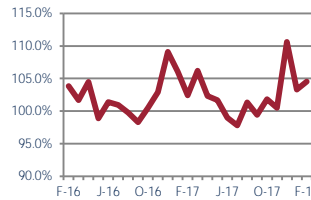
94



Up 1%
Vs. Year Ago

Sold Vs. List Price

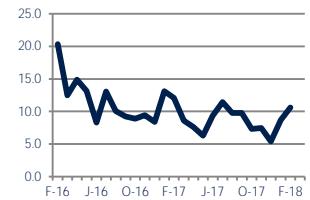
104.5%



Up 2%
Vs. Year Ago

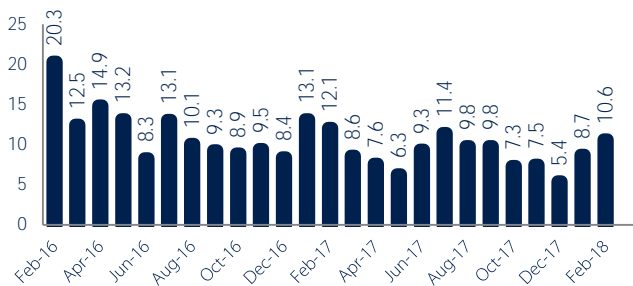
Months of Supply

10.6



Down -12%
Vs. Year Ago

Months Of Supply



Months of Supply

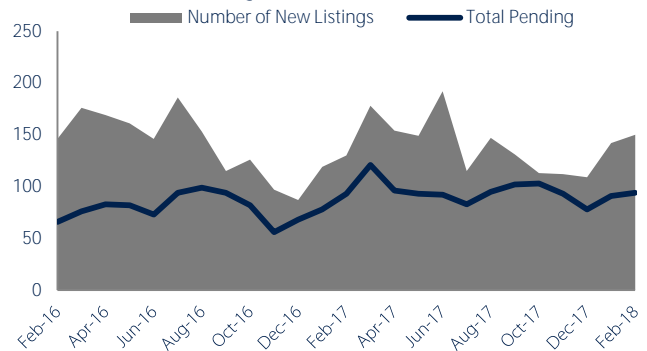
In February, there was 10.6 months of supply available in Millsboro, Selbyville, and Dagsboro, compared to 12.1 in February 2017. That is a decrease of 12% versus a year ago.

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.

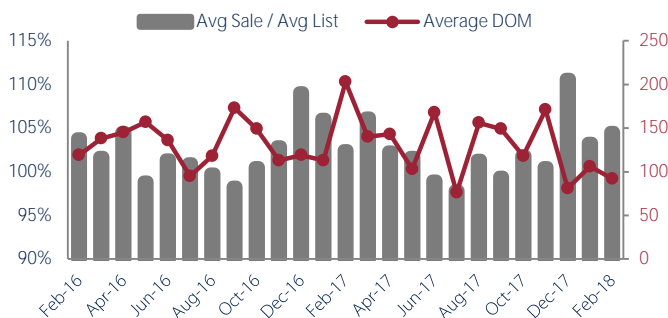
New Listings & Current Contracts

This month there were 150 homes newly listed for sale in Millsboro, Selbyville, and Dagsboro compared to 130 in February 2017, an increase of 15%. There were 94 current contracts pending sale this February compared to 93 a year ago. The number of current contracts is 1% higher than last February.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In February, the average sale price in Millsboro, Selbyville, and Dagsboro was 104.5% of the average list price, which is 2.1% higher than at this time last year.

Days On Market

This month, the average number of days on market was 92, lower than the average last year, which was 203, a decrease of 55%.



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