



The Long & Foster Market Minute™

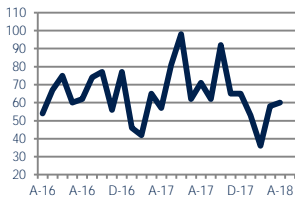
Focus On: Milton, Georgetown, and Northeastern Sussex County Housing Market

April 2018

Zip Code(s): 19968, 19947, 19963, 19960, 19941 and 19951

Units Sold

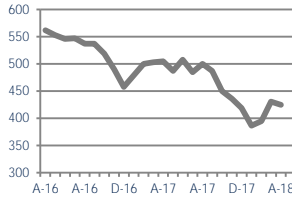
60



Up 5%
Vs. Year Ago

Active Inventory

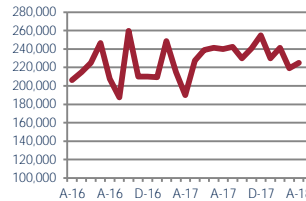
425



Down -16%
Vs. Year Ago

Median Sale Price

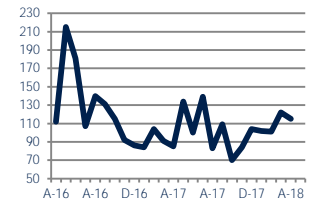
\$225,000



Up 18%
Vs. Year Ago

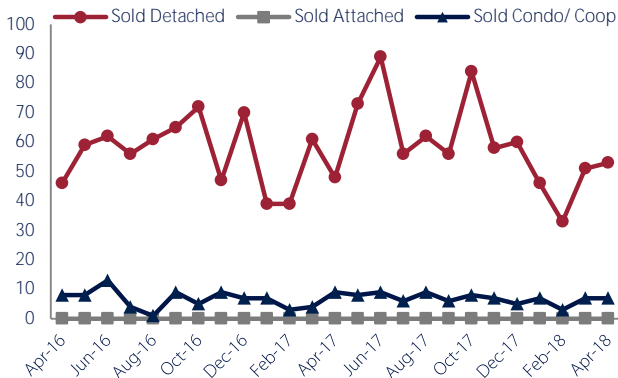
Days On Market

115



Up 35%
Vs. Year Ago

Units Sold*



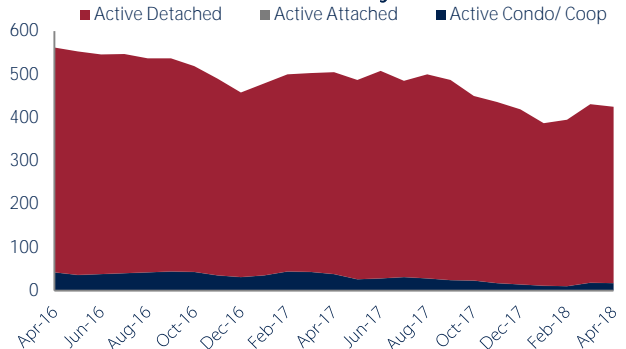
Units Sold

There was an increase in total units sold in April, with 60 sold this month in Milton, Georgetown, and Northeastern Sussex County versus 58 last month, an increase of 3%. This month's total units sold was higher than at this time last year, an increase of 5% versus April 2017.

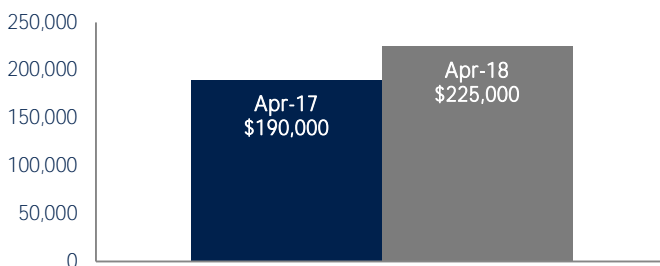
Active Inventory

Versus last year, the total number of homes available this month is lower by 80 units or 16%. The total number of active inventory this April was 425 compared to 505 in April 2017. This month's total of 425 is lower than the previous month's total supply of available inventory of 431, a decrease of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Milton, Georgetown, and Northeastern Sussex County Homes was \$190,000. This April, the median sale price was \$225,000, an increase of 18% or \$35,000 compared to last year. The current median sold price is 3% higher than in March.

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

Milton, Georgetown, and Northeastern Sussex County are defined as properties listed in zip code/s 19968, 19947, 19963, 19960, 19941 and 19951.

*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.



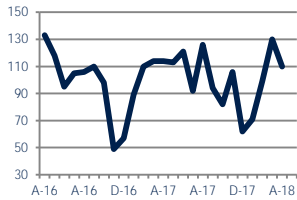
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 19968, 19947, 19963, 19960, 19941 and 19951

New Listings

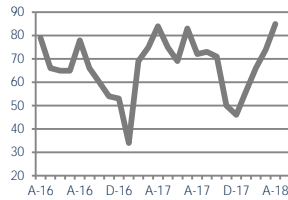
110



Down -4%
Vs. Year Ago

Current Contracts

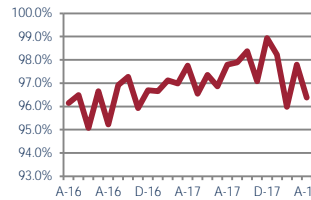
85



Up 1%
Vs. Year Ago

Sold Vs. List Price

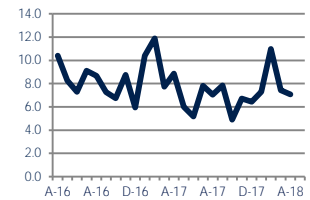
96.4%



Down -1.4%
Vs. Year Ago

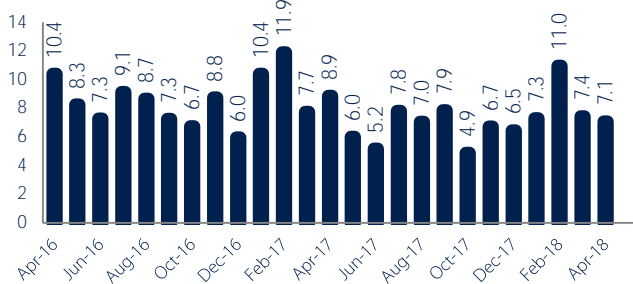
Months of Supply

7.1



Down -20%
Vs. Year Ago

Months Of Supply



Months of Supply

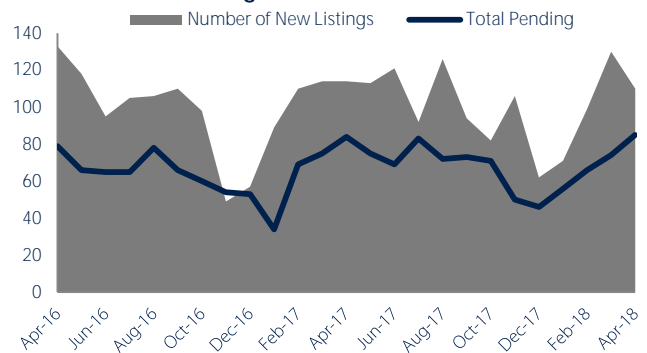
In April, there was 7.1 months of supply available in Milton, Georgetown, and Northeastern Sussex County, compared to 8.9 in April 2017. That is a decrease of 20% versus a year ago.

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.

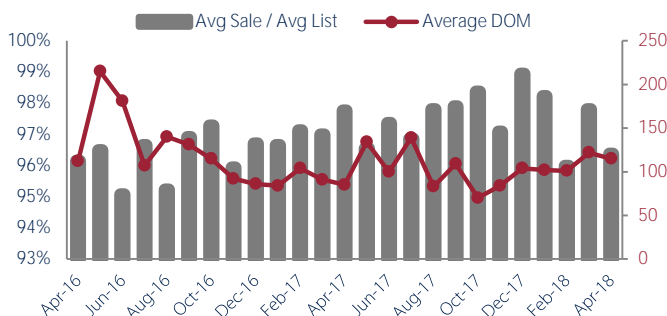
New Listings & Current Contracts

This month there were 110 homes newly listed for sale in Milton, Georgetown, and Northeastern Sussex County compared to 114 in April 2017, a decrease of 4%. There were 85 current contracts pending sale this April compared to 84 a year ago. The number of current contracts is 1% higher than last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Milton, Georgetown, and Northeastern Sussex County was 96.4% of the average list price, which is 1.4% lower than at this time last year.

Days On Market

This month, the average number of days on market was 115, higher than the average last year, which was 85, an increase of 35%.



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