



The Long & Foster Market Minute™

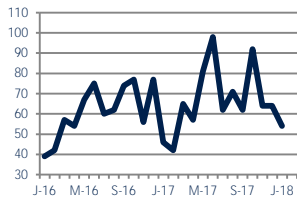
Focus On: Milton, Georgetown, and Northeastern Sussex County Housing Market

January 2018

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

Units Sold

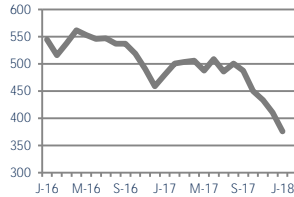
54



Up 17%
Vs. Year Ago

Active Inventory

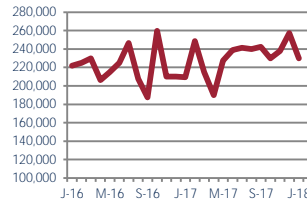
376



Down -22%
Vs. Year Ago

Median Sale Price

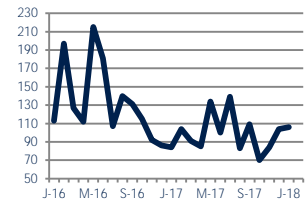
\$230,000



Up 10%
Vs. Year Ago

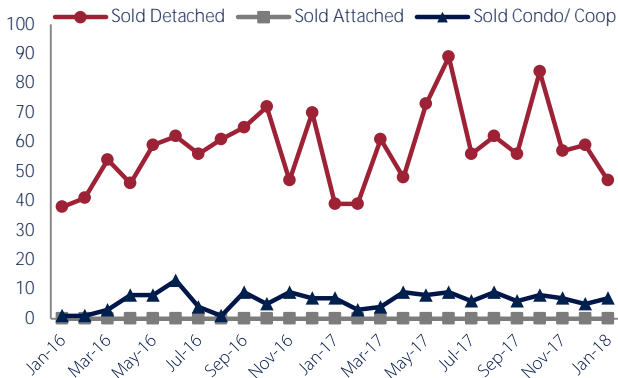
Days On Market

106



Up 26%
Vs. Year Ago

Units Sold*



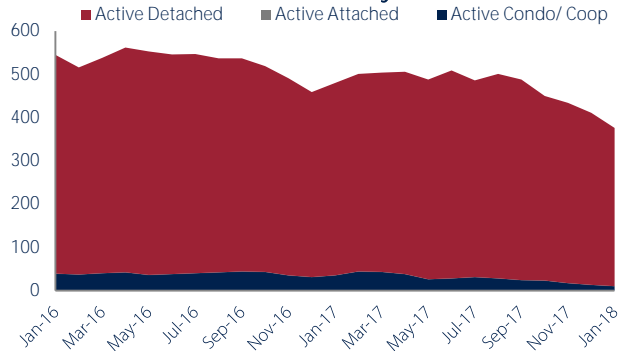
Units Sold

There was a decrease in total units sold in January, with 54 sold this month in Milton, Georgetown, and Northeastern Sussex County versus 64 last month, a decrease of 16%. This month's total units sold was higher than at this time last year, an increase of 17% versus January 2017.

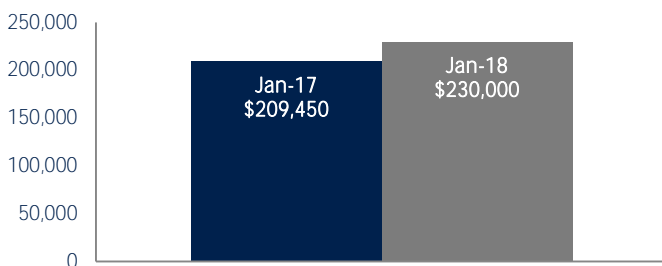
Active Inventory

Versus last year, the total number of homes available this month is lower by 104 units or 22%. The total number of active inventory this January was 376 compared to 480 in January 2017. This month's total of 376 is lower than the previous month's total supply of available inventory of 411, a decrease of 9%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Milton, Georgetown, and Northeastern Sussex County Homes was \$209,450. This January, the median sale price was \$230,000, an increase of 10% or \$20,550 compared to last year. The current median sold price is 11% lower than in December.

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

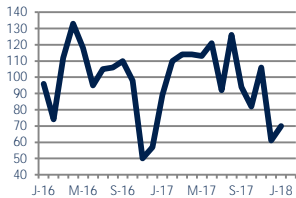




Zip Code(s): 19968, 19947, 19963, 19960, 19941 and 19951

New Listings

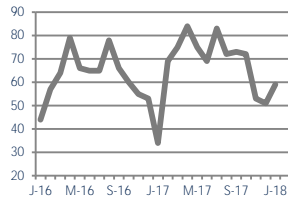
70



Down -21%
Vs. Year Ago

Current Contracts

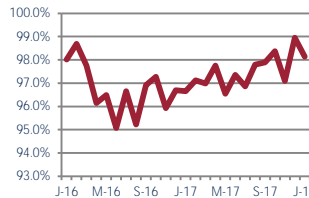
59



Up 74%
Vs. Year Ago

Sold Vs. List Price

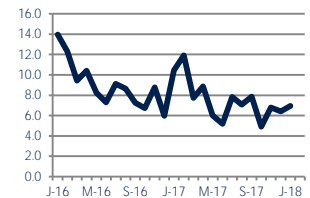
98.1%



Up 1.5%
Vs. Year Ago

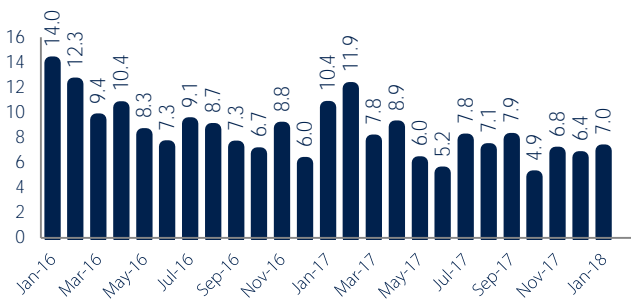
Months of Supply

7.0



Down -33%
Vs. Year Ago

Months Of Supply



Months of Supply

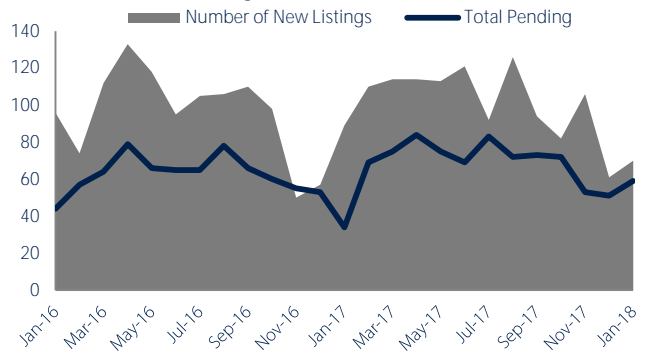
In January, there was 7.0 months of supply available in Milton, Georgetown, and Northeastern Sussex County, compared to 10.4 in January 2017. That is a decrease of 33% versus a year ago.

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.

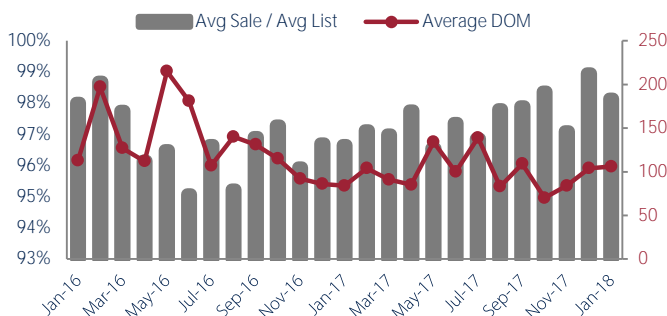
New Listings & Current Contracts

This month there were 70 homes newly listed for sale in Milton, Georgetown, and Northeastern Sussex County compared to 89 in January 2017, a decrease of 21%. There were 59 current contracts pending sale this January compared to 34 a year ago. The number of current contracts is 74% higher than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Milton, Georgetown, and Northeastern Sussex County was 98.1% 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 106, higher than the average last year, which was 84, an increase of 26%.



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