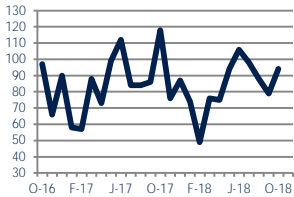


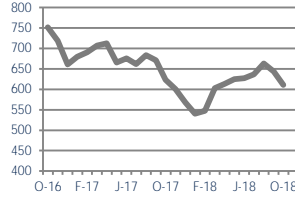
Zip Code(s): 19968, 19947, 19963, 19960, 19941 and 19951

**Units Sold**  
94



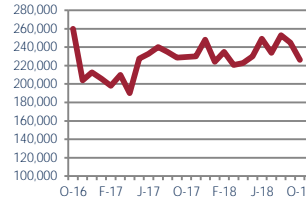
Down -20%  
Vs. Year Ago

**Active Inventory**  
611



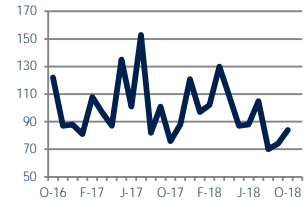
Down -2%  
Vs. Year Ago

**Median Sale Price**  
\$226,000



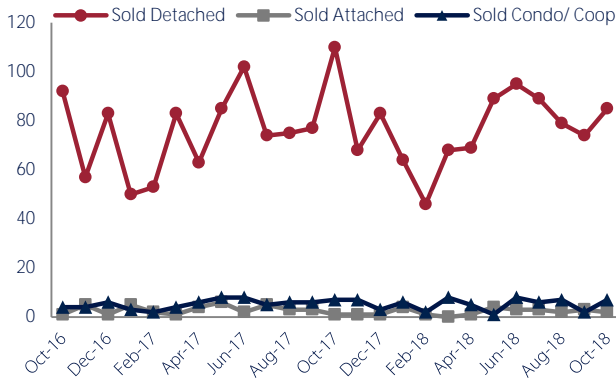
Down -2%  
Vs. Year Ago

**Days On Market**  
84



Up 11%  
Vs. Year Ago

**Units Sold\***



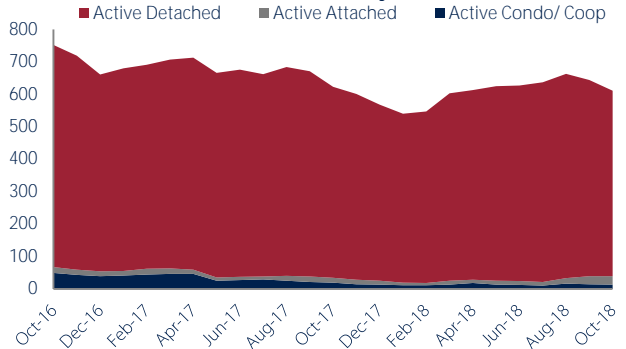
**Units Sold**

There was an increase in total units sold in October, with 94 sold this month in Milton, Georgetown, and Northeastern Sussex County versus 79 last month, an increase of 19%. This month's total units sold was lower than at this time last year, a decrease of 20% versus October 2017.

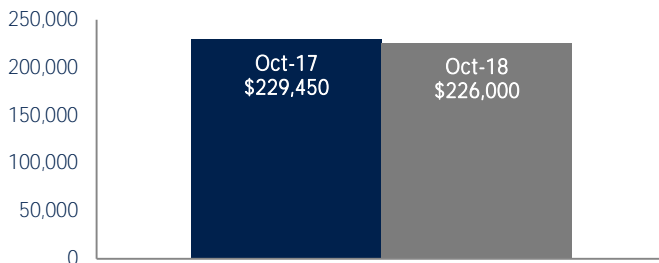
**Active Inventory**

Versus last year, the total number of homes available this month is lower by 12 units or 2%. The total number of active inventory this October was 611 compared to 623 in October 2017. This month's total of 611 is lower than the previous month's total supply of available inventory of 644, a decrease of 5%.

**Active Inventory\***



**Median Sale Price**



**Median Sale Price**

Last October, the median sale price for Milton, Georgetown, and Northeastern Sussex County Homes was \$229,450. This October, the median sale price was \$226,000, a decrease of 2% or \$3,450 compared to last year. The current median sold price is 8% lower than in September.

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.

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# The Long & Foster Market Minute™

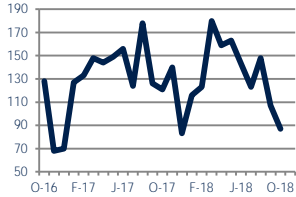
Focus On: Milton, Georgetown, and Northeastern Sussex County Housing Market

October 2018

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

### New Listings

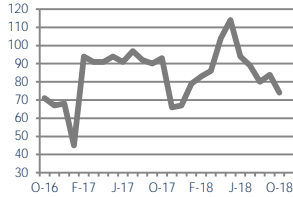
87



Down -28%  
Vs. Year Ago

### Current Contracts

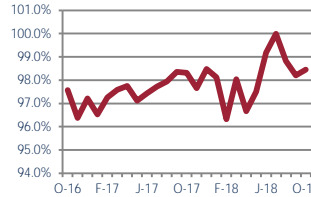
74



Down -20%  
Vs. Year Ago

### Sold Vs. List Price

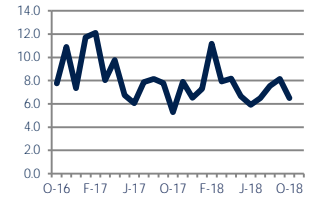
98.5%



No Change  
Vs. Year Ago

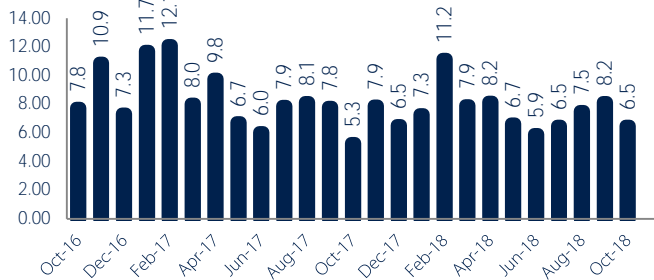
### Months of Supply

6.5



Up 23%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

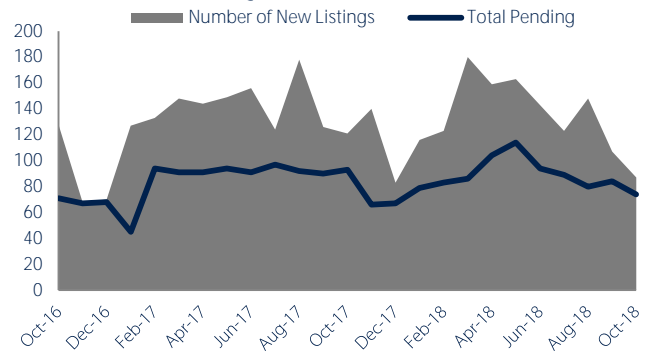
In October, there was 6.5 months of supply available in Milton, Georgetown, and Northeastern Sussex County, compared to 5.3 in October 2017. That is an increase of 23% versus a year ago.

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.

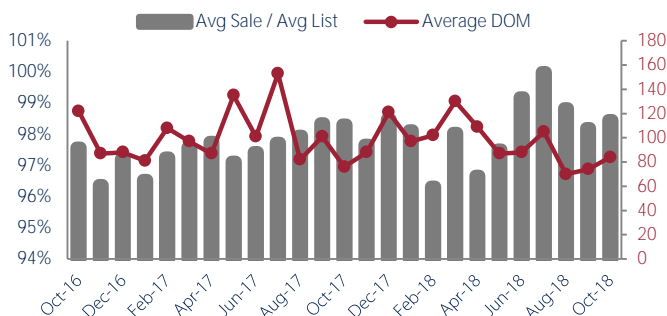
### New Listings & Current Contracts

This month there were 87 homes newly listed for sale in Milton, Georgetown, and Northeastern Sussex County compared to 121 in October 2017, a decrease of 28%. There were 74 current contracts pending sale this October compared to 93 a year ago. The number of current contracts is 20% lower than last October.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In October, the average sale price in Milton, Georgetown, and Northeastern Sussex County was 98.5% of the average list price, which is similar compared to a year ago.

### Days On Market

This month, the average number of days on market was 84, higher than the average last year, which was 76, an increase of 11%.



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