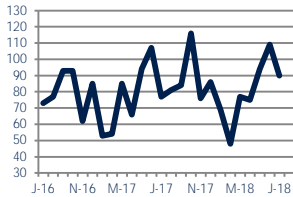


Zip Code(s): 19968, 19947, 19963, 19960, 19941 and 19951

Units Sold

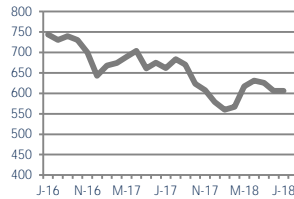
90



Up 17%
Vs. Year Ago

Active Inventory

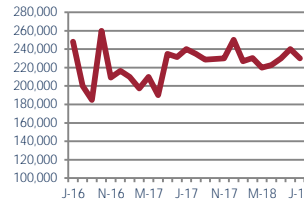
606



Down -8%
Vs. Year Ago

Median Sale Price

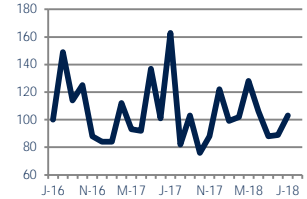
\$229,950



Down -4%
Vs. Year Ago

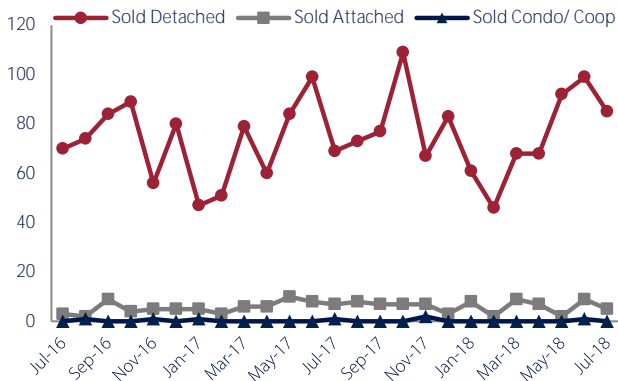
Days On Market

103



Down -37%
Vs. Year Ago

Units Sold*



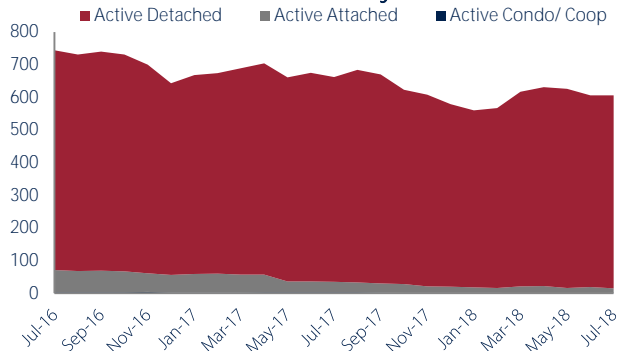
Units Sold

There was a decrease in total units sold in July, with 90 sold this month in Milton, Georgetown, and Northeastern Sussex County versus 109 last month, a decrease of 17%. This month's total units sold was higher than at this time last year, an increase of 17% versus July 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 56 units or 8%. The total number of active inventory this July was 606 compared to 662 in July 2017. This month's supply remained stable as compared to last month.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Milton, Georgetown, and Northeastern Sussex County Homes was \$239,900. This July, the median sale price was \$229,950, a decrease of 4% or \$9,950 compared to last year. The current median sold price is 4% lower than in June.

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 BRIGHTMLS 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 BRIGHTMLS or Long & Foster Real Estate, Inc.



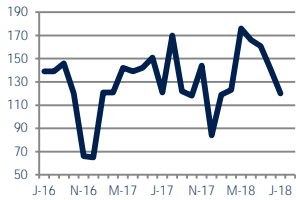
CHRISTIE'S
INTERNATIONAL REAL ESTATE



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

New Listings

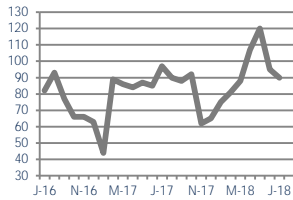
120



Down -1%
Vs. Year Ago

Current Contracts

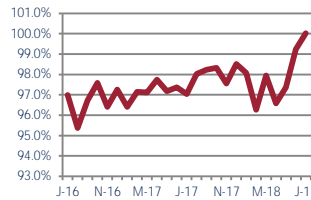
90



Down -7%
Vs. Year Ago

Sold Vs. List Price

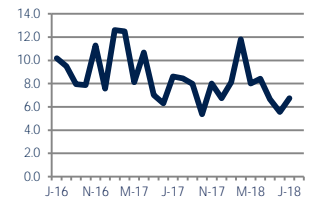
100.0%



Up 3.1%
Vs. Year Ago

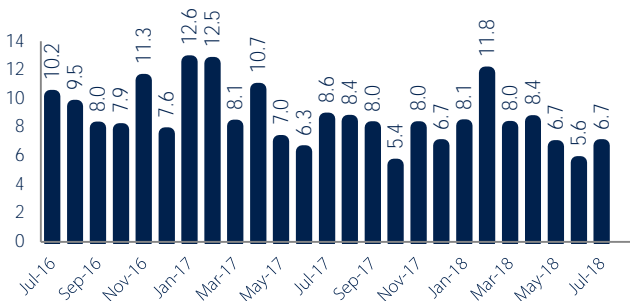
Months of Supply

6.7



Down -22%
Vs. Year Ago

Months Of Supply



Months of Supply

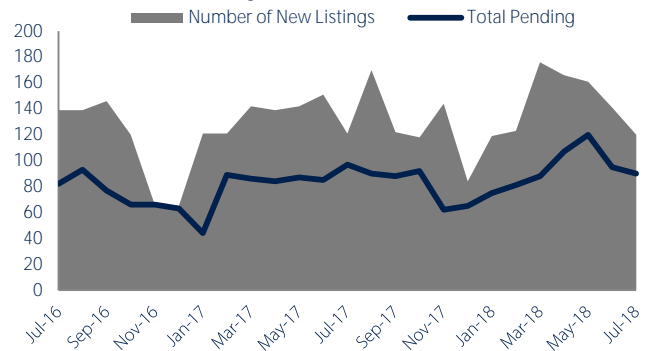
In July, there was 6.7 months of supply available in Milton, Georgetown, and Northeastern Sussex County, compared to 8.6 in July 2017. That is a decrease of 22% versus a year ago.

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.

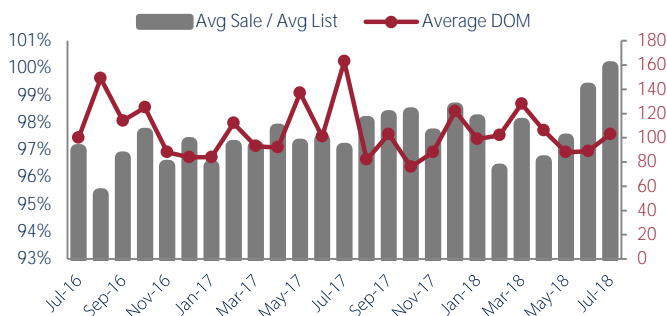
New Listings & Current Contracts

This month there were 120 homes newly listed for sale in Milton, Georgetown, and Northeastern Sussex County compared to 121 in July 2017, a decrease of 1%. There were 90 current contracts pending sale this July compared to 97 a year ago. The number of current contracts is 7% lower than last July.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In July, the average sale price in Milton, Georgetown, and Northeastern Sussex County was 100.0% of the average list price, which is 3.0% higher than at this time last year.

Days On Market

This month, the average number of days on market was 103, lower than the average last year, which was 163, a decrease of 37%.



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