



The Long & Foster Market Minute™

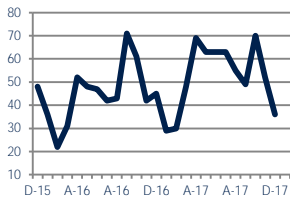
Focus On: Rehoboth Beach Housing Market

December 2017

Zip Code(s): 19971

Units Sold

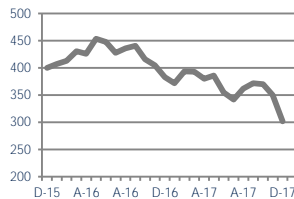
36



Down -20%
Vs. Year Ago

Active Inventory

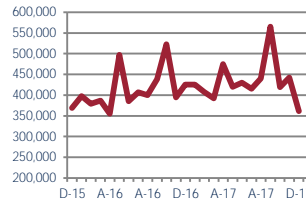
302



Down -21%
Vs. Year Ago

Median Sale Price

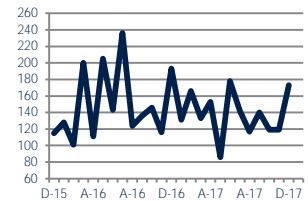
\$361,000



Down -15%
Vs. Year Ago

Days On Market

173



Down -10%
Vs. Year Ago

Units Sold*



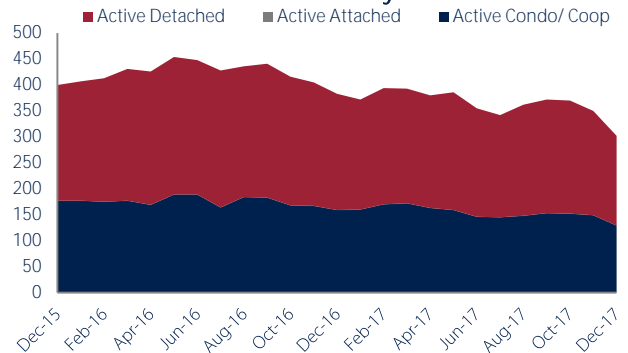
Units Sold

There was a decrease in total units sold in December, with 36 sold this month in Rehoboth Beach versus 52 last month, a decrease of 31%. This month's total units sold was lower than at this time last year, a decrease of 20% versus December 2016.

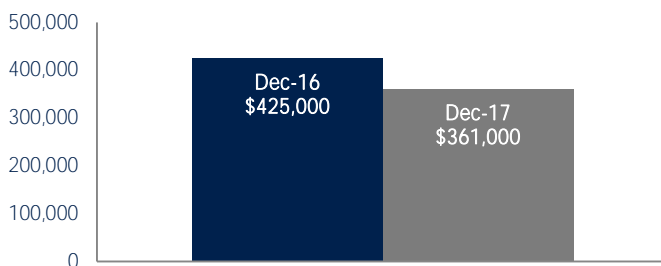
Active Inventory

Versus last year, the total number of homes available this month is lower by 81 units or 21%. The total number of active inventory this December was 302 compared to 383 in December 2016. This month's total of 302 is lower than the previous month's total supply of available inventory of 350, a decrease of 14%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for Rehoboth Beach Homes was \$425,000. This December, the median sale price was \$361,000, a decrease of 15% or \$64,000 compared to last year. The current median sold price is 18% lower than in November.

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



Rehoboth Beach are defined as properties listed in zip code/s 19971.

*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.





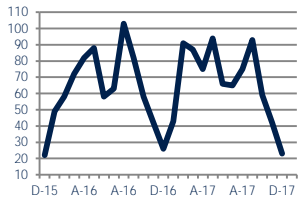
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December 2017

Zip Code(s): 19971

New Listings

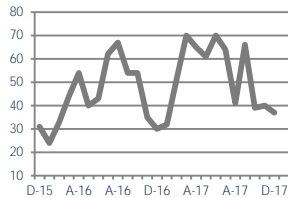
23



Down -12%
Vs. Year Ago

Current Contracts

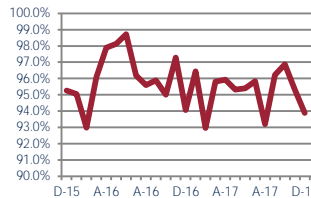
37



Up 23%
Vs. Year Ago

Sold Vs. List Price

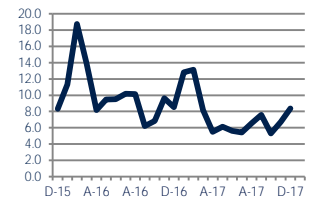
93.9%



No Change
Vs. Year Ago

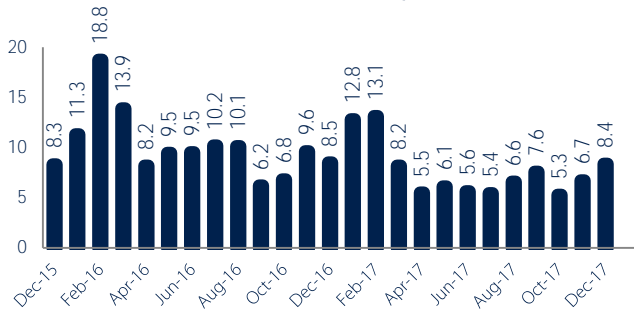
Months of Supply

8.4



Down -1%
Vs. Year Ago

Months Of Supply



Months of Supply

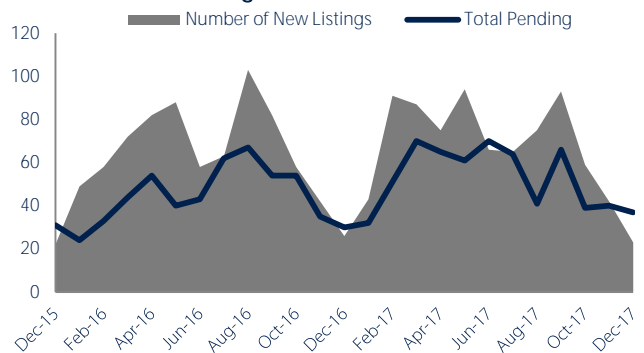
In December, there was 8.4 months of supply available in Rehoboth Beach, compared to 8.5 in December 2016. That is a decrease of 1% versus a year ago.

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.

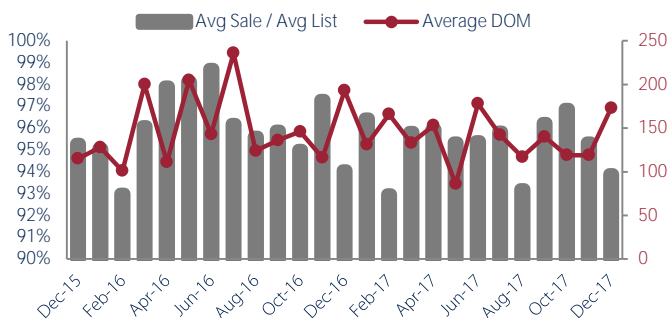
New Listings & Current Contracts

This month there were 23 homes newly listed for sale in Rehoboth Beach compared to 26 in December 2016, a decrease of 12%. There were 37 current contracts pending sale this December compared to 30 a year ago. The number of current contracts is 23% higher than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Rehoboth Beach was 93.9% 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 173, lower than the average last year, which was 193, a decrease of 10%.



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