



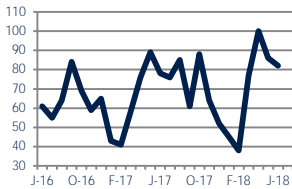
The Long & Foster Market Minute™

Focus On: Rehoboth Beach Housing Market

June 2018

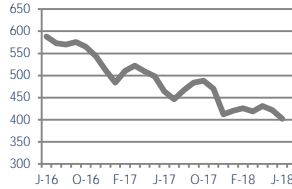
Zip Code(s): 19971

Units Sold
82



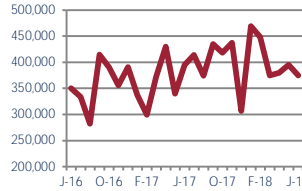
Up 5%
Vs. Year Ago

Active Inventory
402



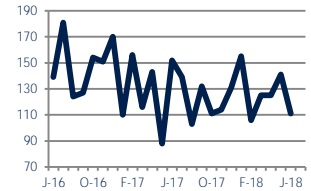
Down -13%
Vs. Year Ago

Median Sale Price
\$375,000



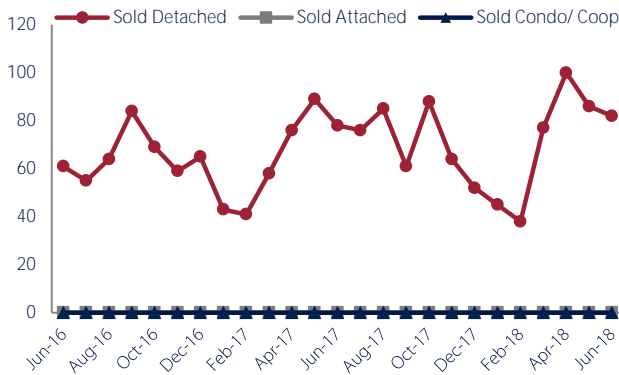
Down -5%
Vs. Year Ago

Days On Market
111



Down -27%
Vs. Year Ago

Units Sold*



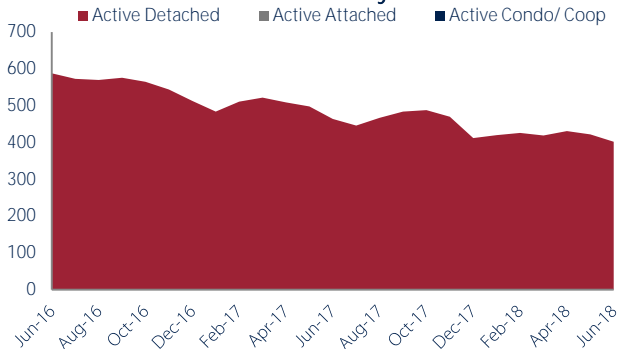
Units Sold

There was a decrease in total units sold in June, with 82 sold this month in Rehoboth Beach versus 86 last month, a decrease of 5%. This month's total units sold was higher than at this time last year, an increase of 5% versus June 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 62 units or 13%. The total number of active inventory this June was 402 compared to 464 in June 2017. This month's total of 402 is lower than the previous month's total supply of available inventory of 422, a decrease of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Rehoboth Beach Homes was \$394,900. This June, the median sale price was \$375,000, a decrease of 5% or \$19,900 compared to last year. The current median sold price is 5% lower than in May.

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.

LONG & FOSTER
REAL ESTATE

*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



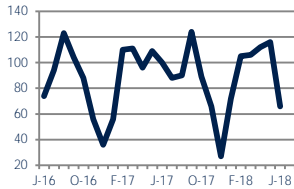
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June 2018

Zip Code(s): 19971

New Listings

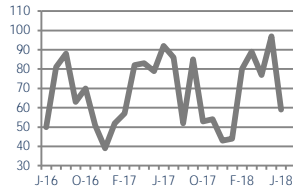
66



Down -34%
Vs. Year Ago

Current Contracts

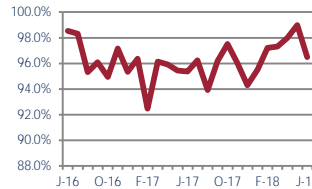
59



Down -36%
Vs. Year Ago

Sold Vs. List Price

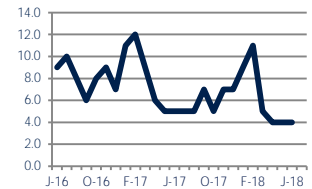
96.5%



Up 1.2%
Vs. Year Ago

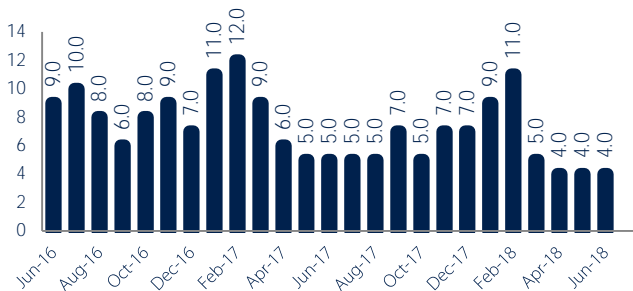
Months of Supply

4.0



Down -20%
Vs. Year Ago

Months Of Supply



Months of Supply

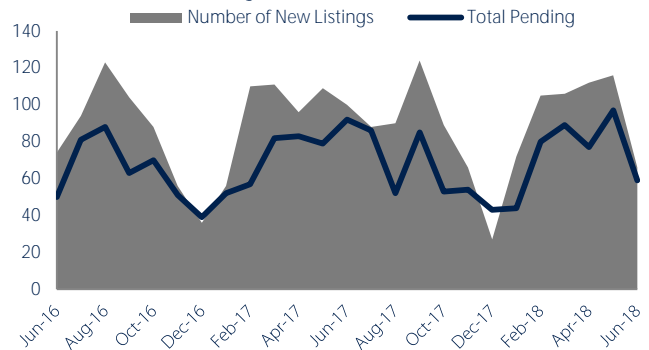
In June, there was 4.9 months of supply available in Rehoboth Beach, compared to 5.9 in June 2017. That is a decrease of 18% versus a year ago.

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.

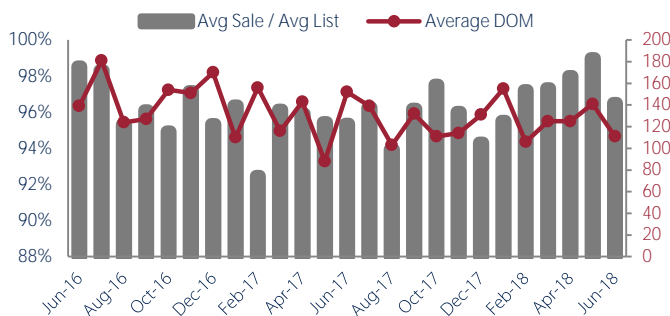
New Listings & Current Contracts

This month there were 66 homes newly listed for sale in Rehoboth Beach compared to 100 in June 2017, a decrease of 34%. There were 59 current contracts pending sale this June compared to 92 a year ago. The number of current contracts is 36% lower than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Rehoboth Beach was 96.5% of the average list price, which is 1.1% higher than at this time last year.

Days On Market

This month, the average number of days on market was 111, lower than the average last year, which was 152, a decrease of 27%.



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