



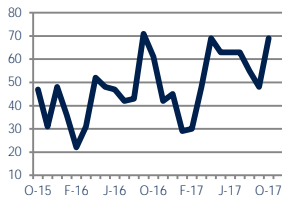
Focus On: Rehoboth Beach Housing Market

October 2017

Zip Code(s): 19971

Units Sold

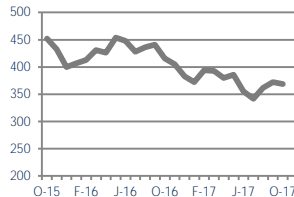
69



Up 13%
Vs. Year Ago

Active Inventory

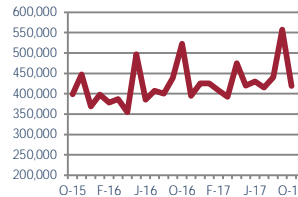
369



Down -11%
Vs. Year Ago

Median Sale Price

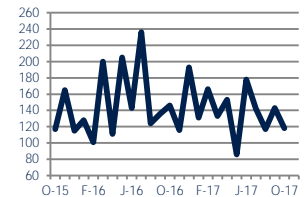
\$419,000



Down -20%
Vs. Year Ago

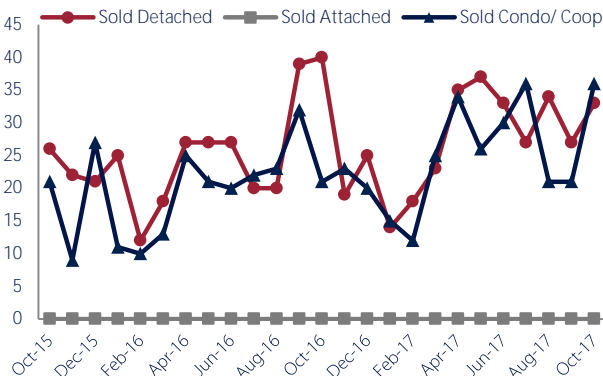
Days On Market

118



Down -19%
Vs. Year Ago

Units Sold*



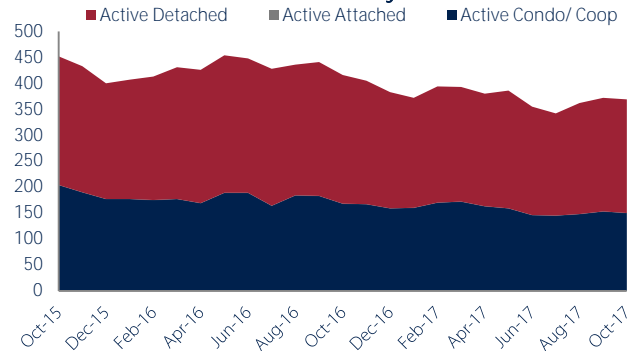
Units Sold

There was an increase in total units sold in October, with 69 sold this month in Rehoboth Beach. This month's total units sold was higher than at this time last year.

Active Inventory

Versus last year, the total number of homes available this month is lower by 47 units or 11%. The total number of active inventory this October was 369 compared to 416 in October 2016. This month's total of 369 is lower than the previous month's total supply of available inventory of 372, a decrease of 1%.

Active Inventory*



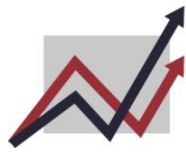
Median Sale Price



Median Sale Price

Last October, the median sale price for Rehoboth Beach Homes was \$522,500. This October, the median sale price was \$419,000, a decrease of 20% or \$103,500 compared to last year. The current median sold price is 25% 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.



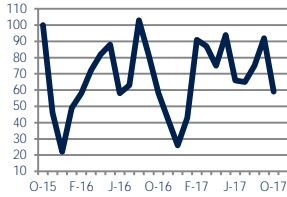
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October 2017

Zip Code(s): 19971

New Listings

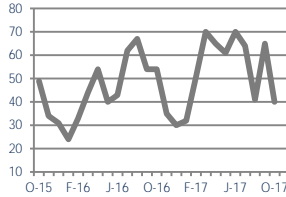
59



Up 2%
Vs. Year Ago

Current Contracts

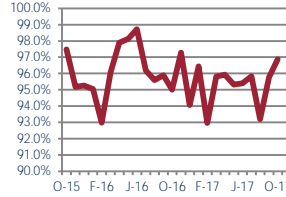
40



Down -26%
Vs. Year Ago

Sold Vs. List Price

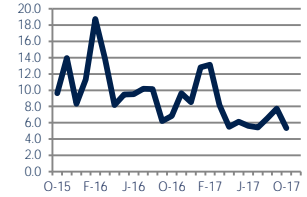
96.9%



Up 2%
Vs. Year Ago

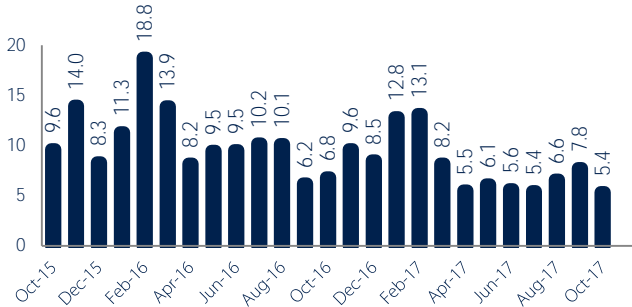
Months of Supply

5.4



Down -22%
Vs. Year Ago

Months Of Supply



Months of Supply

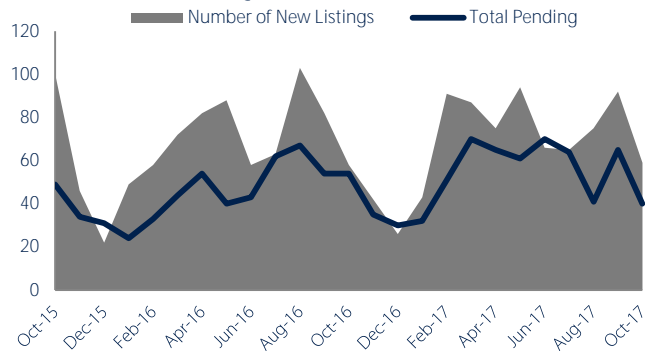
In October, there was 5.3 months of supply available in Rehoboth Beach, compared to 6.8 in October 2016. That is a decrease of 22% versus a year ago.

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.

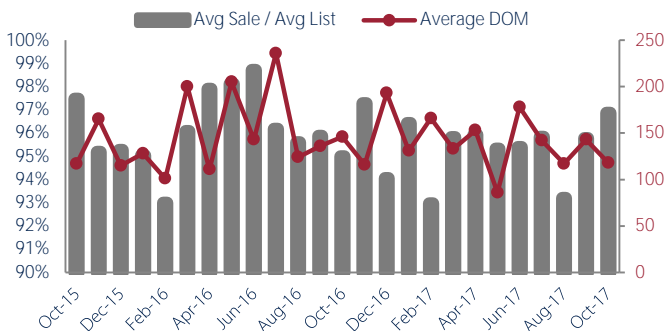
New Listings & Current Contracts

This month there were 59 homes newly listed for sale in Rehoboth Beach compared to 58 in October 2016, an increase of 2%. There were 40 current contracts pending sale this October compared to 54 a year ago. The number of current contracts is 26% 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 Rehoboth Beach was 96.9% of the average list price, which is 1.9% higher than at this time last year.

Days On Market

This month, the average number of days on market was 118, lower than the average last year, which was 146, a decrease of 19%.