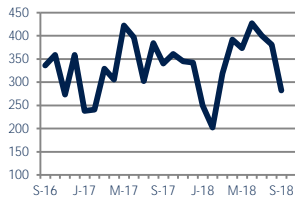


Units Sold

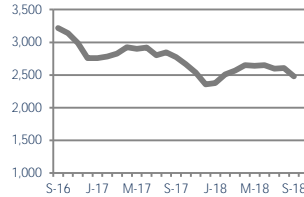
282



Down -17%
Vs. Year Ago

Active Inventory

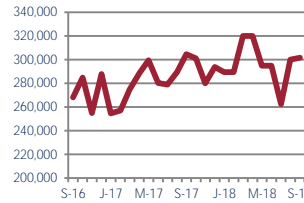
2,480



Down -11%
Vs. Year Ago

Median Sale Price

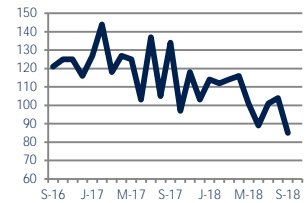
\$301,745



Down -1%
Vs. Year Ago

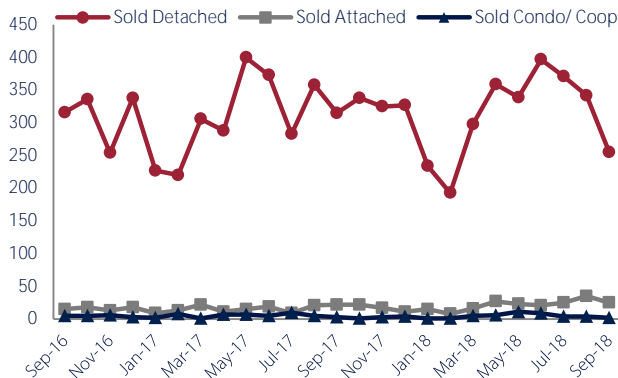
Days On Market

85



Down -37%
Vs. Year Ago

Units Sold*



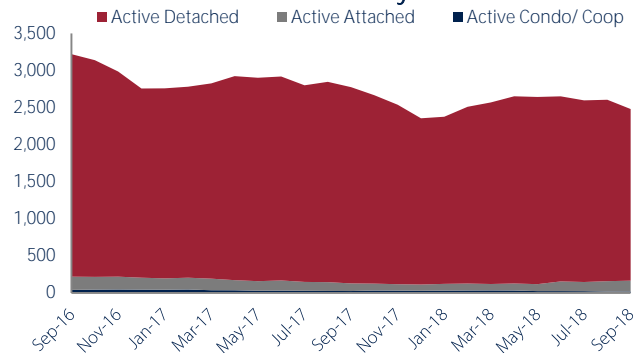
Units Sold

There was a decrease in total units sold in September, with 282 sold this month in Sussex County versus 381 last month, a decrease of 26%. This month's total units sold was lower than at this time last year, a decrease of 17% versus September 2017.

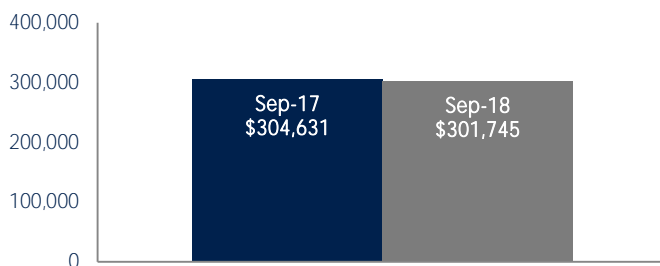
Active Inventory

Versus last year, the total number of homes available this month is lower by 295 units or 11%. The total number of active inventory this September was 2,480 compared to 2,775 in September 2017. This month's total of 2,480 is lower than the previous month's total supply of available inventory of 2,605, a decrease of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Sussex County Homes was \$304,631. This September, the median sale price was \$301,745, a decrease of 1% or \$2,886 compared to last year. The current median sold price is 1% higher than in August.

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

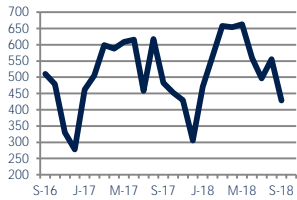


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by BRIGHTMLS 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.



New Listings

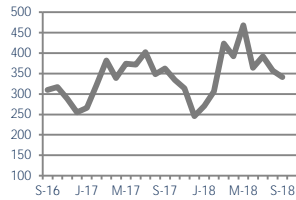
429



Down -11%
Vs. Year Ago

Current Contracts

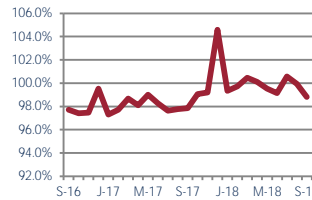
341



Down -6%
Vs. Year Ago

Sold Vs. List Price

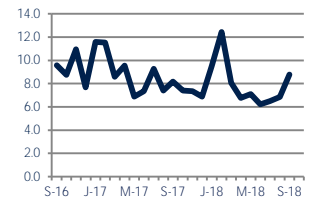
98.8%



Up 1%
Vs. Year Ago

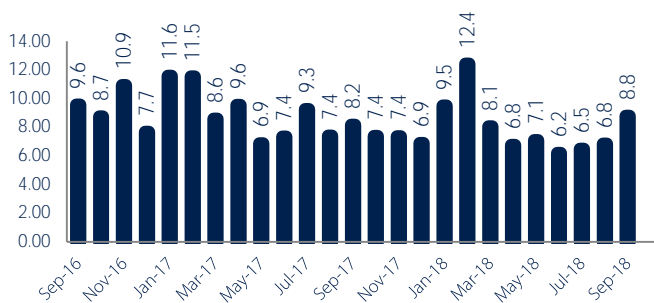
Months of Supply

8.8



Up 8%
Vs. Year Ago

Months Of Supply



Months of Supply

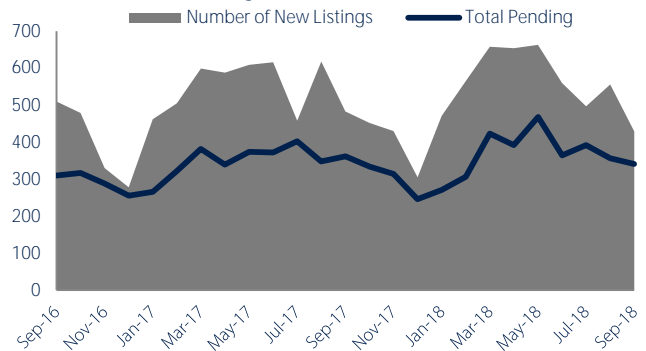
In September, there was 8.8 months of supply available in Sussex County, compared to 8.2 in September 2017. That is an increase of 8% versus a year ago.

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.

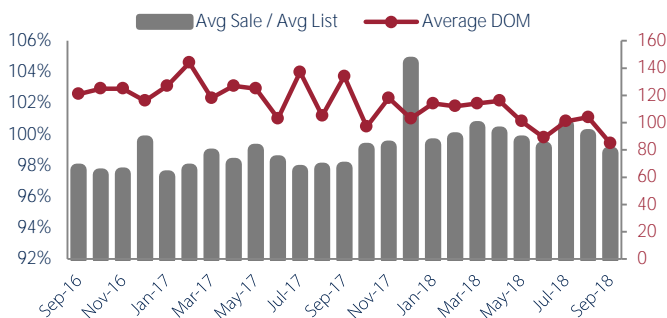
New Listings & Current Contracts

This month there were 429 homes newly listed for sale in Sussex County compared to 483 in September 2017, a decrease of 11%. There were 341 current contracts pending sale this September compared to 362 a year ago. The number of current contracts is 6% lower than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Sussex County was 98.8% of the average list price, which is 1.0% higher than at this time last year.

Days On Market

This month, the average number of days on market was 85, lower than the average last year, which was 134, a decrease of 37%.



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