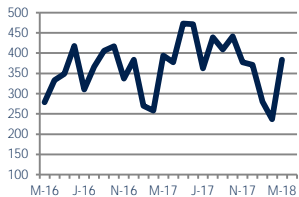




Units Sold

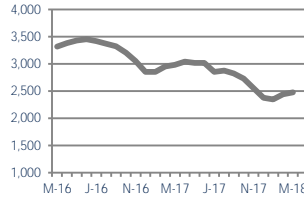
384



Down -3%
Vs. Year Ago

Active Inventory

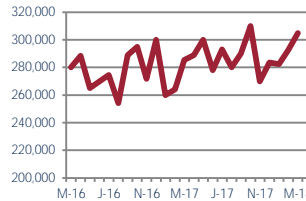
2,479



Down -17%
Vs. Year Ago

Median Sale Price

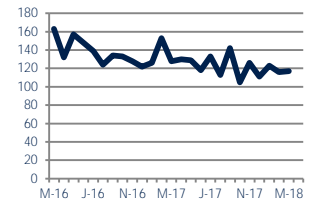
\$305,000



Up 7%
Vs. Year Ago

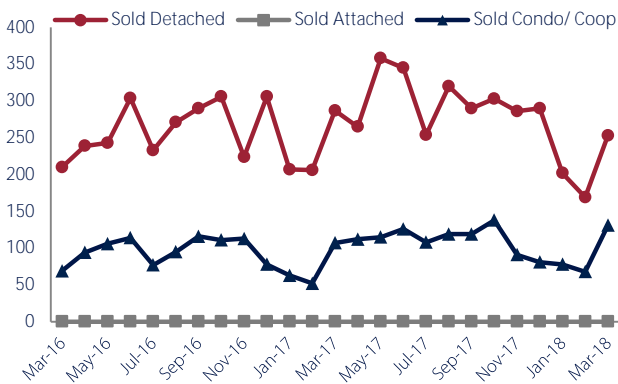
Days On Market

117



Down -9%
Vs. Year Ago

Units Sold*



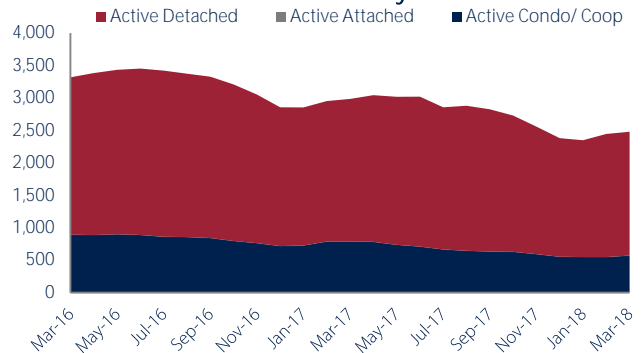
Units Sold

There was an increase in total units sold in March, with 384 sold this month in Sussex County. This month's total units sold was lower than at this time last year.

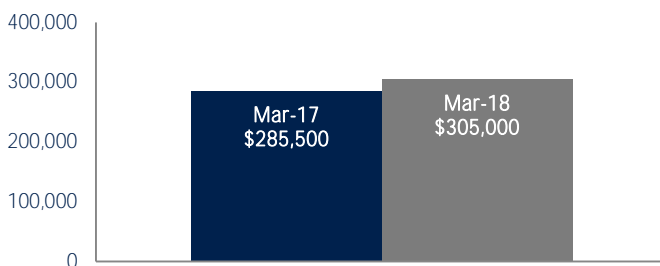
Active Inventory

Versus last year, the total number of homes available this month is lower by 506 units or 17%. The total number of active inventory this March was 2,479 compared to 2,985 in March 2017. This month's total of 2,479 is higher than the previous month's total supply of available inventory of 2,445, an increase of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Sussex County Homes was \$285,500. This March, the median sale price was \$305,000, an increase of 7% or \$19,500 compared to last year. The current median sold price is 4% higher than in February.

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

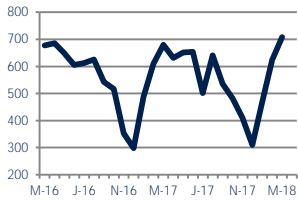


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.
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New Listings

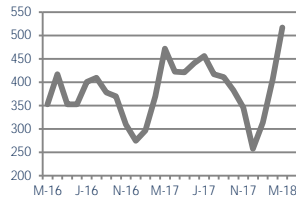
708



Up 4%
Vs. Year Ago

Current Contracts

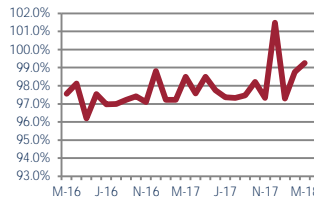
517



Up 10%
Vs. Year Ago

Sold Vs. List Price

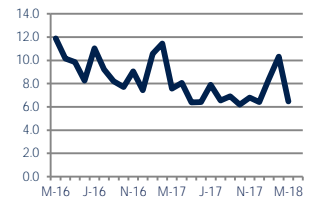
99.3%



Up 0.8%
Vs. Year Ago

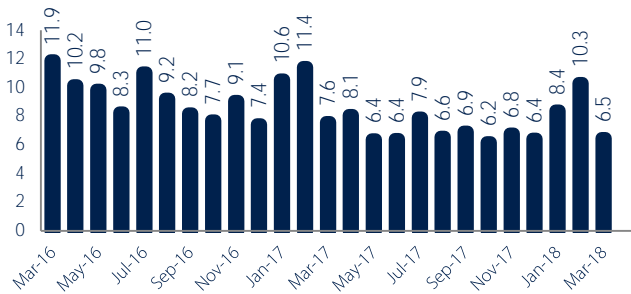
Months of Supply

6.5



Down -15%
Vs. Year Ago

Months Of Supply



Months of Supply

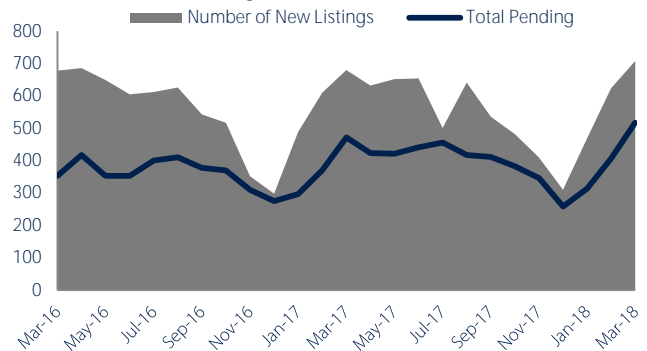
In March, there was 6.5 months of supply available in Sussex County, compared to 7.6 in March 2017. That is a decrease of 15% versus a year ago.

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.

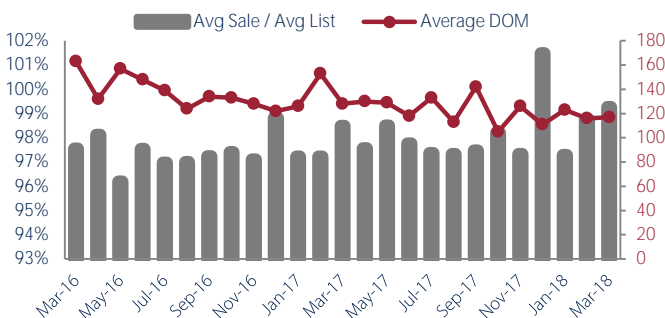
New Listings & Current Contracts

This month there were 708 homes newly listed for sale in Sussex County compared to 680 in March 2017, an increase of 4%. There were 517 current contracts pending sale this March compared to 472 a year ago. The number of current contracts is 10% higher than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Sussex County was 99.3% of the average list price, which is 0.8% higher than at this time last year.

Days On Market

This month, the average number of days on market was 117, lower than the average last year, which was 128, a decrease of 9%.



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