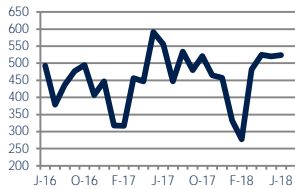


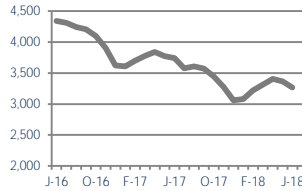


**Units Sold**  
524



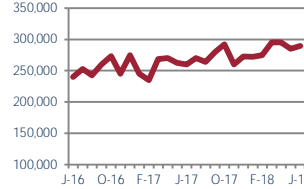
Down -6%  
Vs. Year Ago

**Active Inventory**  
3,266



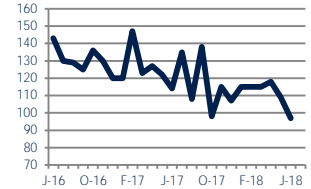
Down -13%  
Vs. Year Ago

**Median Sale Price**  
\$289,500



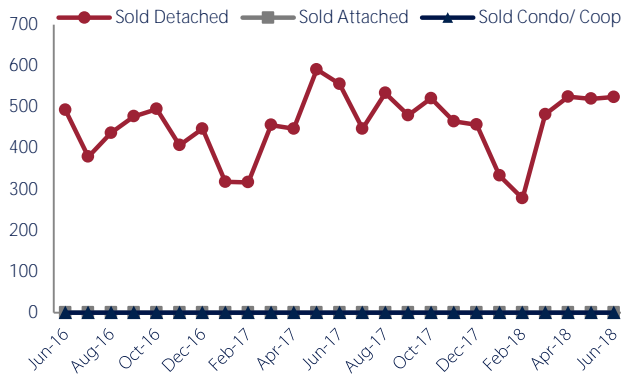
Up 11%  
Vs. Year Ago

**Days On Market**  
97



Down -15%  
Vs. Year Ago

### Units Sold\*



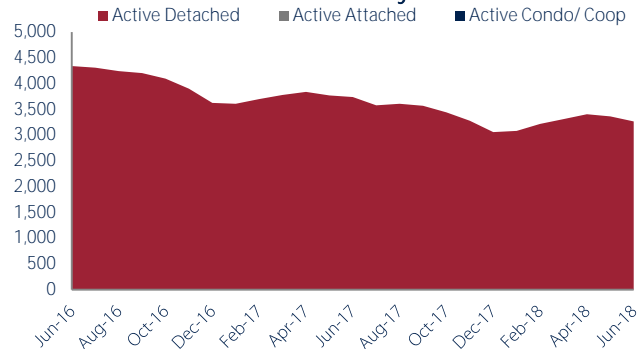
### Units Sold

There was an increase in total units sold in June, with 524 sold this month in Sussex County versus 520 last month, an increase of 1%. This month's total units sold was lower than at this time last year, a decrease of 6% versus June 2017.

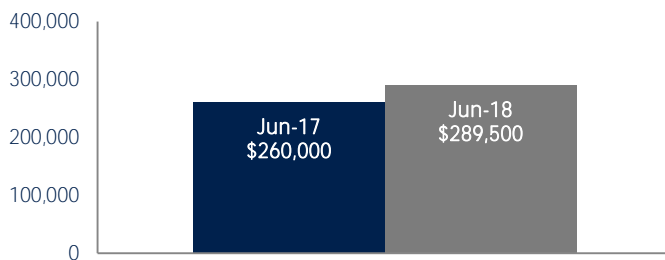
### Active Inventory

Versus last year, the total number of homes available this month is lower by 474 units or 13%. The total number of active inventory this June was 3,266 compared to 3,740 in June 2017. This month's total of 3,266 is lower than the previous month's total supply of available inventory of 3,364, a decrease of 3%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last June, the median sale price for Sussex County Homes was \$260,000. This June, the median sale price was \$289,500, an increase of 11% or \$29,500 compared to last year. The current median sold price is 2% higher 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.



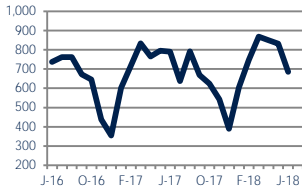
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by BRIGHTMLS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



**Focus On: Sussex County Housing Market**

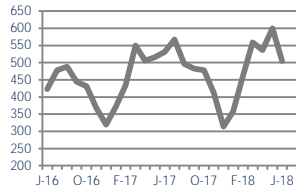
June 2018

**New Listings**  
685



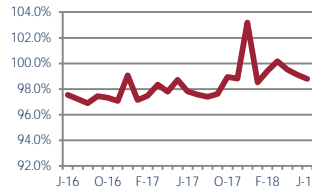
**Down -13%**  
Vs. Year Ago

**Current Contracts**  
505



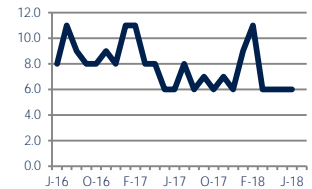
**Down -5%**  
Vs. Year Ago

**Sold Vs. List Price**  
98.8%

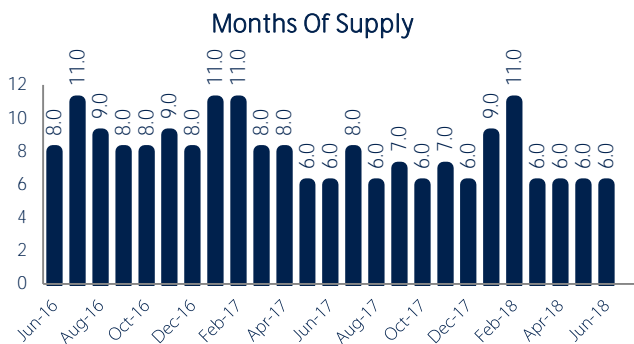


**Up 1%**  
Vs. Year Ago

**Months of Supply**  
6.0



**No Change**  
Vs. Year Ago



**Months of Supply**

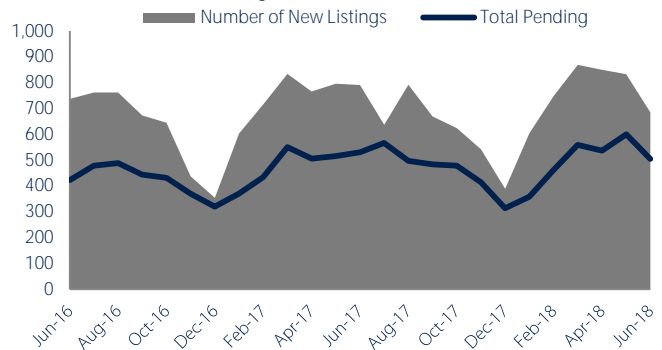
In June, there was 6.2 months of supply available in Sussex County, compared to 6.7 in June 2017. That is a decrease of 7% versus a year ago.

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.

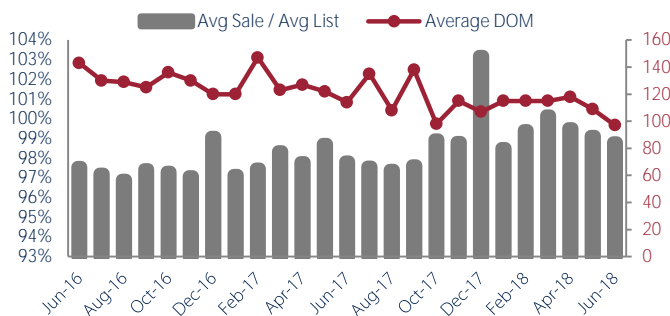
**New Listings & Current Contracts**

This month there were 685 homes newly listed for sale in Sussex County compared to 791 in June 2017, a decrease of 13%. There were 505 current contracts pending sale this June compared to 531 a year ago. The number of current contracts is 5% 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 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 97, lower than the average last year, which was 114, a decrease of 15%.



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