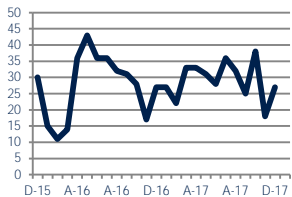




Units Sold

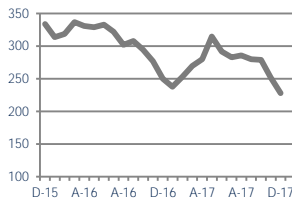
27



No Change
Vs. Year Ago

Active Inventory

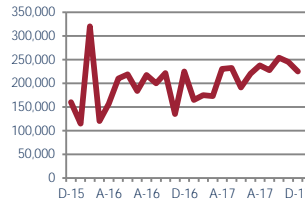
228



Down -9%
Vs. Year Ago

Median Sale Price

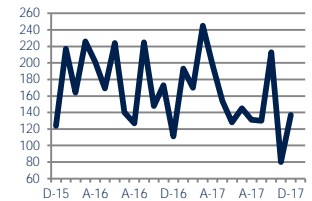
\$225,000



No Change
Vs. Year Ago

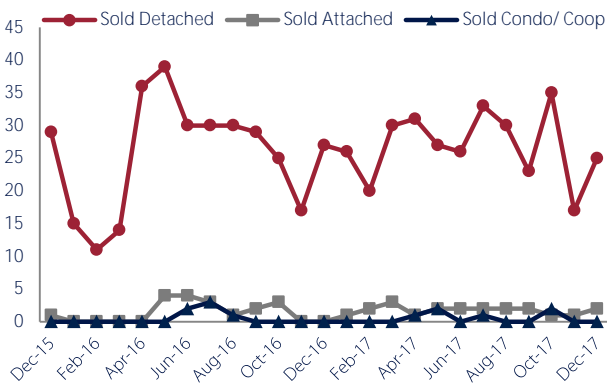
Days On Market

137



Up 23%
Vs. Year Ago

Units Sold*



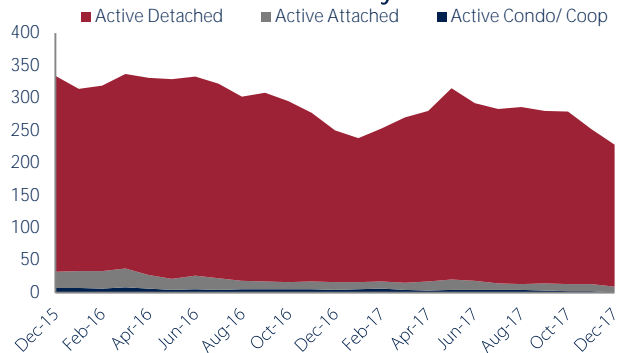
Units Sold

There was an increase in total units sold in December, with 27 sold this month in Kent County, an increase of 50%. This month's total units sold is similar compared to a year ago.

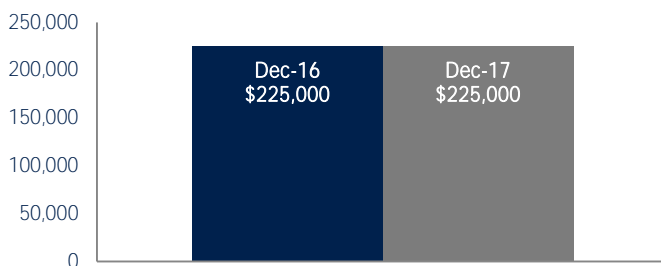
Active Inventory

Versus last year, the total number of homes available this month is lower by 22 units or 9%. The total number of active inventory this December was 228 compared to 250 in December 2016. This month's total of 228 is lower than the previous month's total supply of available inventory of 252, a decrease of 10%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for Kent County Homes was \$225,000. This December, the median sale price was \$225,000, which is similar compared to a year ago. The current median sold price is 8% higher than in November.

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



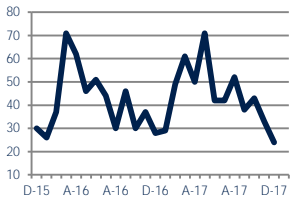
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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





New Listings

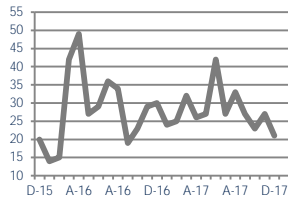
24



Down -14%
Vs. Year Ago

Current Contracts

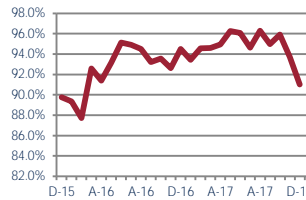
21



Down -30%
Vs. Year Ago

Sold Vs. List Price

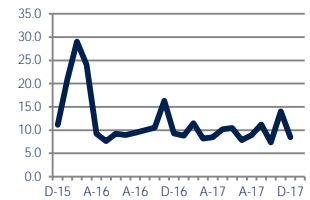
91.0%



Down -3.7%
Vs. Year Ago

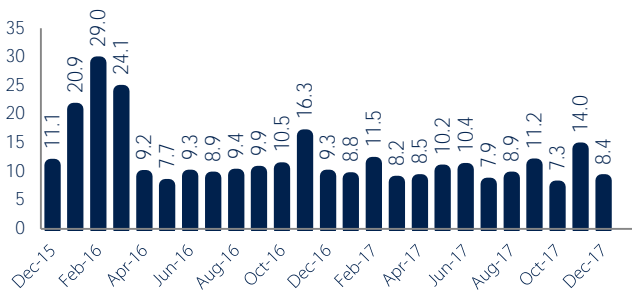
Months of Supply

8.4



Down -9%
Vs. Year Ago

Months Of Supply



Months of Supply

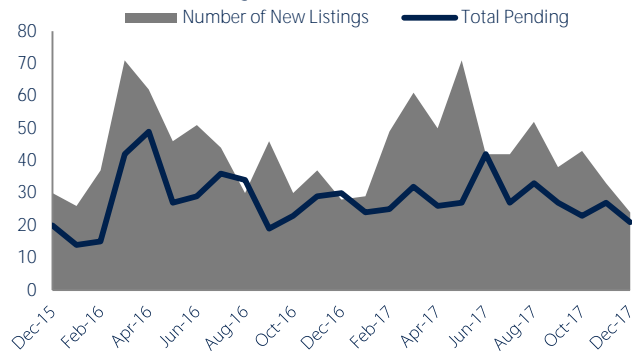
In December, there was 8.4 months of supply available in Kent County, compared to 9.3 in December 2016. That is a decrease of 9% versus a year ago.

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.

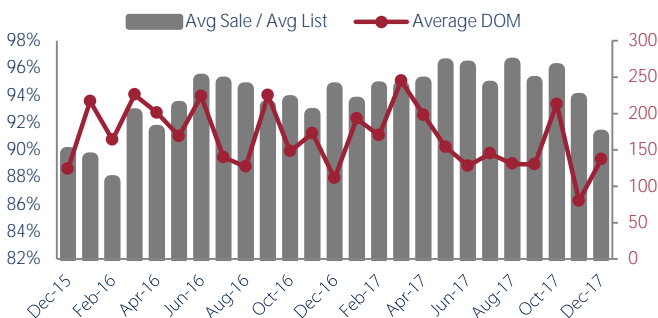
New Listings & Current Contracts

This month there were 24 homes newly listed for sale in Kent County compared to 28 in December 2016, a decrease of 14%. There were 21 current contracts pending sale this December compared to 30 a year ago. The number of current contracts is 30% lower than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Kent County was 91.0% of the average list price, which is 3.5% lower than at this time last year.

Days On Market

This month, the average number of days on market was 137, higher than the average last year, which was 111, an increase of 23%.



*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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