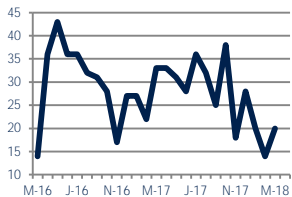




Units Sold

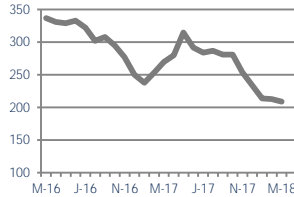
20



Down
Vs. Year Ago

Active Inventory

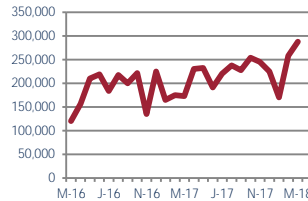
209



Down -23%
Vs. Year Ago

Median Sale Price

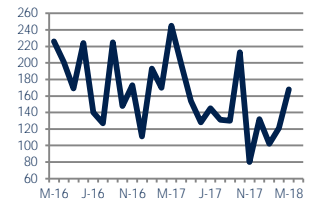
\$287,500



Up
Vs. Year Ago

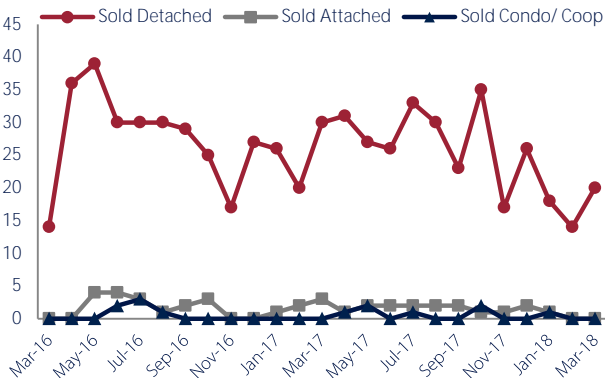
Days On Market

168



Down -31%
Vs. Year Ago

Units Sold*



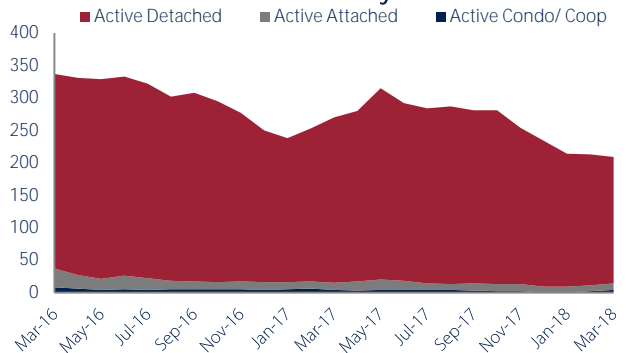
Units Sold

With relatively few transactions, there was an increase in total units sold in March, with 20 sold this month in Kent County. This month's total units sold was lower than at this time last year, a decrease from March 2017.

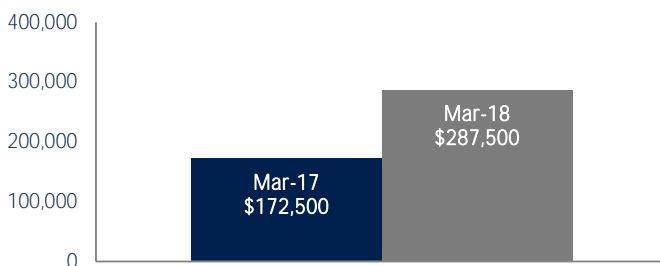
Active Inventory

Versus last year, the total number of homes available this month is lower by 61 units or 23%. The total number of active inventory this March was 209 compared to 270 in March 2017. This month's total of 209 is lower than the previous month's total supply of available inventory of 213, a decrease of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last March, the median sale price for Kent County Homes was \$172,500. This March, the median sale price was \$287,500, an increase of \$115,000 compared to last year. The current median sold price is 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.

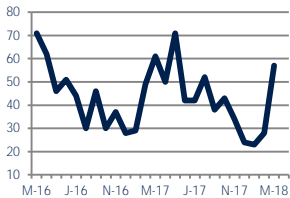


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

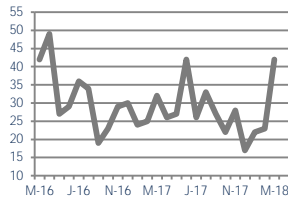
57



Down -7%
Vs. Year Ago

Current Contracts

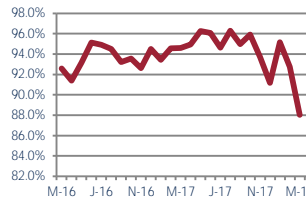
42



Up 31%
Vs. Year Ago

Sold Vs. List Price

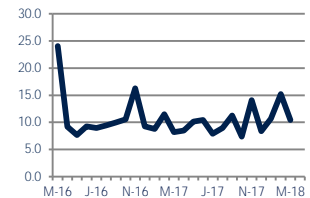
88.0%



Down
Vs. Year Ago

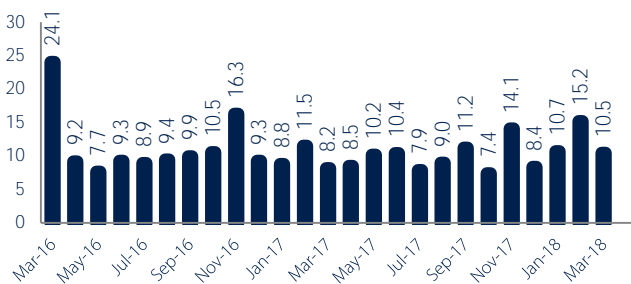
Months of Supply

10.5



Up 28%
Vs. Year Ago

Months Of Supply



Months of Supply

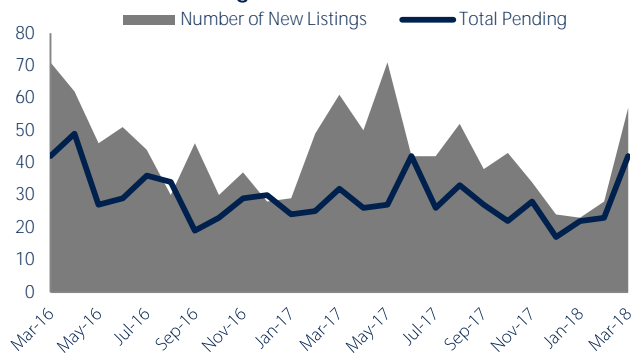
In March, there was 10.5 months of supply available in Kent County, compared to 8.2 in March 2017. That is an increase of 28% versus a year ago.

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.

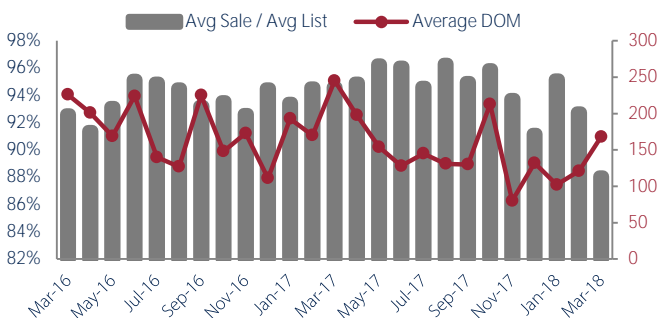
New Listings & Current Contracts

This month there were 57 homes newly listed for sale in Kent County compared to 61 in March 2017, a decrease of 7%. There were 42 current contracts pending sale this March compared to 32 a year ago. The number of current contracts is 31% 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 Kent County was 88.0% of the average list price, which is lower than at this time last year.

Days On Market

This month, the average number of days on market was 168, lower than the average last year, which was 245, a decrease of 31%.



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