



# The Long & Foster Market Minute™

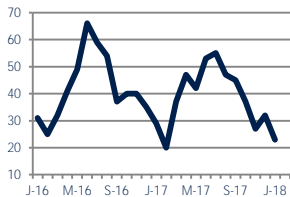
Focus On: Southampton and Holland Housing Market

January 2018

Zip Code(s): 18966

## Units Sold

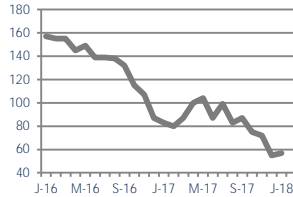
23



Down -21%  
Vs. Year Ago

## Active Inventory

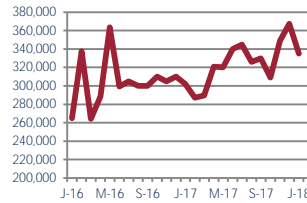
57



Down -31%  
Vs. Year Ago

## Median Sale Price

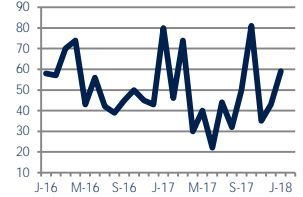
\$335,000



Up 11%  
Vs. Year Ago

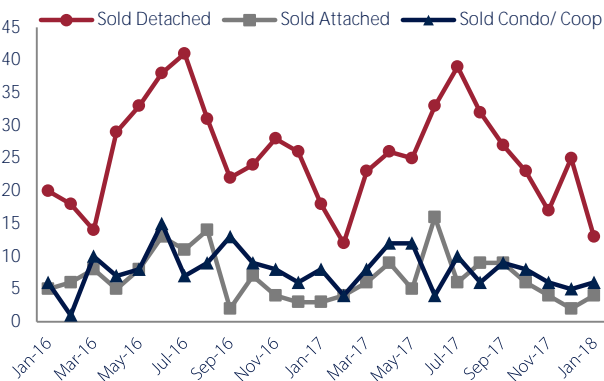
## Days On Market

59



Down -26%  
Vs. Year Ago

## Units Sold\*



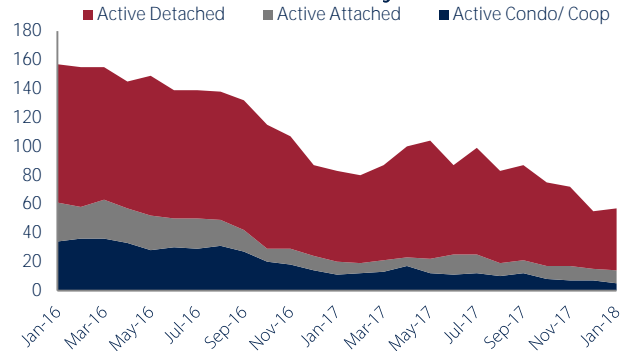
## Units Sold

There was a decrease in total units sold in January, with 23 sold this month in Southampton and Holland versus 32 last month, a decrease of 28%. This month's total units sold was lower than at this time last year, a decrease of 21% versus January 2017.

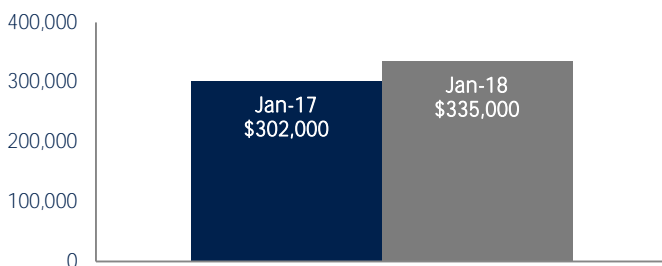
## Active Inventory

Versus last year, the total number of homes available this month is lower by 26 units or 31%. The total number of active inventory this January was 57 compared to 83 in January 2017. This month's total of 57 is higher than the previous month's total supply of available inventory of 55, an increase of 4%.

## Active Inventory\*



## Median Sale Price



## Median Sale Price

Last January, the median sale price for Southampton and Holland Homes was \$302,000. This January, the median sale price was \$335,000, an increase of 11% or \$33,000 compared to last year. The current median sold price is 9% lower than in December.

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

Southampton and Holland are defined as properties listed in zip code/s 18966.

\*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 TREND 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 TREND or Long & Foster Real Estate, Inc.



CHRISTIE'S INTERNATIONAL REAL ESTATE



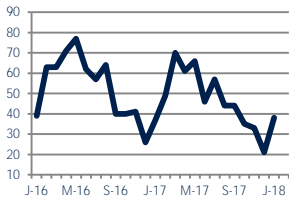
## Focus On: Southampton and Holland Housing Market

January 2018

Zip Code(s): 18966

### New Listings

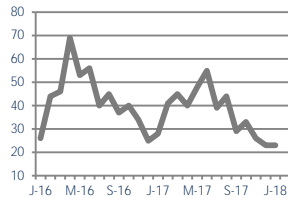
38



Up 3%  
Vs. Year Ago

### Current Contracts

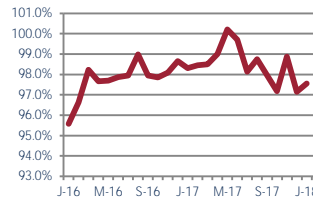
23



Down -18%  
Vs. Year Ago

### Sold Vs. List Price

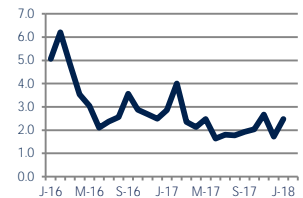
97.6%



Down -0.8%  
Vs. Year Ago

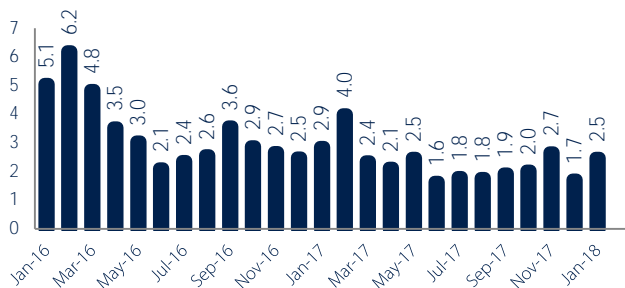
### Months of Supply

2.5



Down -13%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

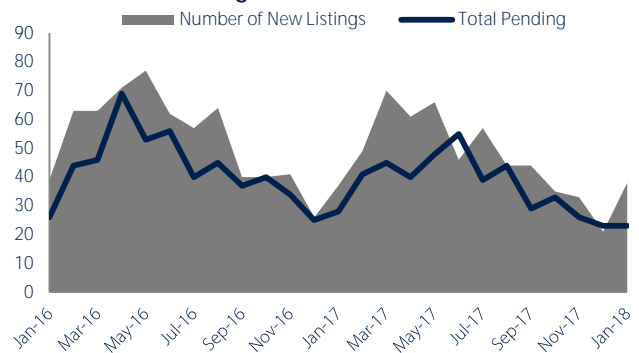
In January, there was 2.5 months of supply available in Southampton and Holland, compared to 2.9 in January 2017. That is a decrease of 13% versus a year ago.

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.

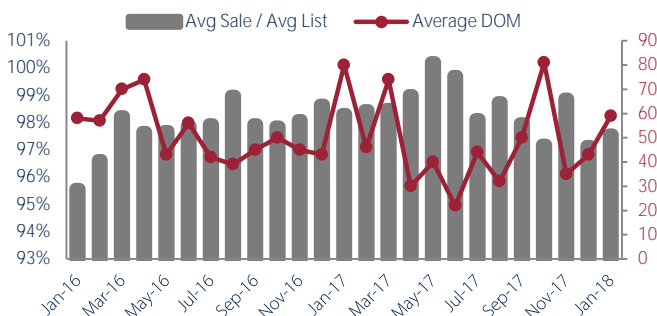
### New Listings & Current Contracts

This month there were 38 homes newly listed for sale in Southampton and Holland compared to 37 in January 2017, an increase of 3%. There were 23 current contracts pending sale this January compared to 28 a year ago. The number of current contracts remained stable as compared to last January.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In January, the average sale price in Southampton and Holland was 97.6% of the average list price, which is 0.7% lower than at this time last year.

### Days On Market

This month, the average number of days on market was 59, lower than the average last year, which was 80, a decrease of 26%.



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