



The Long & Foster Market Minute™

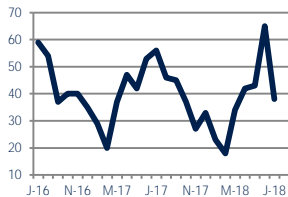
Focus On: Southampton and Holland Housing Market

July 2018

Zip Code(s): 18966

Units Sold

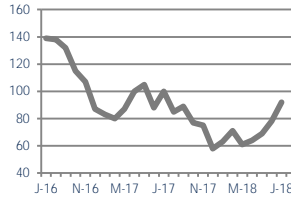
38



Down
Vs. Year Ago

Active Inventory

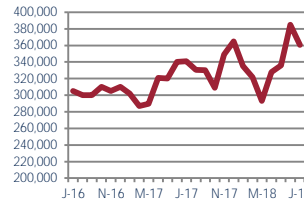
92



Down -8%
Vs. Year Ago

Median Sale Price

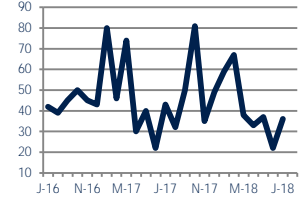
\$360,500



Up 6%
Vs. Year Ago

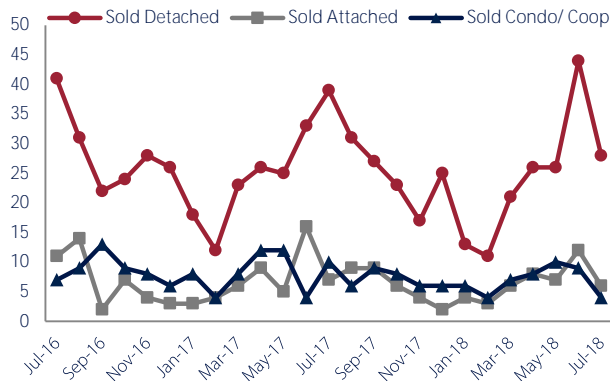
Days On Market

36



Down -16%
Vs. Year Ago

Units Sold*



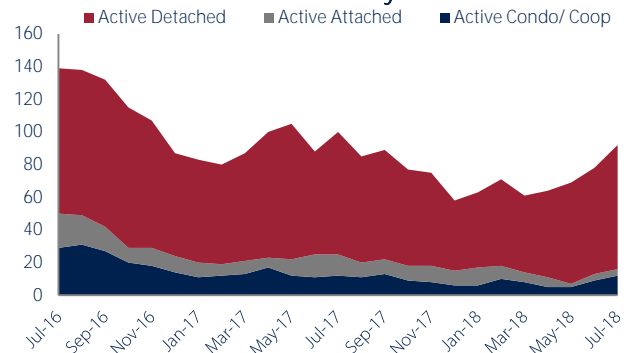
Units Sold

With relatively few transactions, there was a decrease in total units sold in July, with 38 sold this month in Southampton and Holland. This month's total units sold was lower than at this time last year, a decrease from July 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 8 units or 8%. The total number of active inventory this July was 92 compared to 100 in July 2017. This month's total of 92 is higher than the previous month's total supply of available inventory of 78, an increase of 18%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Southampton and Holland Homes was \$341,000. This July, the median sale price was \$360,500, an increase of 6% or \$19,500 compared to last year. The current median sold price is 6% lower than in June.

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



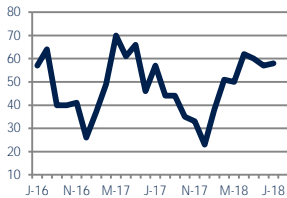
Focus On: Southampton and Holland Housing Market

July 2018

Zip Code(s): 18966

New Listings

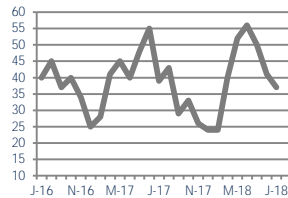
58



Up 2%
Vs. Year Ago

Current Contracts

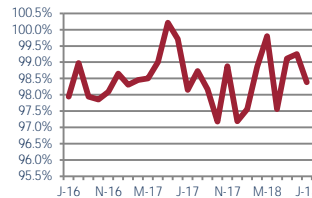
37



Down -5%
Vs. Year Ago

Sold Vs. List Price

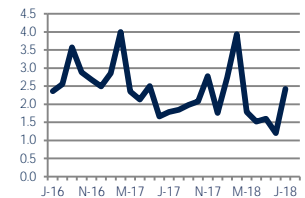
98.4%



No Change
Vs. Year Ago

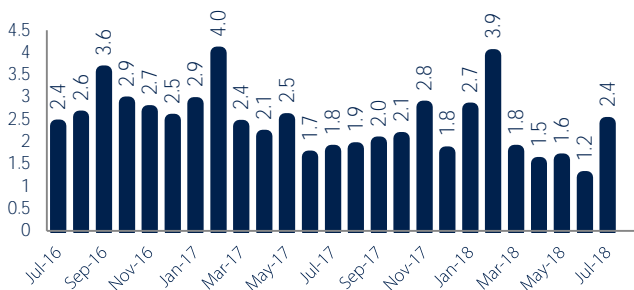
Months of Supply

2.4



Up 35%
Vs. Year Ago

Months Of Supply



Months of Supply

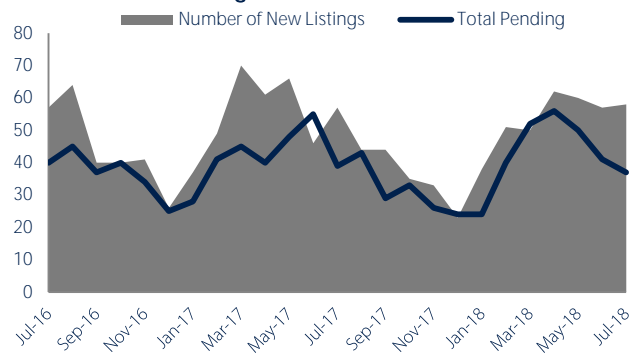
In July, there was 2.4 months of supply available in Southampton and Holland, compared to 1.8 in July 2017. That is an increase of 36% versus a year ago.

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.

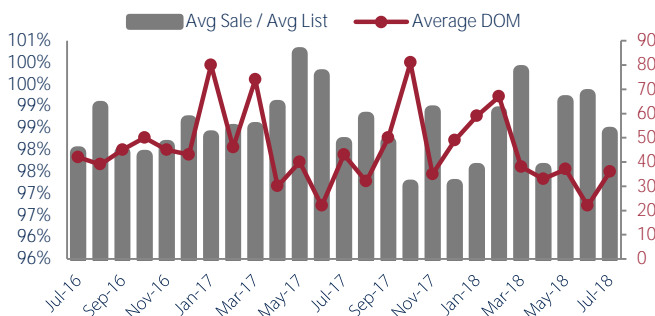
New Listings & Current Contracts

This month there were 58 homes newly listed for sale in Southampton and Holland compared to 57 in July 2017, an increase of 2%. There were 37 current contracts pending sale this July compared to 39 a year ago. The number of current contracts is 5% lower than last July.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In July, the average sale price in Southampton and Holland was 98.4% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 36, lower than the average last year, which was 43, a decrease of 16%.



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