



# The Long & Foster Market Minute™

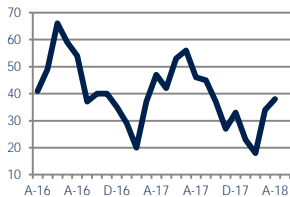
Focus On: Southampton and Holland Housing Market

April 2018

Zip Code(s): 18966

## Units Sold

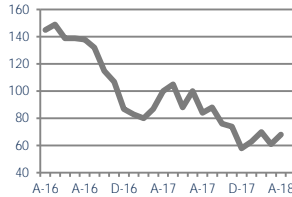
38



Down -19%  
Vs. Year Ago

## Active Inventory

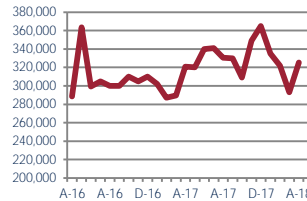
68



Down -32%  
Vs. Year Ago

## Median Sale Price

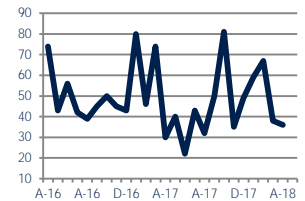
\$325,500



Up 1%  
Vs. Year Ago

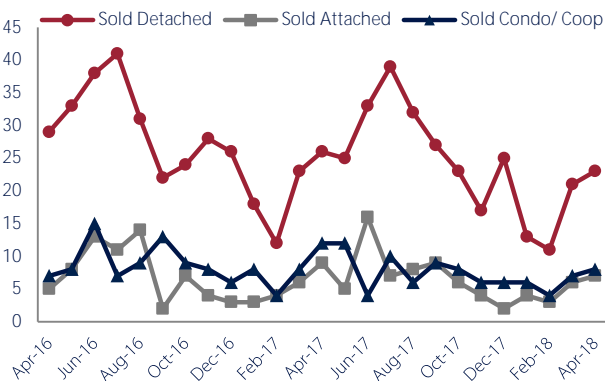
## Days On Market

36



Up 20%  
Vs. Year Ago

## Units Sold\*



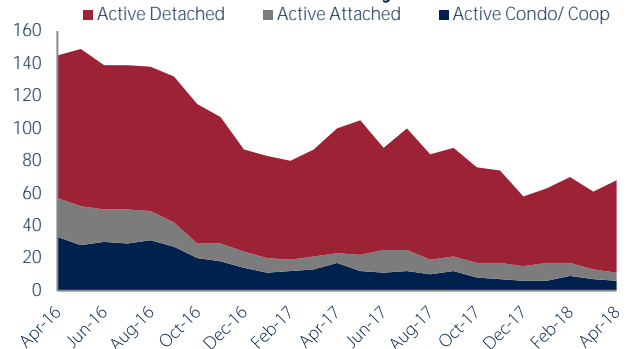
## Units Sold

There was an increase in total units sold in April, with 38 sold this month in Southampton and Holland versus 34 last month, an increase of 12%. This month's total units sold was lower than at this time last year, a decrease of 19% versus April 2017.

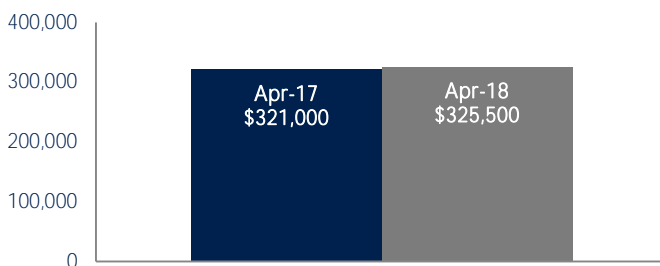
## Active Inventory

Versus last year, the total number of homes available this month is lower by 32 units or 32%. The total number of active inventory this April was 68 compared to 100 in April 2017. This month's total of 68 is higher than the previous month's total supply of available inventory of 61, an increase of 11%.

## Active Inventory\*



## Median Sale Price



## Median Sale Price

Last April, the median sale price for Southampton and Holland Homes was \$321,000. This April, the median sale price was \$325,500, an increase of 1% or \$4,500 compared to last year. The current median sold price is 11% higher than in March.

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



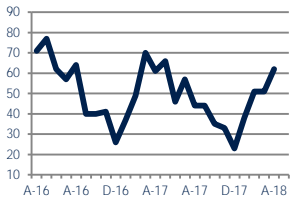
## Focus On: Southampton and Holland Housing Market

April 2018

Zip Code(s): 18966

### New Listings

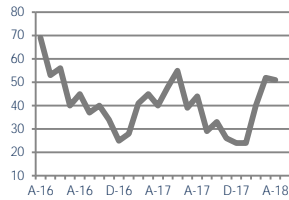
62



Up 2%  
Vs. Year Ago

### Current Contracts

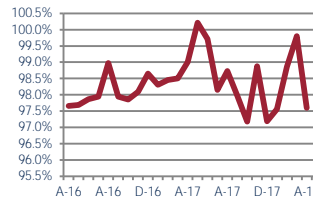
51



Up 27%  
Vs. Year Ago

### Sold Vs. List Price

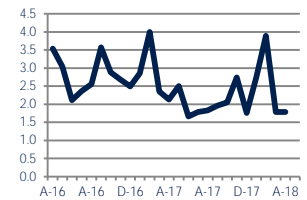
97.6%



Down -1.4%  
Vs. Year Ago

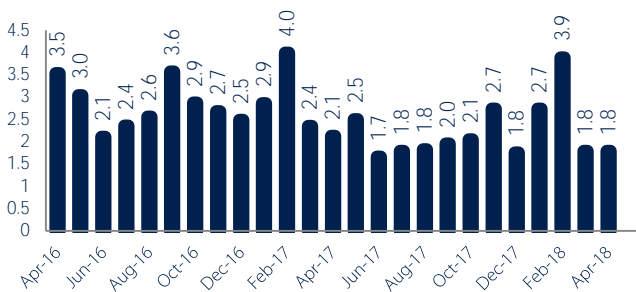
### Months of Supply

1.8



Down -16%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

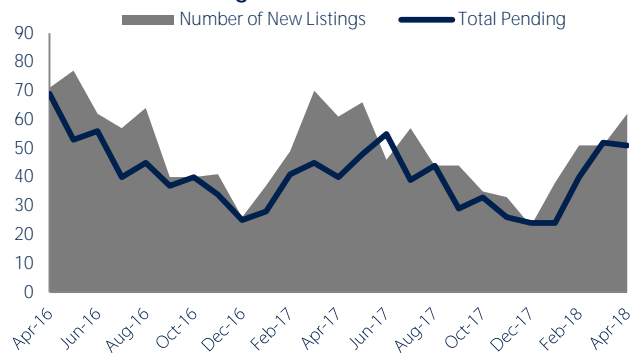
In April, there was 1.8 months of supply available in Southampton and Holland, compared to 2.1 in April 2017. That is a decrease of 16% versus a year ago.

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.

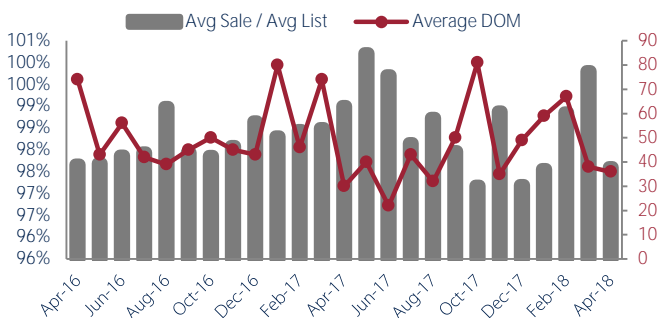
### New Listings & Current Contracts

This month there were 62 homes newly listed for sale in Southampton and Holland compared to 61 in April 2017, an increase of 2%. There were 51 current contracts pending sale this April compared to 40 a year ago. The number of current contracts is 28% higher than last April.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In April, the average sale price in Southampton and Holland was 97.6% of the average list price, which is 1.4% lower than at this time last year.

### Days On Market

This month, the average number of days on market was 36, higher than the average last year, which was 30, an increase of 20%.



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