



The Long & Foster Market Minute™

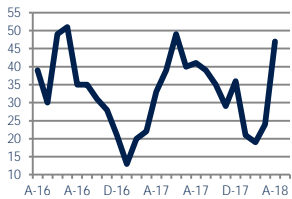
Focus On: Grafton, Seaford, and Yorktown Housing Market

April 2018

Zip Code(s): 23690, 23692 and 23696

Units Sold

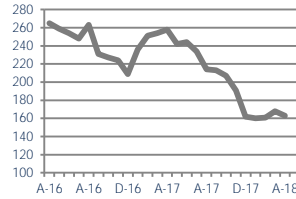
47



Up
Vs. Year Ago

Active Inventory

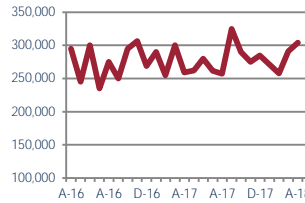
163



Down -37%
Vs. Year Ago

Median Sale Price

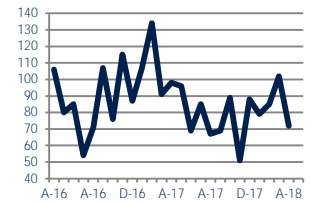
\$304,000



Up 17%
Vs. Year Ago

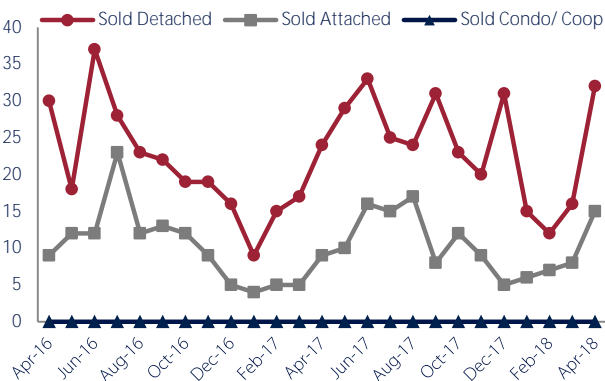
Days On Market

72



Down -27%
Vs. Year Ago

Units Sold*



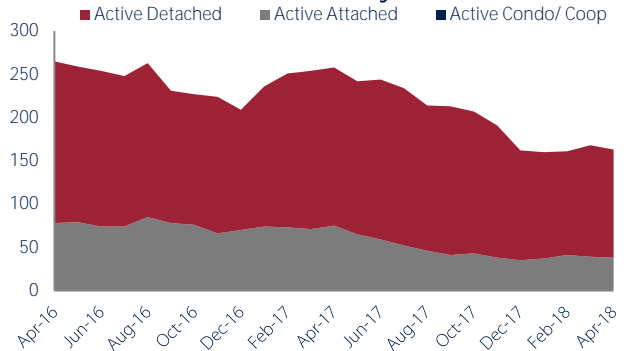
Units Sold

There was an increase in total units sold in April, with 47 sold this month in Grafton, Seaford, and Yorktown. This month's total units sold was higher than at this time last year.

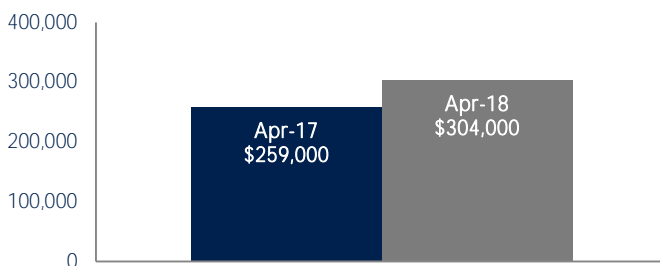
Active Inventory

Versus last year, the total number of homes available this month is lower by 95 units or 37%. The total number of active inventory this April was 163 compared to 258 in April 2017. This month's total of 163 is lower than the previous month's total supply of available inventory of 168, a decrease of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Grafton, Seaford, and Yorktown Homes was \$259,000. This April, the median sale price was \$304,000, an increase of 17% or \$45,000 compared to last year. The current median sold price is 5% 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.

Grafton, Seaford, and Yorktown are defined as properties listed in zip code/s 23690, 23692 and 23696.

*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 REIN 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 REIN or Long & Foster Real Estate, Inc.



CHRISTIE'S
INTERNATIONAL REAL ESTATE





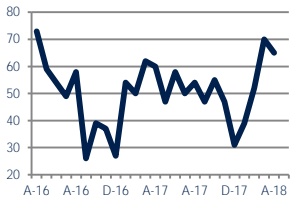
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April 2018

Zip Code(s): 23690, 23692 and 23696

New Listings

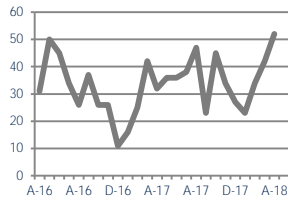
65



Up 8%
Vs. Year Ago

Current Contracts

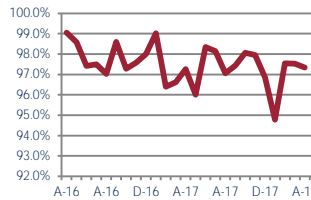
52



Up 63%
Vs. Year Ago

Sold Vs. List Price

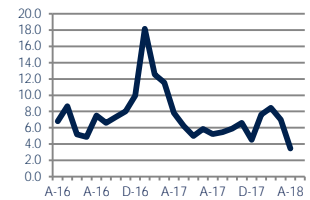
97.3%



No Change
Vs. Year Ago

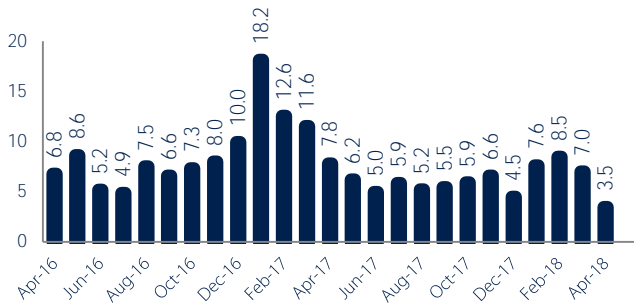
Months of Supply

3.5



Down -56%
Vs. Year Ago

Months Of Supply



Months of Supply

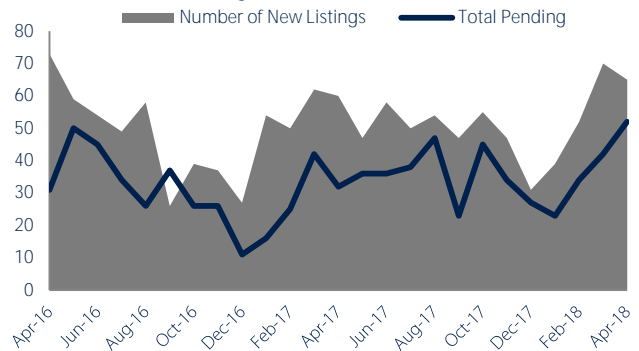
In April, there was 3.5 months of supply available in Grafton, Seaford, and Yorktown, compared to 7.8 in April 2017. That is a decrease of 56% versus a year ago.

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.

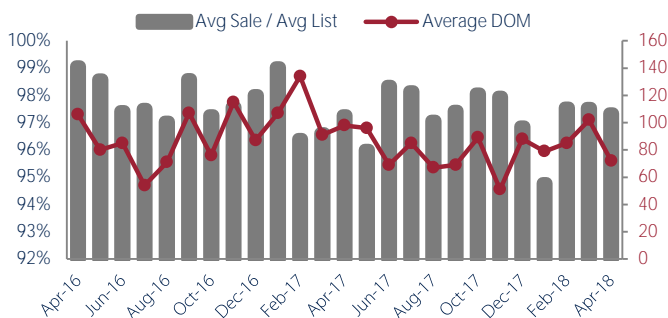
New Listings & Current Contracts

This month there were 65 homes newly listed for sale in Grafton, Seaford, and Yorktown compared to 60 in April 2017, an increase of 8%. There were 52 current contracts pending sale this April compared to 32 a year ago. The number of current contracts is 63% 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 Grafton, Seaford, and Yorktown was 97.3% 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 72, lower than the average last year, which was 98, a decrease of 27%.



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