



The Long & Foster Market Minute™

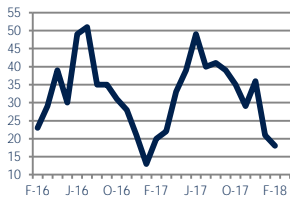
Focus On: Grafton, Seaford, and Yorktown Housing Market

February 2018

Zip Code(s): 23690, 23692 and 23696

Units Sold

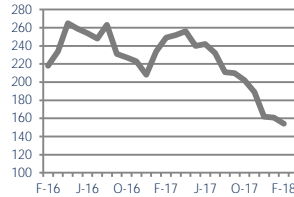
18



Down -10%
Vs. Year Ago

Active Inventory

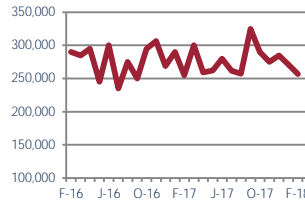
154



Down -38%
Vs. Year Ago

Median Sale Price

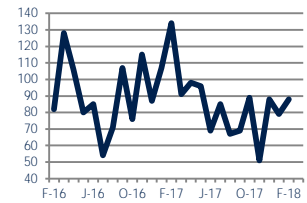
\$256,750



Up 1%
Vs. Year Ago

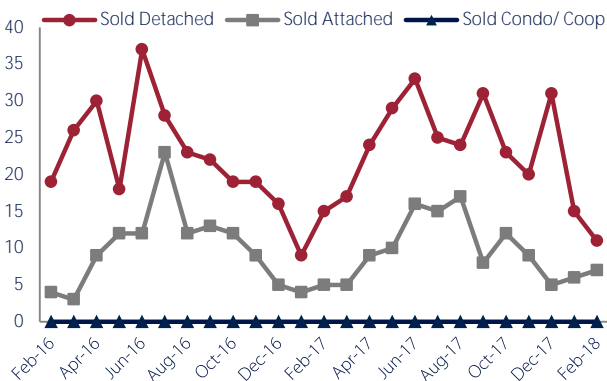
Days On Market

88



Down -34%
Vs. Year Ago

Units Sold*



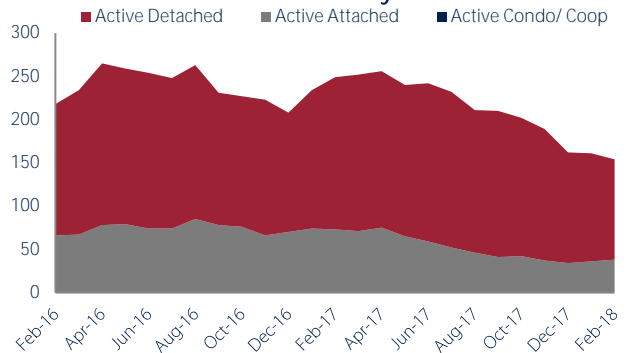
Units Sold

There was a decrease in total units sold in February, with 18 sold this month in Grafton, Seaford, and Yorktown versus 21 last month, a decrease of 14%. This month's total units sold was lower than at this time last year, a decrease of 10% versus February 2017.

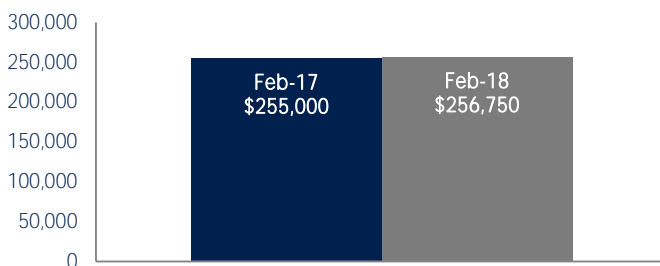
Active Inventory

Versus last year, the total number of homes available this month is lower by 95 units or 38%. The total number of active inventory this February was 154 compared to 249 in February 2017. This month's total of 154 is lower than the previous month's total supply of available inventory of 161, a decrease of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last February, the median sale price for Grafton, Seaford, and Yorktown Homes was \$255,000. This February, the median sale price was \$256,750, an increase of 1% or \$1,750 compared to last year. The current median sold price is 5% lower than in January.

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.



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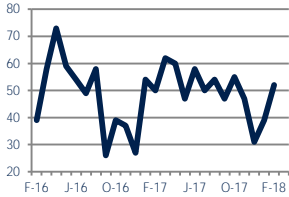




Zip Code(s): 23690, 23692 and 23696

New Listings

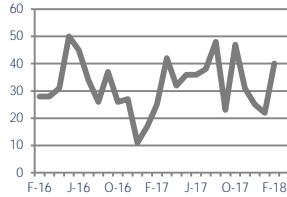
52



Up 4%
Vs. Year Ago

Current Contracts

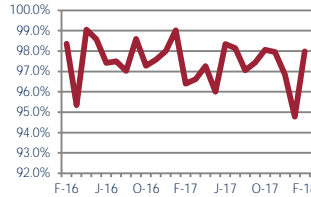
40



Up 60%
Vs. Year Ago

Sold Vs. List Price

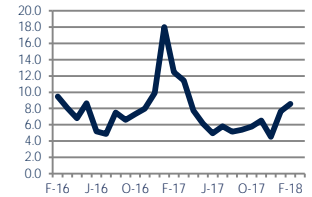
98.0%



Up 1.6%
Vs. Year Ago

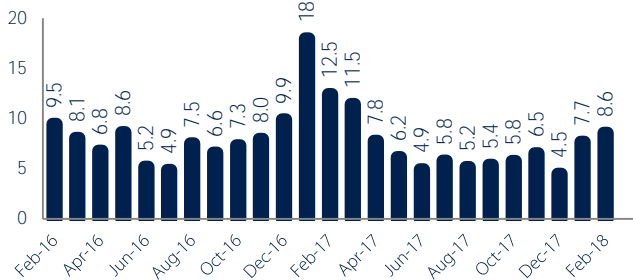
Months of Supply

8.6



Down -31%
Vs. Year Ago

Months Of Supply



Months of Supply

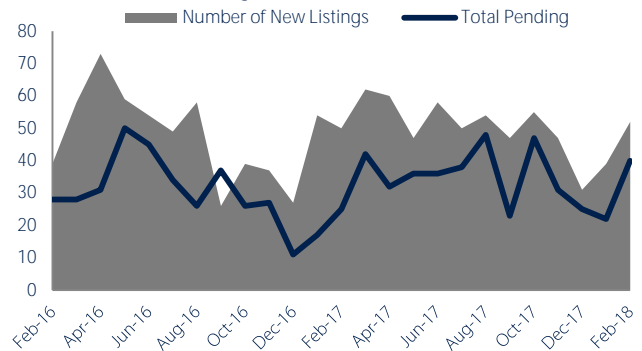
In February, there was 8.6 months of supply available in Grafton, Seaford, and Yorktown, compared to 12.5 in February 2017. That is a decrease of 31% versus a year ago.

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.

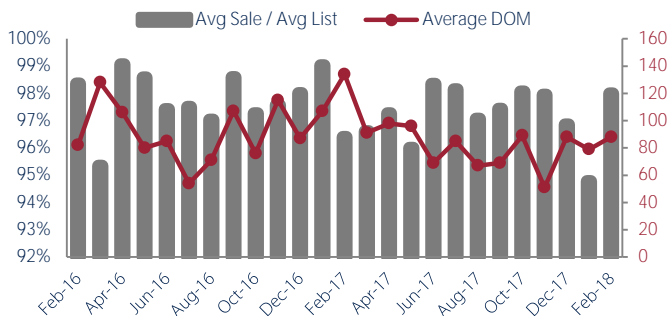
New Listings & Current Contracts

This month there were 52 homes newly listed for sale in Grafton, Seaford, and Yorktown compared to 50 in February 2017, an increase of 4%. There were 40 current contracts pending sale this February compared to 25 a year ago. The number of current contracts is 60% higher than last February.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In February, the average sale price in Grafton, Seaford, and Yorktown was 98.0% of the average list price, which is 1.6% higher than at this time last year.

Days On Market

This month, the average number of days on market was 88, lower than the average last year, which was 134, a decrease of 34%.

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