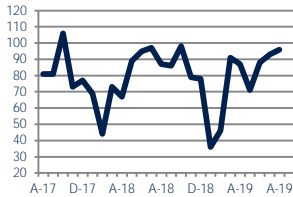


Zip Code(s): 19968, 19947, 19963, 19960, 19941 and 19951

Units Sold

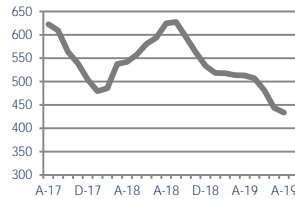
96



Up 10%
Vs. Year Ago

Active Inventory

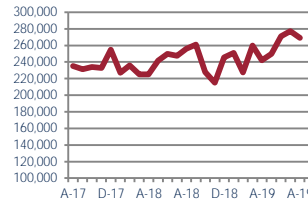
434



Down -31%
Vs. Year Ago

Median Sale Price

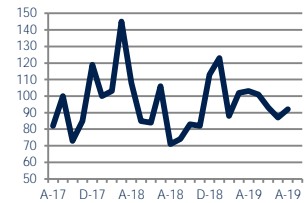
\$269,000



Up 5%
Vs. Year Ago

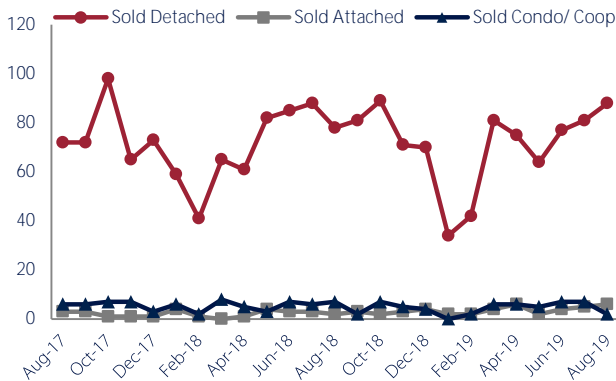
Days On Market

92



Up 30%
Vs. Year Ago

Units Sold*



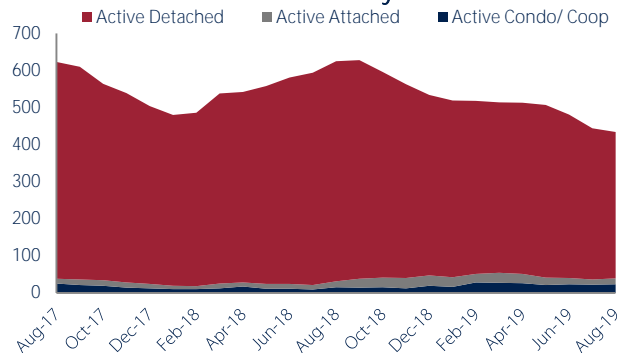
Units Sold

There was an increase in total units sold in August, with 96 sold this month in Milton, Georgetown, and Northeastern Sussex County versus 93 last month, an increase of 3%. This month's total units sold was higher than at this time last year, an increase of 10% versus August 2018.

Active Inventory

Versus last year, the total number of homes available this month is lower by 191 units or 31%. The total number of active inventory this August was 434 compared to 625 in August 2018. This month's total of 434 is lower than the previous month's total supply of available inventory of 444, a decrease of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last August, the median sale price for Milton, Georgetown, and Northeastern Sussex County Homes was \$256,000. This August, the median sale price was \$269,000, an increase of 5% or \$13,000 compared to last year. The current median sold price is 3% lower than in July.

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

Milton, Georgetown, and Northeastern Sussex County are defined as properties listed in zip code/s 19968, 19947, 19963, 19960, 19941 and 19951.

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



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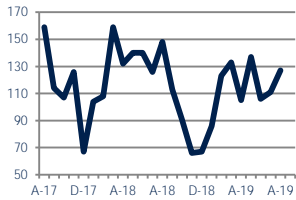
Focus On: Milton, Georgetown, and Northeastern Sussex County Housing Market

August 2019

Zip Code(s): 19968, 19947, 19963, 19960, 19941 and 19951

New Listings

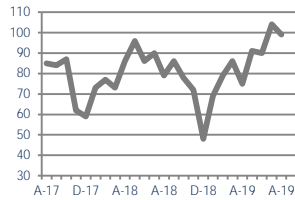
127



Down -14%
Vs. Year Ago

Current Contracts

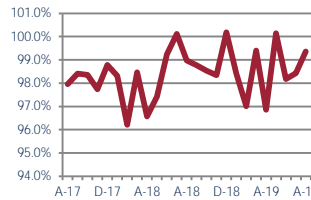
99



Up 25%
Vs. Year Ago

Sold Vs. List Price

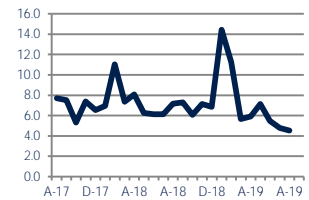
99.4%



No Change
Vs. Year Ago

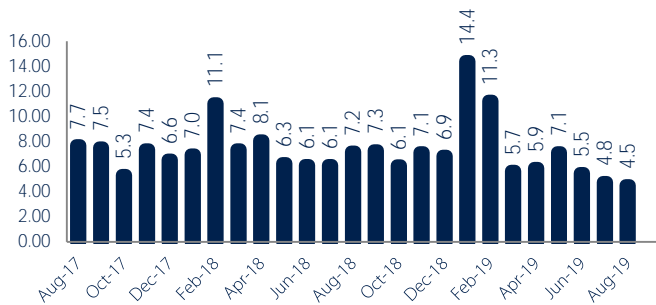
Months of Supply

4.5



Down -37%
Vs. Year Ago

Months Of Supply



Months of Supply

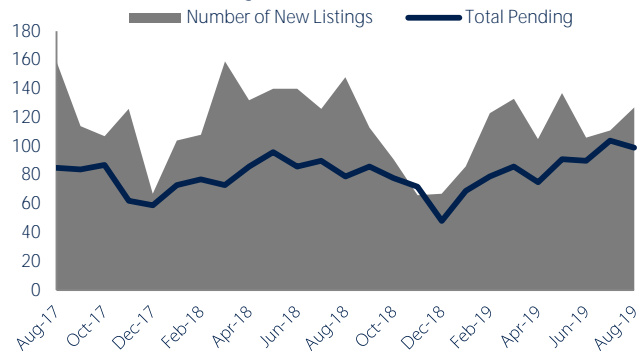
In August, there was 4.5 months of supply available in Milton, Georgetown, and Northeastern Sussex County, compared to 7.2 in August 2018. That is a decrease of 37% versus a year ago.

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.

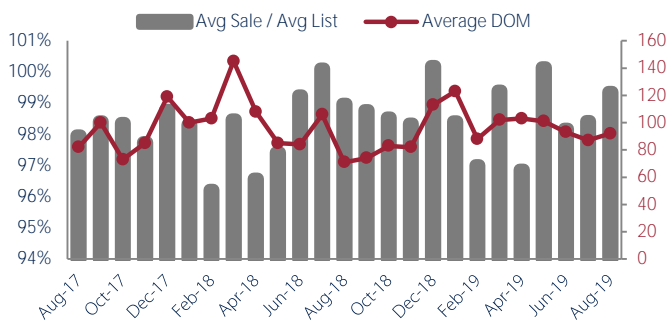
New Listings & Current Contracts

This month there were 127 homes newly listed for sale in Milton, Georgetown, and Northeastern Sussex County compared to 148 in August 2018, a decrease of 14%. There were 99 current contracts pending sale this August compared to 79 a year ago. The number of current contracts is 25% higher than last August.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In August, the average sale price in Milton, Georgetown, and Northeastern Sussex County was 99.4% 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 92, higher than the average last year, which was 71, an increase of 30%.



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