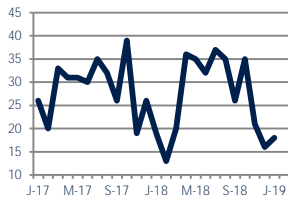




### Units Sold

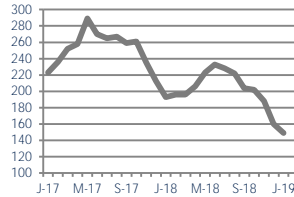
18



Down -5%  
Vs. Year Ago

### Active Inventory

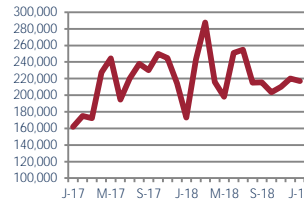
149



Down -23%  
Vs. Year Ago

### Median Sale Price

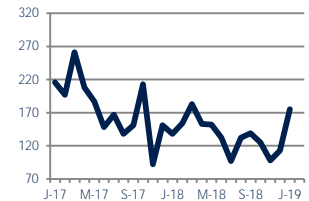
\$217,000



Up  
Vs. Year Ago

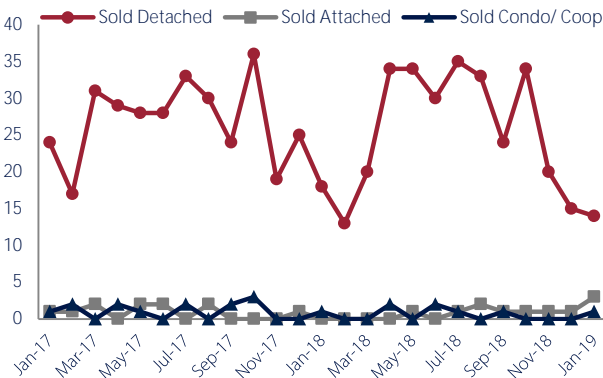
### Days On Market

175



Up 27%  
Vs. Year Ago

### Units Sold\*



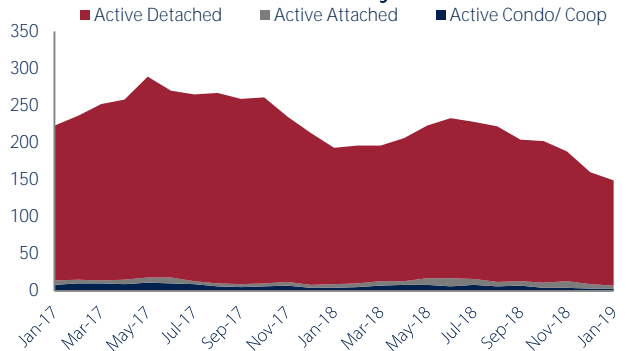
### Units Sold

There was an increase in total units sold in January, with 18 sold this month in Kent County versus 16 last month, an increase of 13%. This month's total units sold was lower than at this time last year, a decrease of 5% versus January 2018.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 44 units or 23%. The total number of active inventory this January was 149 compared to 193 in January 2018. This month's total of 149 is lower than the previous month's total supply of available inventory of 160, a decrease of 7%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last January, the median sale price for Kent County Homes was \$173,000. This January, the median sale price was \$217,000, an increase of \$44,000 compared to last year. The current median sold price is lower than in December.

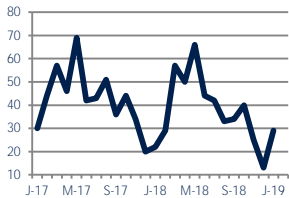
Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



\*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.

### New Listings

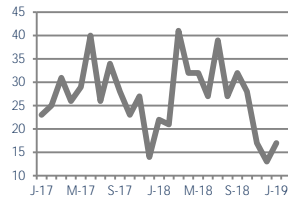
29



Up 32%  
Vs. Year Ago

### Current Contracts

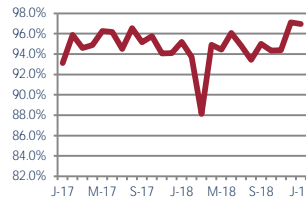
17



Down -23%  
Vs. Year Ago

### Sold Vs. List Price

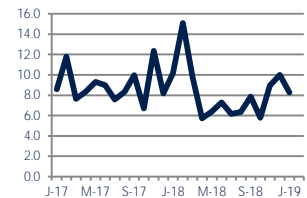
96.9%



Up 1.8%  
Vs. Year Ago

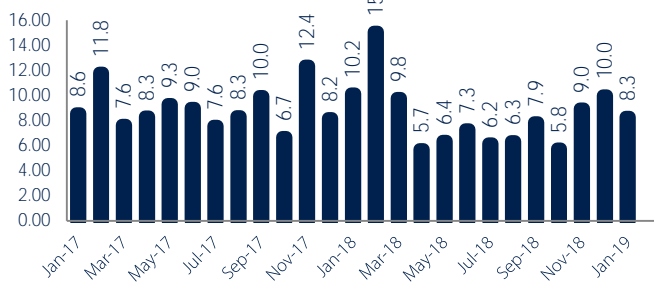
### Months of Supply

8.3



Down -19%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

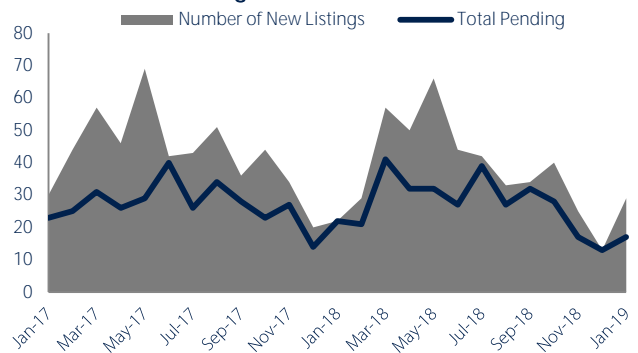
In January, there was 8.3 months of supply available in Kent County, compared to 10.2 in January 2018. That is a decrease of 19% versus a year ago.

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.

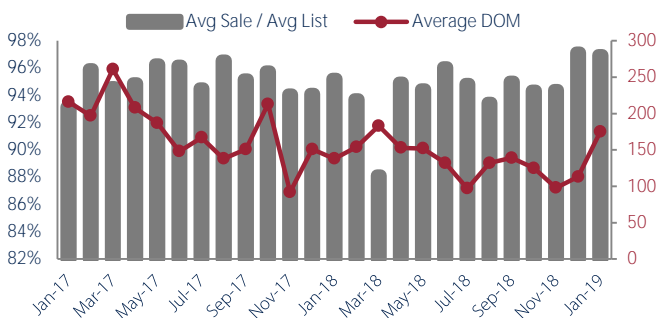
### New Listings & Current Contracts

This month there were 29 homes newly listed for sale in Kent County compared to 22 in January 2018, an increase of 32%. There were 17 current contracts pending sale this January compared to 22 a year ago. The number of current contracts is 23% lower than last January.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In January, the average sale price in Kent County was 96.9% of the average list price, which is 1.7% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 175, higher than the average last year, which was 138, an increase of 27%.



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