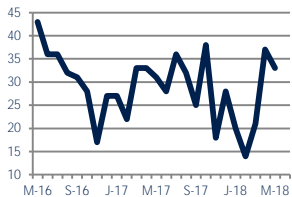




Units Sold

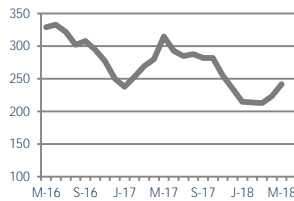
33



Up 6%
Vs. Year Ago

Active Inventory

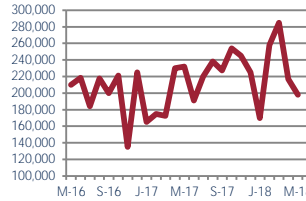
242



Down -23%
Vs. Year Ago

Median Sale Price

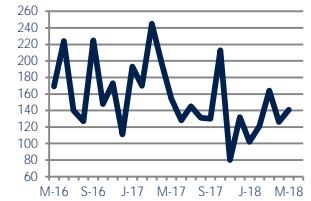
\$198,000



Down -15%
Vs. Year Ago

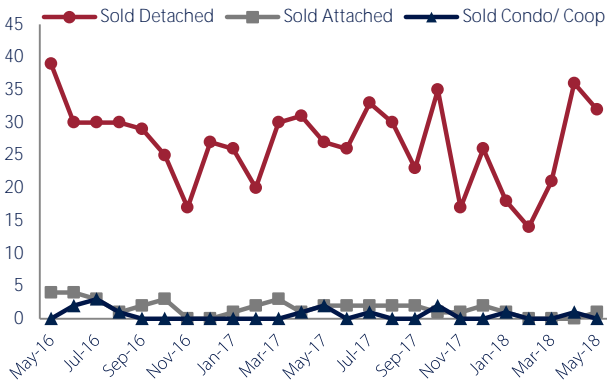
Days On Market

141



Down -8%
Vs. Year Ago

Units Sold*



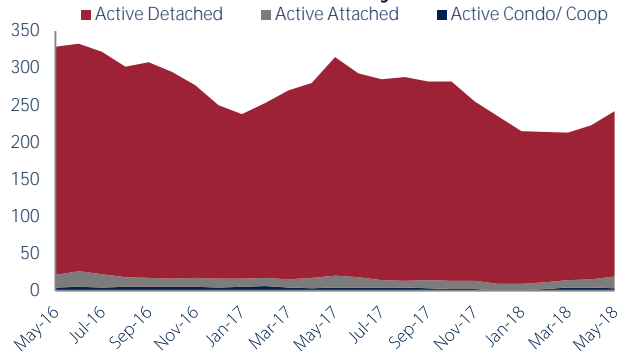
Units Sold

There was a decrease in total units sold in May, with 33 sold this month in Kent County versus 37 last month, a decrease of 11%. This month's total units sold was higher than at this time last year, an increase of 6% versus May 2017.

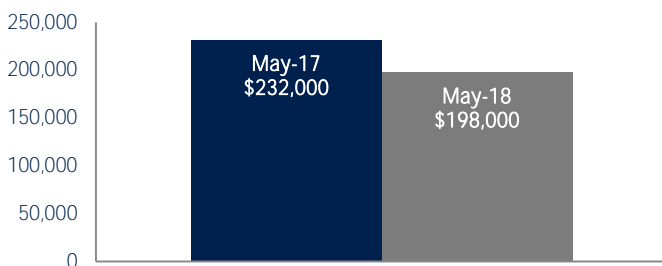
Active Inventory

Versus last year, the total number of homes available this month is lower by 73 units or 23%. The total number of active inventory this May was 242 compared to 315 in May 2017. This month's total of 242 is higher than the previous month's total supply of available inventory of 223, an increase of 9%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for Kent County Homes was \$232,000. This May, the median sale price was \$198,000, a decrease of 15% or \$34,000 compared to last year. The current median sold price is 9% lower than in April.

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

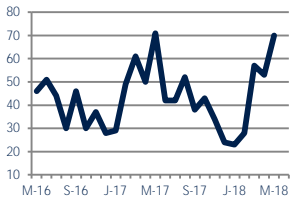


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and 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 MRIS or Long & Foster Real Estate, Inc.



New Listings

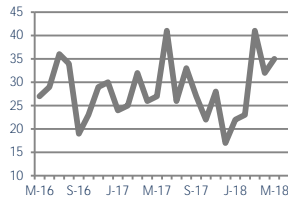
70



Down -1%
Vs. Year Ago

Current Contracts

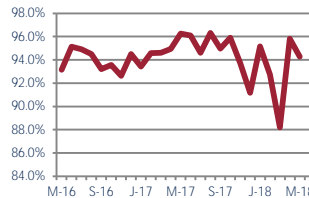
35



Up 30%
Vs. Year Ago

Sold Vs. List Price

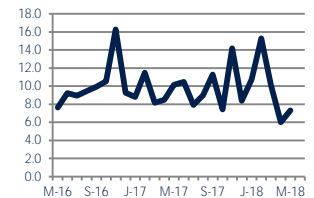
94.3%



Down -2.1%
Vs. Year Ago

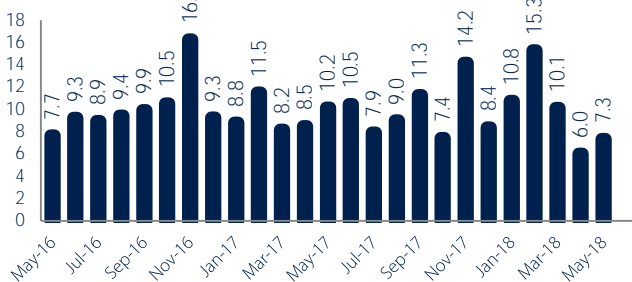
Months of Supply

7.3



Down -28%
Vs. Year Ago

Months Of Supply



Months of Supply

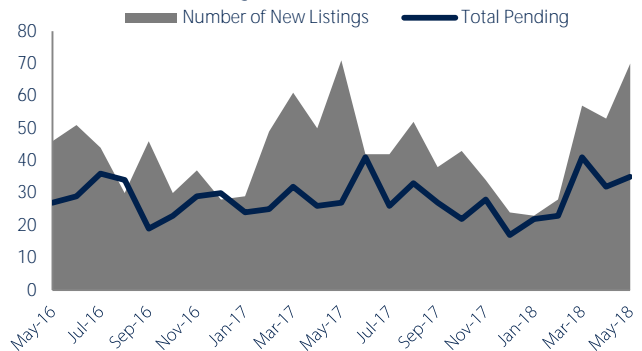
In May, there was 7.3 months of supply available in Kent County, compared to 10.2 in May 2017. That is a decrease of 28% versus a year ago.

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.

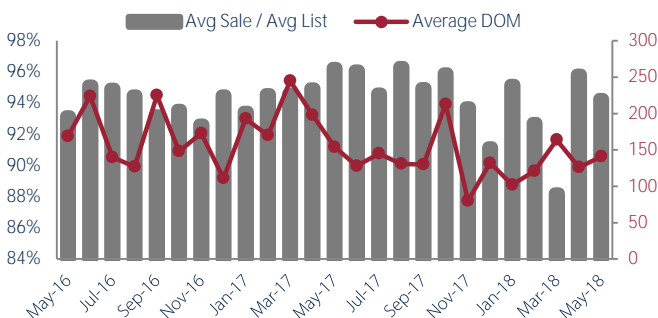
New Listings & Current Contracts

This month there were 70 homes newly listed for sale in Kent County compared to 71 in May 2017, a decrease of 1%. There were 35 current contracts pending sale this May compared to 27 a year ago. The number of current contracts is 30% higher than last May.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In May, the average sale price in Kent County was 94.3% of the average list price, which is 2.0% lower than at this time last year.

Days On Market

This month, the average number of days on market was 141, lower than the average last year, which was 154, a decrease of 8%.



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