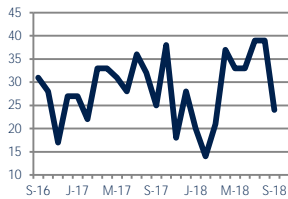


### Units Sold

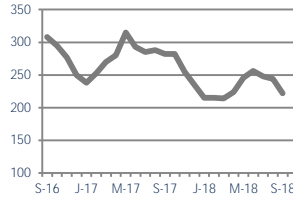
24



**Down**  
Vs. Year Ago

### Active Inventory

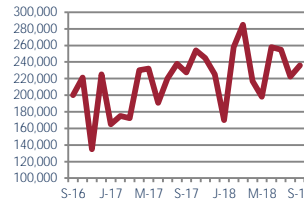
222



**Down -21%**  
Vs. Year Ago

### Median Sale Price

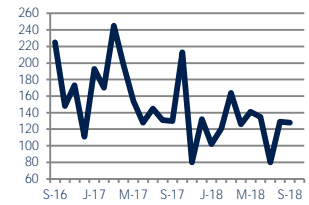
\$236,000



**Up 4%**  
Vs. Year Ago

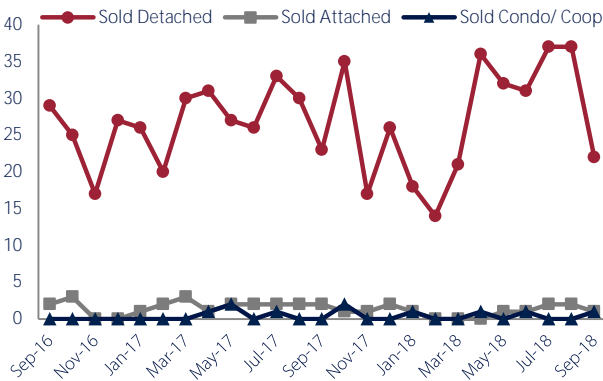
### Days On Market

128



**Down -2%**  
Vs. Year Ago

### Units Sold\*



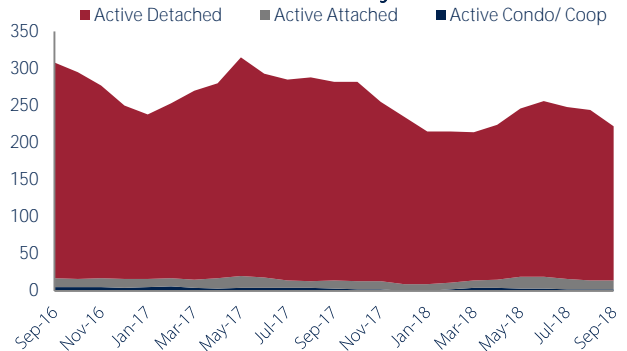
### Units Sold

With relatively few transactions, there was a decrease in total units sold in September, with 24 sold this month in Kent County. This month's total units sold was lower than at this time last year, a decrease from September 2017.

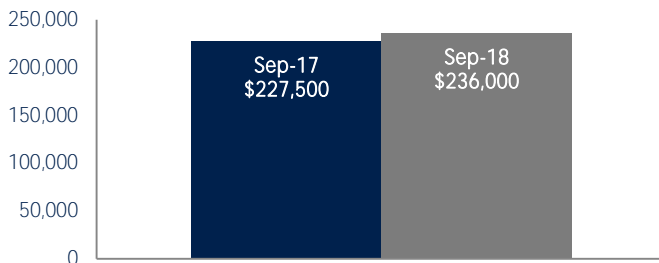
### Active Inventory

Versus last year, the total number of homes available this month is lower by 60 units or 21%. The total number of active inventory this September was 222 compared to 282 in September 2017. This month's total of 222 is lower than the previous month's total supply of available inventory of 244, a decrease of 9%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last September, the median sale price for Kent County Homes was \$227,500. This September, the median sale price was \$236,000, an increase of 4% or \$8,500 compared to last year. The current median sold price is 6% higher than in August.

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



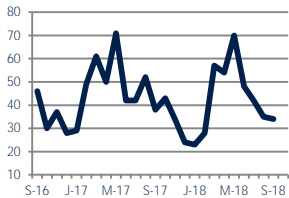
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

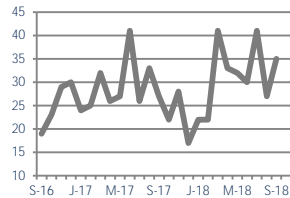
34



**Down -11%**  
Vs. Year Ago

### Current Contracts

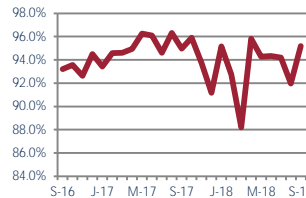
35



**Up 30%**  
Vs. Year Ago

### Sold Vs. List Price

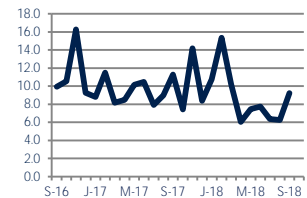
95.2%



**No Change**  
Vs. Year Ago

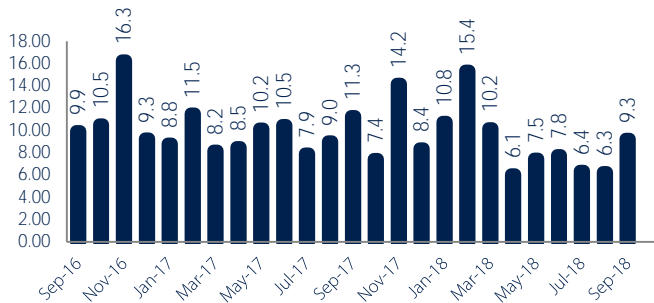
### Months of Supply

9.3



**Down -18%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

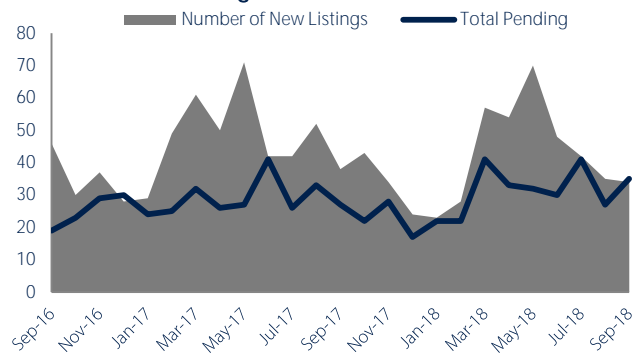
In September, there was 9.3 months of supply available in Kent County, compared to 11.3 in September 2017. That is a decrease of 18% versus a year ago.

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.

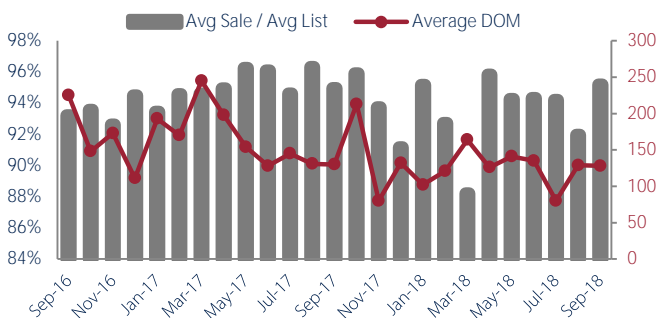
### New Listings & Current Contracts

This month there were 34 homes newly listed for sale in Kent County compared to 38 in September 2017, a decrease of 11%. There were 35 current contracts pending sale this September compared to 27 a year ago. The number of current contracts is 30% higher than last September.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In September, the average sale price in Kent County was 95.2% 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 128, lower than the average last year, which was 130, a decrease of 2%.



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