

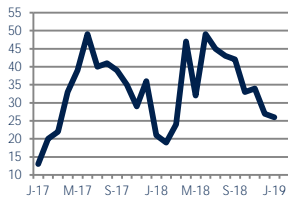
Focus On: Grafton, Seaford, and Yorktown Housing Market

January 2019

Zip Code(s): 23690, 23692 and 23696

Units Sold

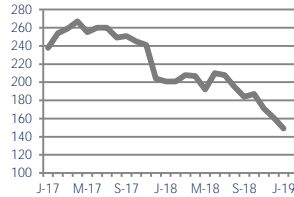
26



Up 24%
Vs. Year Ago

Active Inventory

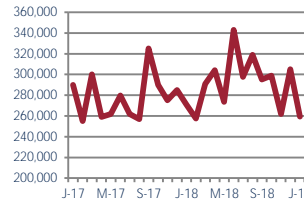
149



Down -26%
Vs. Year Ago

Median Sale Price

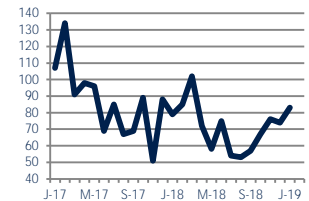
\$259,450



Down -4%
Vs. Year Ago

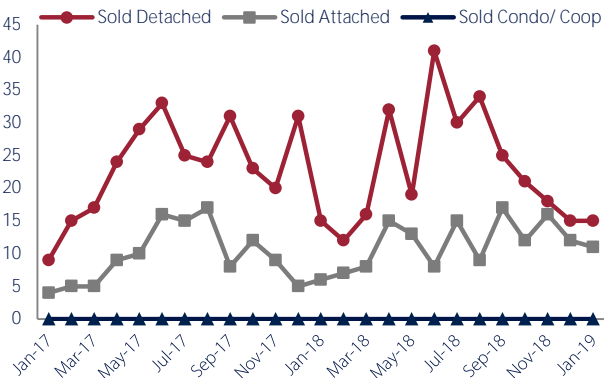
Days On Market

83



Up 5%
Vs. Year Ago

Units Sold*



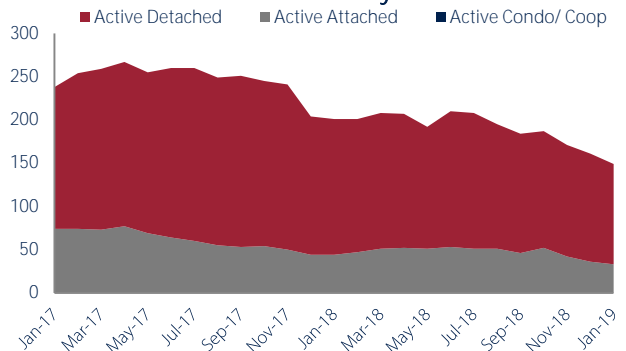
Units Sold

There was a decrease in total units sold in January, with 26 sold this month in Grafton, Seaford, and Yorktown versus 27 last month, a decrease of 4%. This month's total units sold was higher than at this time last year, an increase of 24% versus January 2018.

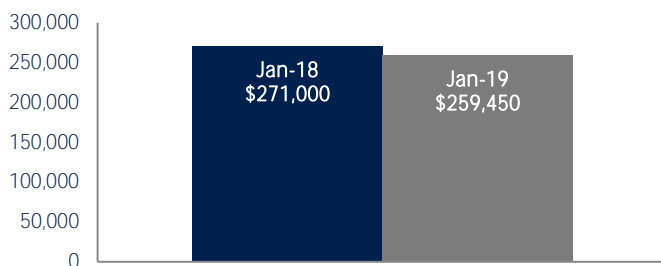
Active Inventory

Versus last year, the total number of homes available this month is lower by 52 units or 26%. The total number of active inventory this January was 149 compared to 201 in January 2018. This month's total of 149 is lower than the previous month's total supply of available inventory of 161, a decrease of 7%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Grafton, Seaford, and Yorktown Homes was \$271,000. This January, the median sale price was \$259,450, a decrease of 4% or \$11,550 compared to last year. The current median sold price is 15% 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.

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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The Long & Foster Market Minute™

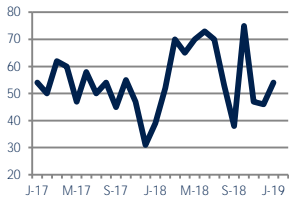
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January 2019

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New Listings

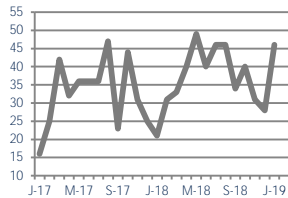
54



Up 38%
Vs. Year Ago

Current Contracts

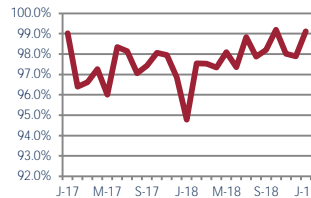
46



Up 119%
Vs. Year Ago

Sold Vs. List Price

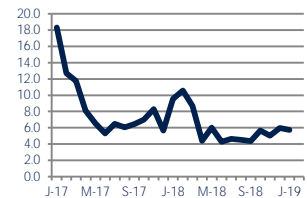
99.1%



Up 4.6%
Vs. Year Ago

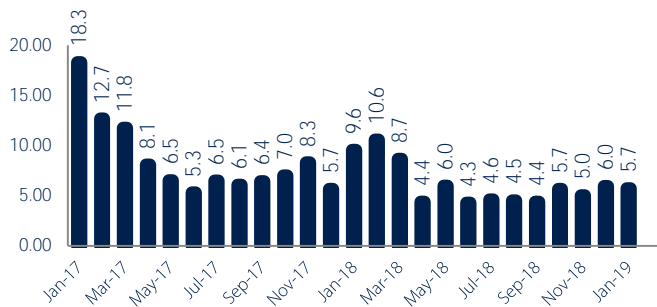
Months of Supply

5.7



Down -40%
Vs. Year Ago

Months Of Supply



Months of Supply

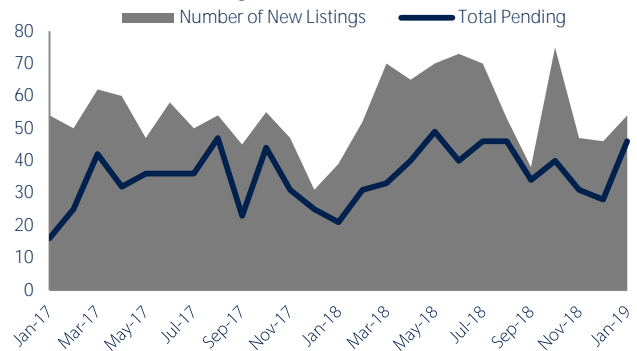
In January, there was 5.7 months of supply available in Grafton, Seaford, and Yorktown, compared to 9.6 in January 2018. That is a decrease of 40% versus a year ago.

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.

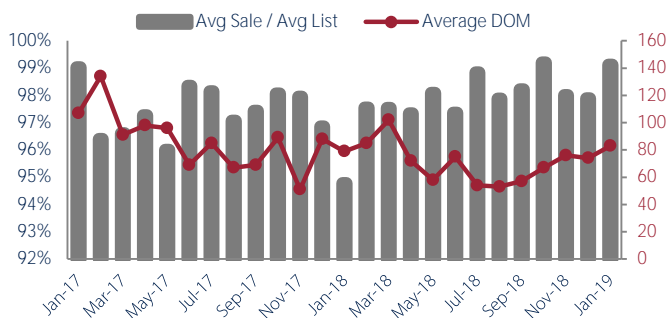
New Listings & Current Contracts

This month there were 54 homes newly listed for sale in Grafton, Seaford, and Yorktown compared to 39 in January 2018, an increase of 38%. There were 46 current contracts pending sale this January compared to 21 a year ago. The number of current contracts is 119% higher 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 Grafton, Seaford, and Yorktown was 99.1% of the average list price, which is 4.3% higher than at this time last year.

Days On Market

This month, the average number of days on market was 83, higher than the average last year, which was 79, an increase of 5%.



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