

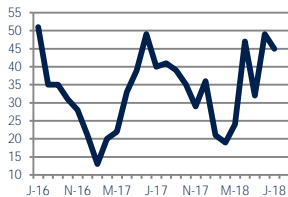
Focus On: Grafton, Seaford, and Yorktown Housing Market

July 2018

Zip Code(s): 23690, 23692 and 23696

Units Sold

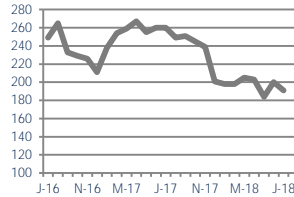
45



Up 13%
Vs. Year Ago

Active Inventory

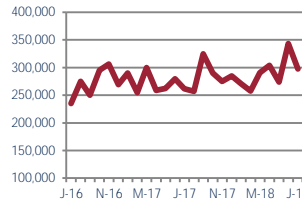
191



Down -27%
Vs. Year Ago

Median Sale Price

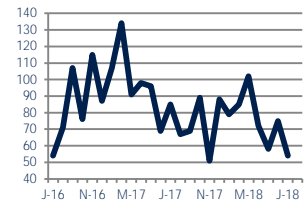
\$297,730



Up 14%
Vs. Year Ago

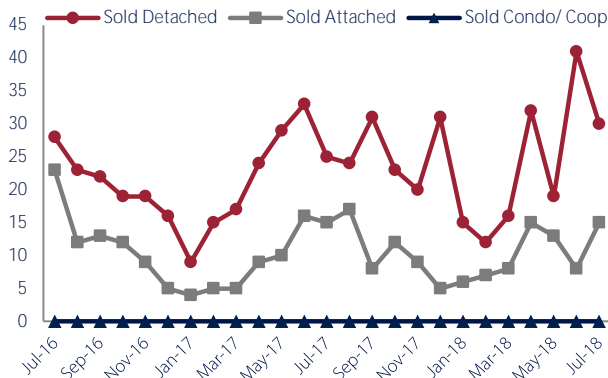
Days On Market

54



Down -36%
Vs. Year Ago

Units Sold*



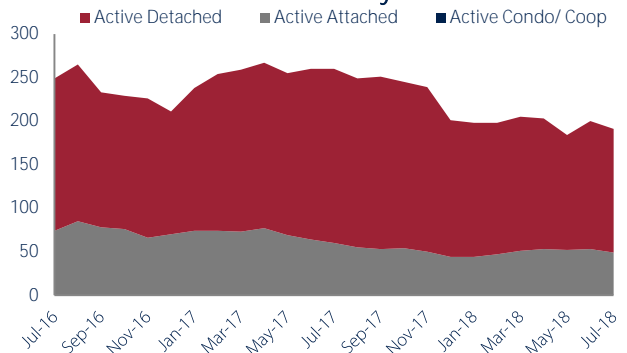
Units Sold

There was a decrease in total units sold in July, with 45 sold this month in Grafton, Seaford, and Yorktown versus 49 last month, a decrease of 8%. This month's total units sold was higher than at this time last year, an increase of 13% versus July 2017.

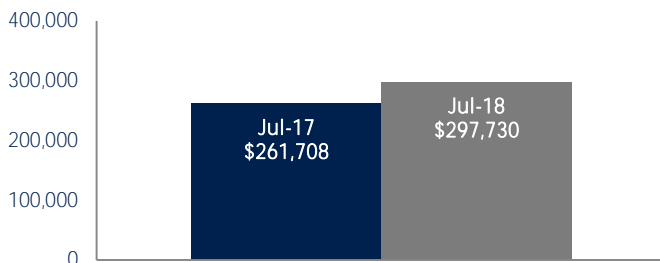
Active Inventory

Versus last year, the total number of homes available this month is lower by 69 units or 27%. The total number of active inventory this July was 191 compared to 260 in July 2017. This month's total of 191 is lower than the previous month's total supply of available inventory of 200, a decrease of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Grafton, Seaford, and Yorktown Homes was \$261,708. This July, the median sale price was \$297,730, an increase of 14% or \$36,022 compared to last year. The current median sold price is 13% lower than in June.

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.



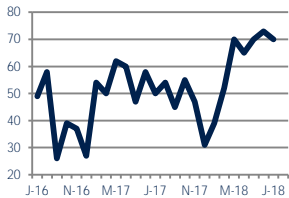
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July 2018

Zip Code(s): 23690, 23692 and 23696

New Listings

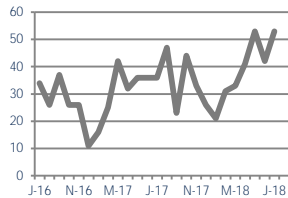
70



Up 40%
Vs. Year Ago

Current Contracts

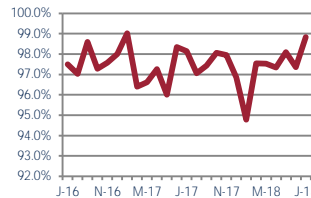
53



Up 47%
Vs. Year Ago

Sold Vs. List Price

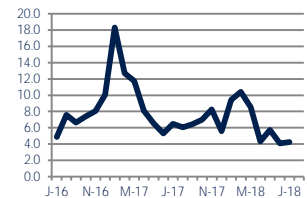
98.8%



Up 0.7%
Vs. Year Ago

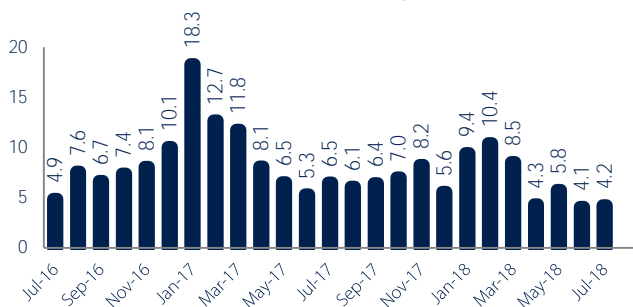
Months of Supply

4.2



Down -35%
Vs. Year Ago

Months Of Supply



Months of Supply

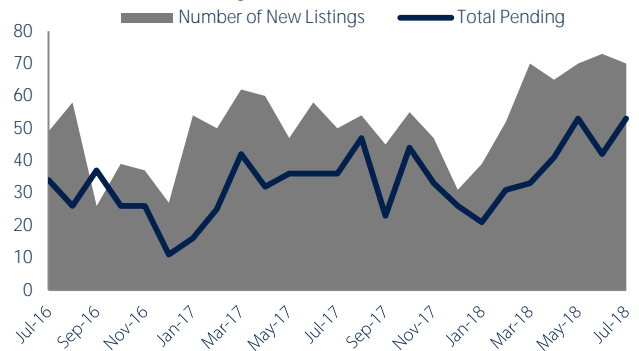
In July, there was 4.2 months of supply available in Grafton, Seaford, and Yorktown, compared to 6.5 in July 2017. That is a decrease of 35% versus a year ago.

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.

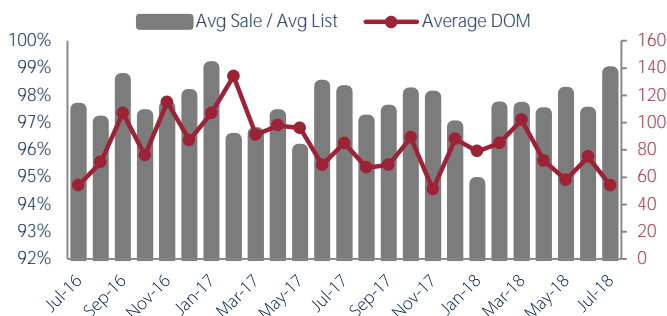
New Listings & Current Contracts

This month there were 70 homes newly listed for sale in Grafton, Seaford, and Yorktown compared to 50 in July 2017, an increase of 40%. There were 53 current contracts pending sale this July compared to 36 a year ago. The number of current contracts is 47% higher than last July.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In July, the average sale price in Grafton, Seaford, and Yorktown was 98.8% of the average list price, which is 0.7% higher than at this time last year.

Days On Market

This month, the average number of days on market was 54, lower than the average last year, which was 85, a decrease of 36%.



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