

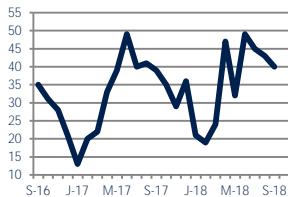
## Focus On: Grafton, Seaford, and Yorktown Housing Market

September 2018

Zip Code(s): 23690, 23692 and 23696

### Units Sold

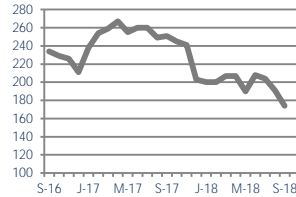
40



Up 3%  
Vs. Year Ago

### Active Inventory

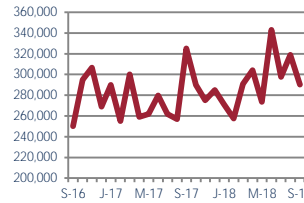
174



Down -31%  
Vs. Year Ago

### Median Sale Price

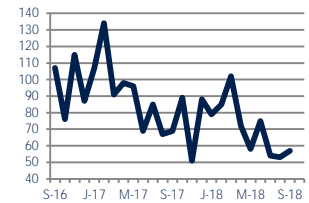
\$290,135



Down -11%  
Vs. Year Ago

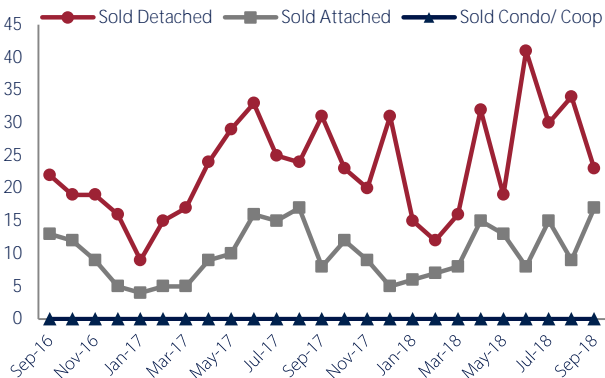
### Days On Market

57



Down -17%  
Vs. Year Ago

### Units Sold\*



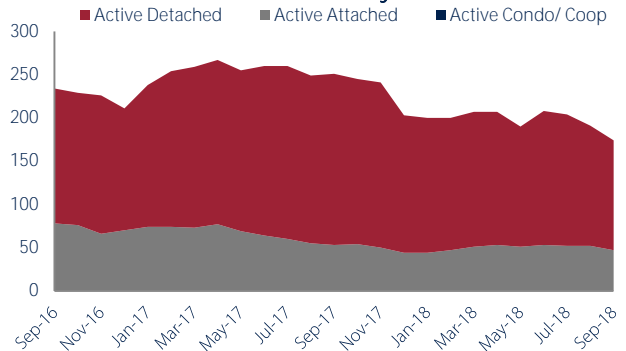
### Units Sold

There was a decrease in total units sold in September, with 40 sold this month in Grafton, Seaford, and Yorktown versus 43 last month, a decrease of 7%. This month's total units sold was higher than at this time last year, an increase of 3% versus September 2017.

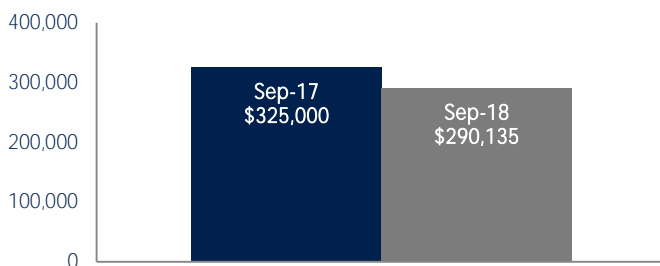
### Active Inventory

Versus last year, the total number of homes available this month is lower by 77 units or 31%. The total number of active inventory this September was 174 compared to 251 in September 2017. This month's total of 174 is lower than the previous month's total supply of available inventory of 191, a decrease of 9%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last September, the median sale price for Grafton, Seaford, and Yorktown Homes was \$325,000. This September, the median sale price was \$290,135, a decrease of 11% or \$34,865 compared to last year. The current median sold price is 9% lower 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.

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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INTERNATIONAL REAL ESTATE

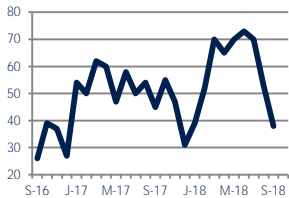




Zip Code(s): 23690, 23692 and 23696

### New Listings

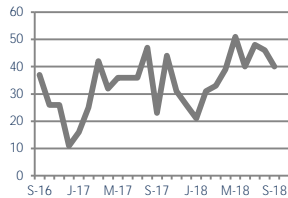
38



**Down -16%**  
Vs. Year Ago

### Current Contracts

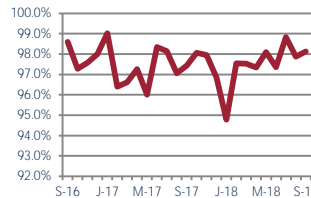
40



**Up 74%**  
Vs. Year Ago

### Sold Vs. List Price

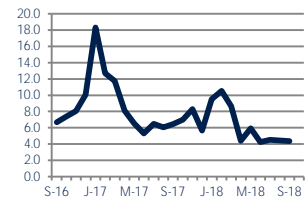
98.1%



**Up 0.7%**  
Vs. Year Ago

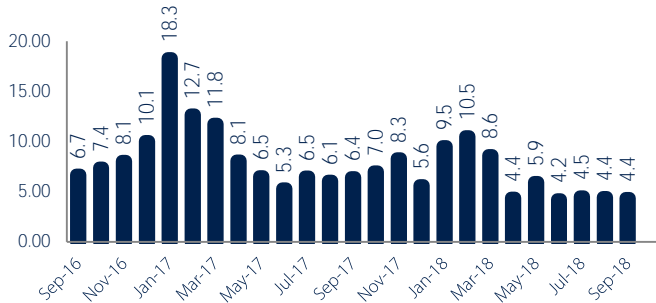
### Months of Supply

4.4



**Down -32%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

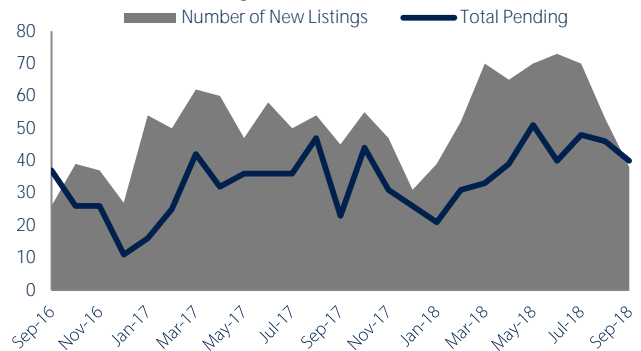
In September, there was 4.4 months of supply available in Grafton, Seaford, and Yorktown, compared to 6.4 in September 2017. That is a decrease of 32% versus a year ago.

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.

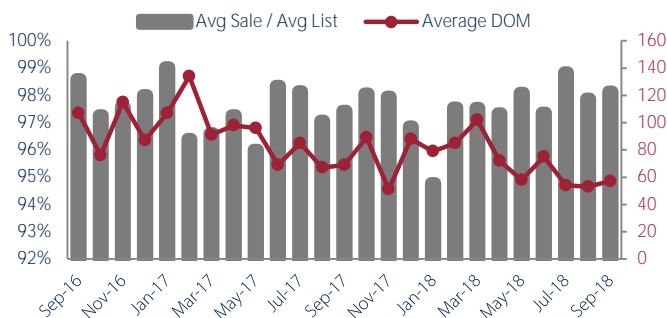
### New Listings & Current Contracts

This month there were 38 homes newly listed for sale in Grafton, Seaford, and Yorktown compared to 45 in September 2017, a decrease of 16%. There were 40 current contracts pending sale this September compared to 23 a year ago. The number of current contracts is 74% 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 Grafton, Seaford, and Yorktown was 98.1% 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 57, lower than the average last year, which was 69, a decrease of 17%.



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