

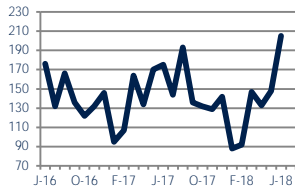


The Long & Foster Market Minute™

Focus On: Suffolk City Housing Market

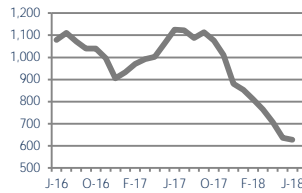
June 2018

Units Sold
205



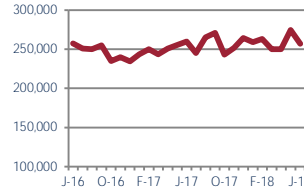
Up 17%
Vs. Year Ago

Active Inventory
627



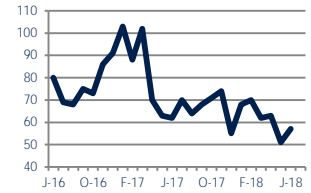
Down -44%
Vs. Year Ago

Median Sale Price
\$257,000



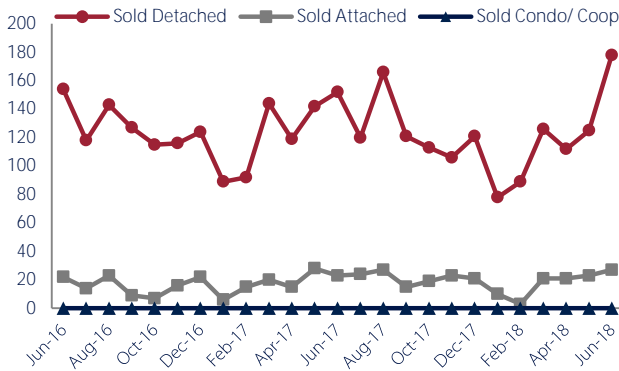
Down -1%
Vs. Year Ago

Days On Market
57



Down -8%
Vs. Year Ago

Units Sold*



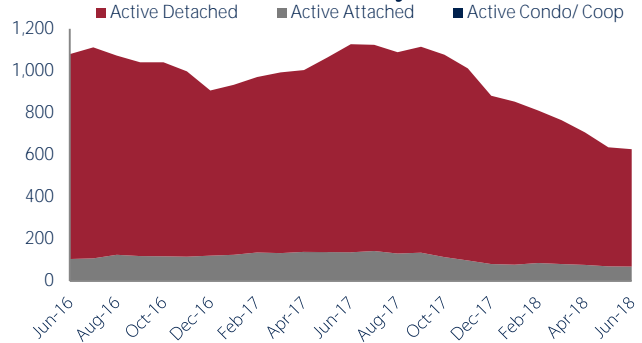
Units Sold

There was an increase in total units sold in June, with 205 sold this month in Suffolk City. This month's total units sold was higher than at this time last year.

Active Inventory

Versus last year, the total number of homes available this month is lower by 499 units or 44%. The total number of active inventory this June was 627 compared to 1,126 in June 2017. This month's total of 627 is lower than the previous month's total supply of available inventory of 636, a decrease of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Suffolk City Homes was \$260,000. This June, the median sale price was \$257,000, a decrease of 1% or \$3,000 compared to last year. The current median sold price is 6% lower than in May.

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



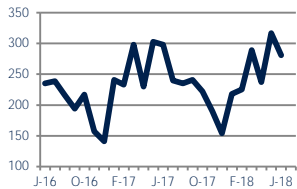
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by REIN and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





New Listings

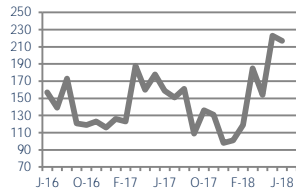
281



Down -6%
Vs. Year Ago

Current Contracts

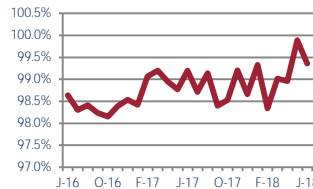
217



Up 36%
Vs. Year Ago

Sold Vs. List Price

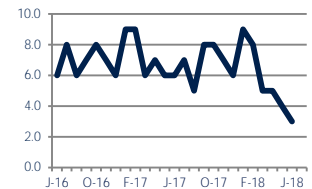
99.4%



No Change
Vs. Year Ago

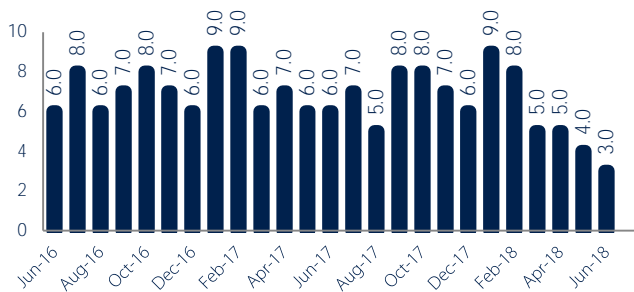
Months of Supply

3.0



Down -50%
Vs. Year Ago

Months Of Supply



Months of Supply

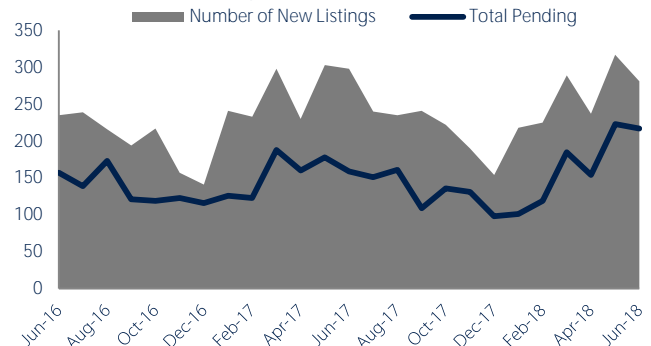
In June, there was 3.1 months of supply available in Suffolk City, compared to 6.4 in June 2017. That is a decrease of 52% versus a year ago.

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.

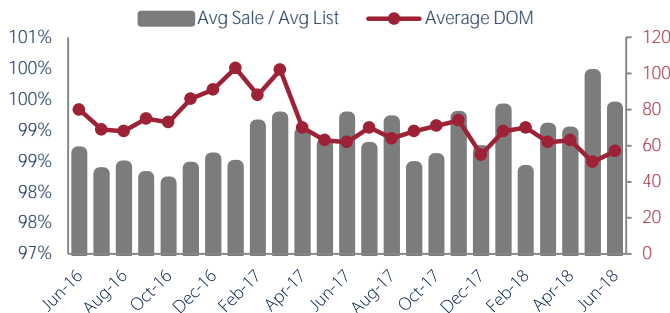
New Listings & Current Contracts

This month there were 281 homes newly listed for sale in Suffolk City compared to 298 in June 2017, a decrease of 6%. There were 217 current contracts pending sale this June compared to 159 a year ago. The number of current contracts is 36% higher than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Suffolk City was 99.4% 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 57, lower than the average last year, which was 62, a decrease of 8%.



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