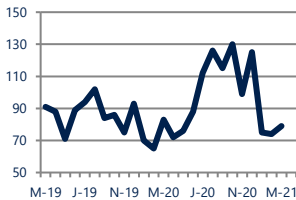




Zip Code(s): 19968, 19947, 19963, 19960, 19941 and 19951

Units Sold

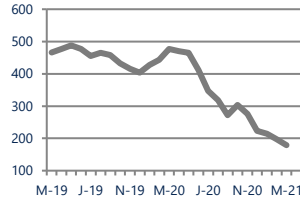
79



Down -5%
Vs. Year Ago

Active Inventory

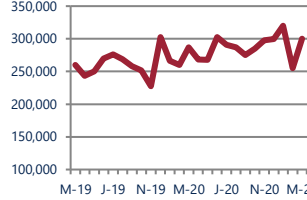
179



Down -62%
Vs. Year Ago

Median Sale Price

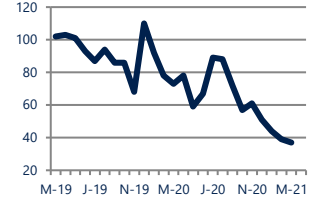
\$300,000



Up 5%
Vs. Year Ago

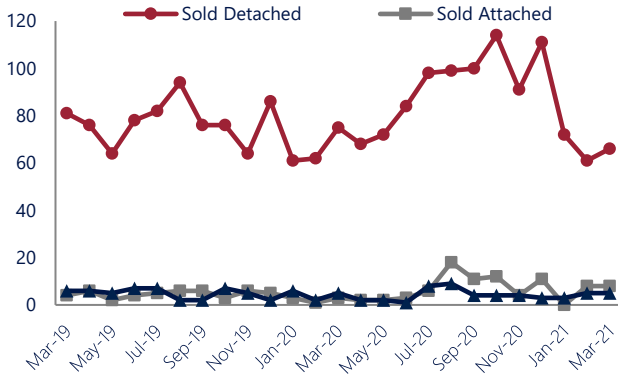
Days On Market

37



Down -49%
Vs. Year Ago

Units Sold*



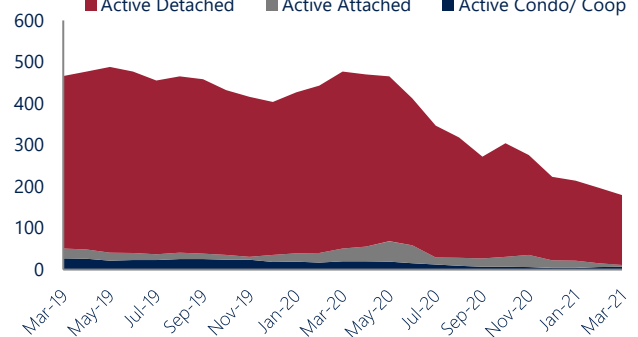
Units Sold

There was an increase in total units sold in March, with 79 sold this month in Milton, Georgetown, and Northeastern Sussex County versus 74 last month, an increase of 7%. This month's total units sold was lower than at this time last year, a decrease of 5% versus March 2020.

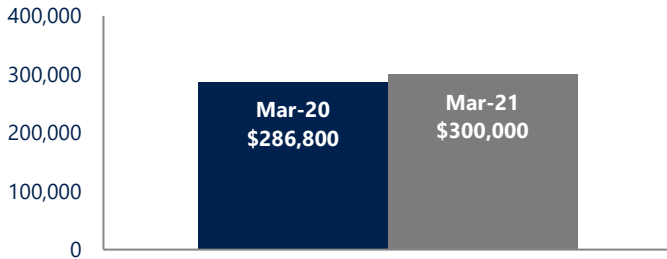
Active Inventory

Versus last year, the total number of homes available this month is lower by 298 units or 62%. The total number of active inventory this March was 179 compared to 477 in March 2020. This month's total of 179 is lower than the previous month's total supply of available inventory of 197, a decrease of 9%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Milton, Georgetown, and Northeastern Sussex County Homes was \$286,800. This March, the median sale price was \$300,000, an increase of 5% or \$13,200 compared to last year. The current median sold price is 18% higher than in February.

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

Milton, Georgetown, and Northeastern Sussex County are defined as properties listed in zip code/s 19968, 19947, 19963, 19960, 19941 and 19951.

*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.

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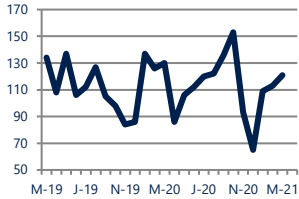




Zip Code(s): 19968, 19947, 19963, 19960, 19941 and 19951

New Listings

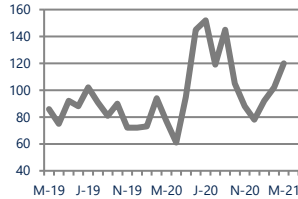
121



Down -7%
Vs. Year Ago

Current Contracts

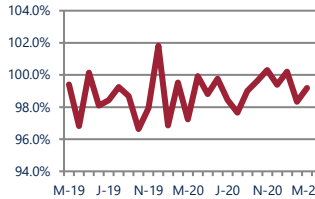
120



Up 56%
Vs. Year Ago

Sold Vs. List Price

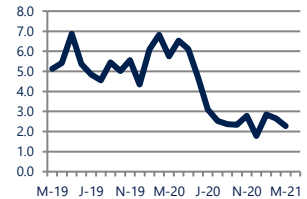
99.2%



Up 2%
Vs. Year Ago

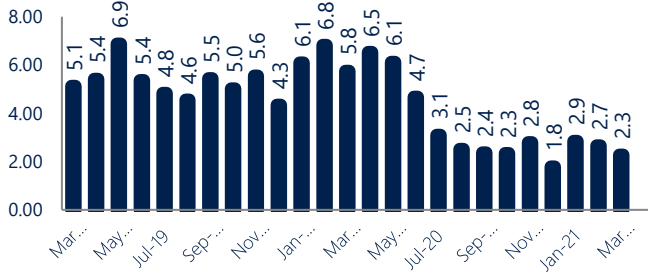
Months of Supply

2.3



Down -61%
Vs. Year Ago

Months Of Supply



Months of Supply

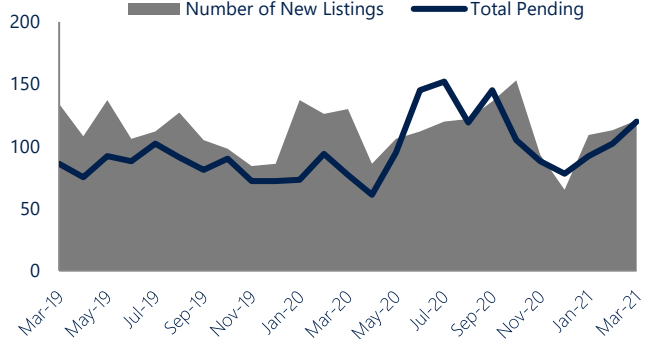
In March, there was 2.3 months of supply available in Milton, Georgetown, and Northeastern Sussex County, compared to 5.7 in March 2020. That is a decrease of 61% versus a year ago.

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.

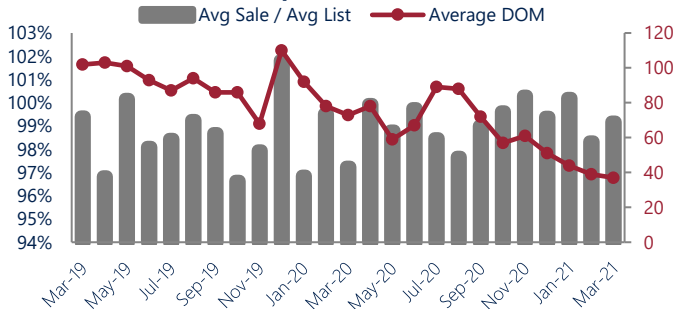
New Listings & Current Contracts

This month there were 121 homes newly listed for sale in Milton, Georgetown, and Northeastern Sussex County compared to 130 in March 2020, a decrease of 7%. There were 120 current contracts pending sale this March compared to 77 a year ago. The number of current contracts is 56% higher than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Milton, Georgetown, and Northeastern Sussex County was 99.2% of the average list price, which is 1.9% higher than at this time last year.

Days On Market

This month, the average number of days on market was 37, lower than the average last year, which was 73, a decrease of 49%.



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