



Price Range: All | Properties: Single Family - Condo - TwnHm

## Market Profile & Trends Overview

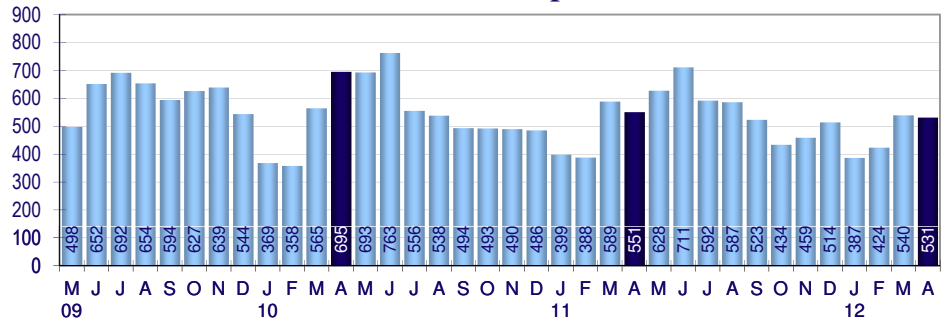
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$399,894	↑		↑				
Average List Price of all Current Listings	\$767,117	↑		↑				
April Median Sales Price	\$455,450	↑	↑	↑	↑	\$409,750	↑	↑
April Average Sales Price	\$524,163	↓	↔	↔	↔	\$522,497	↑	↔
Total Properties Currently for Sale (Inventory)	1,628	↓		↓				
April Number of Properties Sold	531	↓		↓		1,882	↓	
April Average Days on Market (Solds)	57	↓	↓	↓	↓	63	↓	↔
April Month's Supply of Inventory	3.1	↓	↓	↓	↓	3.8	↓	↓
April Sale Price vs List Price Ratio	98.5%	↑	↑	↑	↑	97.4%	↑	↑

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2011) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

## Property Sales

April Property sales were 531, down 3.6% from 551 in April of 2011 and 1.7% lower than the 540 sales last month. April 2012 sales were at their lowest level compared to April of 2011 and 2010. April YTD sales of 1,882 are running 2.3% behind last year's year-to-date sales of 1,927.

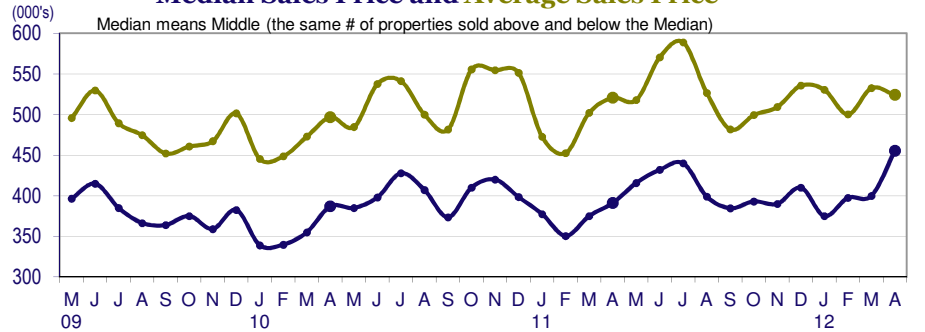
### Number of Properties Sold



## Prices

The Median Sales Price in April was \$455,450, up 16.5% from \$391,000 in April of 2011 and up 13.9% from \$399,900 last month. The Average Sales Price in April was \$524,163, up 0.7% from \$520,615 in April of 2011 and down 1.6% from \$532,596 last month. April 2012 ASP was at the highest level compared to April of 2011 and 2010.

### Median Sales Price and Average Sales Price

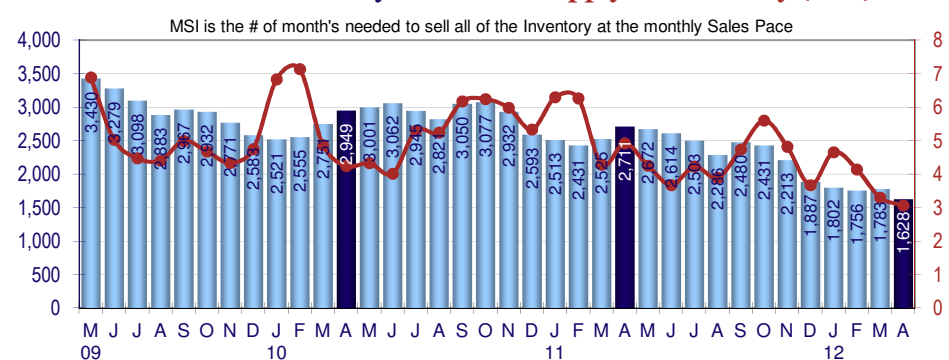


## Inventory & MSI

The Total Inventory of Properties available for sale as of April was 1,628, down 8.7% from 1,783 last month and down 39.9% from 2,711 in April of last year. April 2012 Inventory was at its lowest level compared with April of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2012 MSI of 3.1 months was at its lowest level compared with April of 2011 and 2010.

### Total Inventory & Month's Supply of Inventory (MSI)



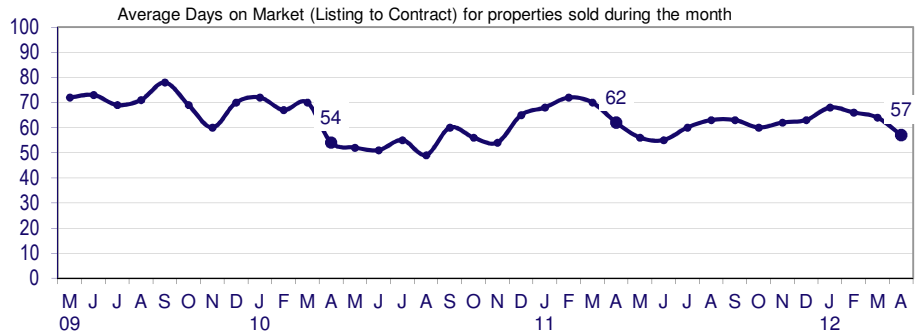


Price Range: All | Properties: Single Family - Condo - TwnHm

## Market Time

The average Days On Market (DOM) shows how many days the average Property is on the market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for April was 57, down 10.9% from 64 days last month and down 8.1% from 62 days in April of last year. The April 2012 DOM was at a mid level compared with April of 2011 and 2010.

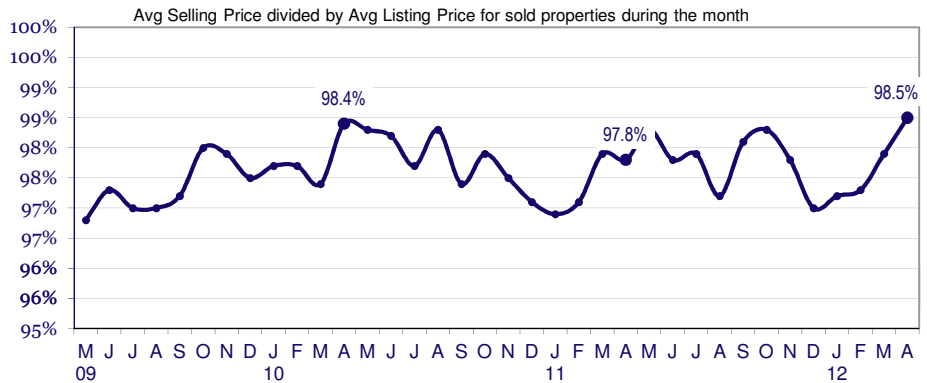
## Days On Market for Sold Properties



## Selling Price vs Original Listing Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The April 2012 Selling Price vs Original List Price of 98.5% was up from 97.9% last month and up from 97.8% in April of last year.

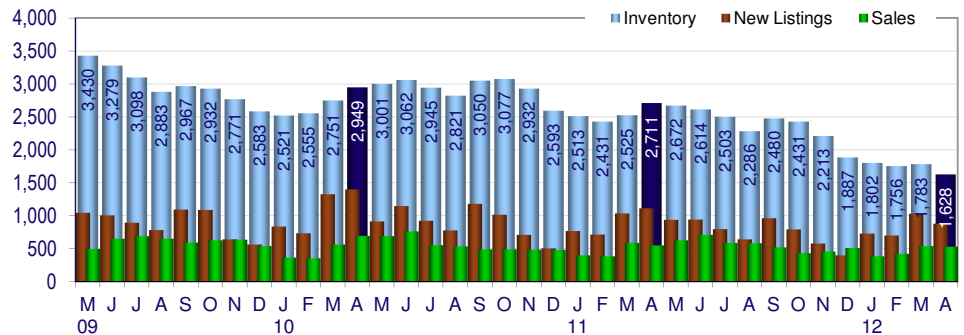
## Selling Price versus Listing Price Ratio



## Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in April 2012 was 884, down 14.2% from 1,030 last month and down 20.6% from 1,113 in April of last year.

## Inventory / New Listings / Sales



Copyright © | Price Range: All | Property Types: Single Family - Condo - TwnHm

Data is provided courtesy of Metropolitan Regional Information Services Incorporated, The Coastal Association of Realtors MLS and Sussex County of Realtors MLS and may not reflect all relevant real estate activity. does not warrant or guarantee the accuracy of this information. It is the responsibility of any buyer or seller to verify any and all information relevant to such consumer's real estate transaction.