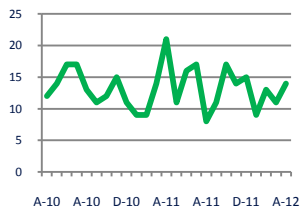




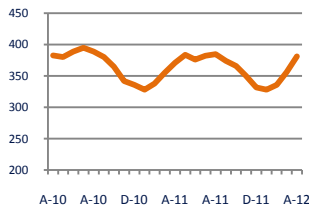
## Focus On: Kent County Housing Market

April 2012

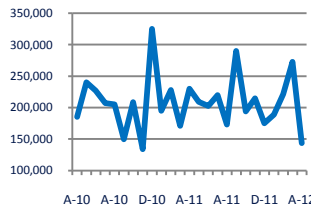
**Units Sold**  
**14**



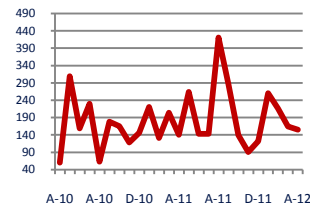
**Active Inventory**  
**381**



**Median Sale Price**  
**\$143,500**



**Days On Market**  
**155**



**Down -33%**  
**Vs. Year Ago**

**Up 3%**  
**Vs. Year Ago**

**Down**  
**Vs. Year Ago**

**Up 11%**  
**Vs. Year Ago**

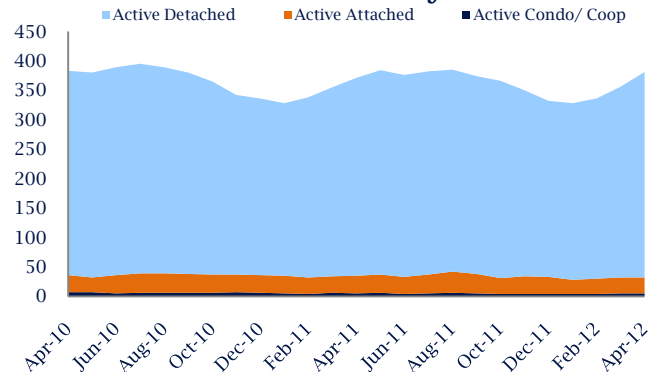
### Units Sold\*



### Units Sold

There was an increase in total units sold in April, with 14 sold this month in Kent County versus 11 last month, an increase of 27%. This month's total units sold was lower than at this time last year, a decrease of 33% versus April 2011.

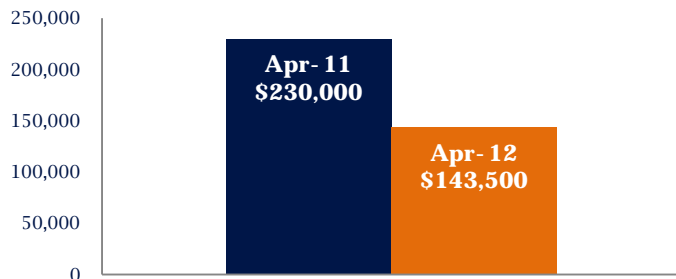
### Active Inventory\*



### Active Inventory

Versus last year, the total number of homes available this month is higher by 10 units or 3%. The total number of active inventory this April was 381 compared to 371 in April 2011. This month's total of 381 is higher than the previous month's total supply of available inventory of 356, an increase of 7%.

### Median Sale Price



### Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last April, the median sale price for Kent County Homes was \$230,000. This April, the median sale price was \$143,500, a decrease of \$86,500 compared to last year. The current median sold price is lower than in March.

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.

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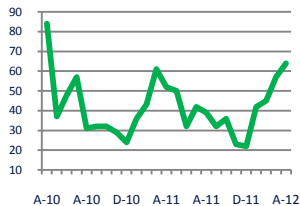


## Focus On: Kent County Housing Market

April 2012

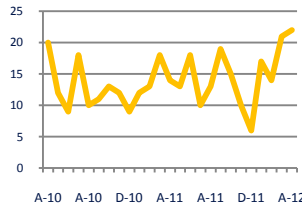
### New Listings

64



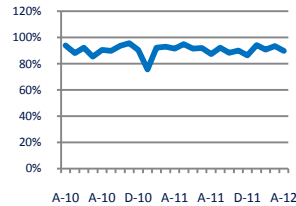
### Current Contracts

22



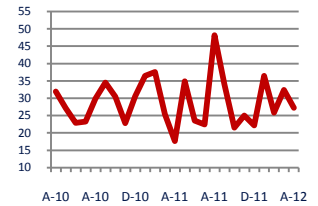
### Sold Vs. List Price

89.8%



### Months of Supply

27.2



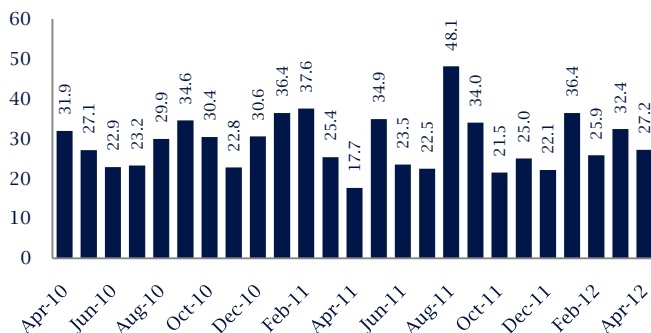
**Up 23%**  
Vs. Year Ago

**Up 57%**  
Vs. Year Ago

**Down -1.9%**  
Vs. Year Ago

**Up**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

In April, there was 27.2 months of supply available in Kent County, compared to 17.7 in April 2011. That is an increase versus a year ago.

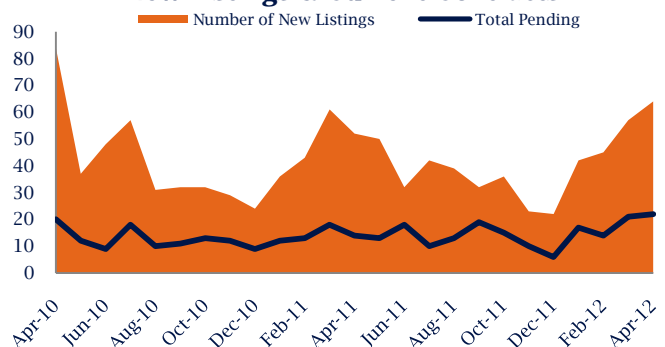
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

### New Listings & Current Contracts

This month there were 64 homes newly listed for sale in Kent County compared to 52 in April 2011, an increase of 23%.

There were 22 current contracts pending sale this April compared to 14 a year ago. The number of current contracts is 57% higher than last April.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In April, the average sale price in Kent County was 89.8% of the average list price, which is 1.7% lower than at this time last year.

### Days On Market

This month, the average number of days on market was 155, higher than the average last year, which was 140, an increase of 11%.

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