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INTERNATIONAL REAL ESTATE

LuxInsight

Sussex County

Delaware

Luxury Housing Market Update

July 2017



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Sussex County, Delaware - July 2017

At Long & Foster, our dedication through the years to luxury properties is evidenced by the power of our Extraordinary Properties® brand. With highly-trained, professional sales associates and a powerful reach, Long & Foster sells more luxury homes throughout the Mid-Atlantic region than our nearest competitors, by far.

Long & Foster is proud to offer our exclusive Long & Foster® LuxInsight report, designed solely to keep our clients informed on the latest luxury market statistics in their local area. Published monthly, LuxInsight provides a broad overview of real estate market trends for luxury properties, including statistics on sale prices, inventory, housing demand, new listings and more.

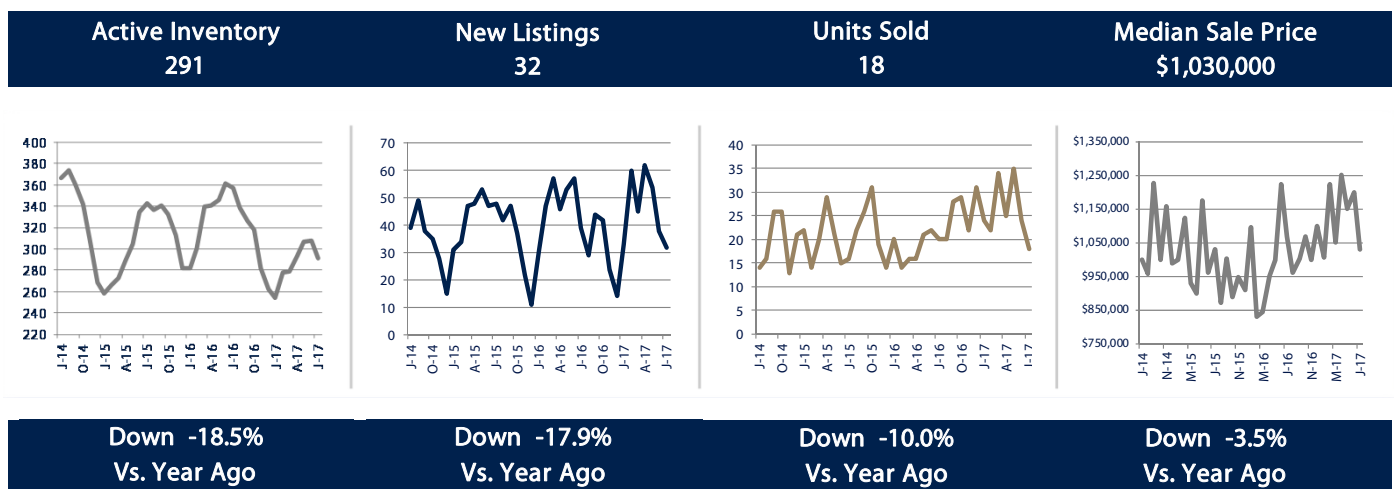
Building on our decades-long reputation for unsurpassed service and industry expertise, Long & Foster is poised to cater to the distinctive market of luxury properties. Enhanced through our exclusive affiliation with Christie's International Real Estate, and our affiliations with Luxury Portfolio International™, and Who's Who in Luxury Real Estate, our unique luxury marketing programs deliver exceptional value whether you're looking to buy or sell a luxury home. No other sales associates are better trained or better equipped to help you take advantage of opportunities in today's market.



If you're in the market to buy or sell an extraordinary home, work with the real estate professionals who know the market best: Long & Foster!

AT A GLANCE

Homes \$750,000+



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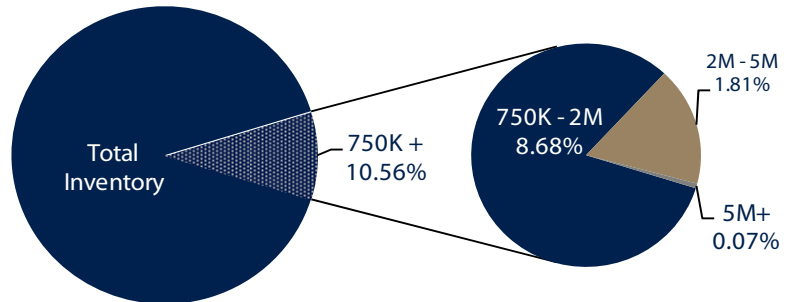
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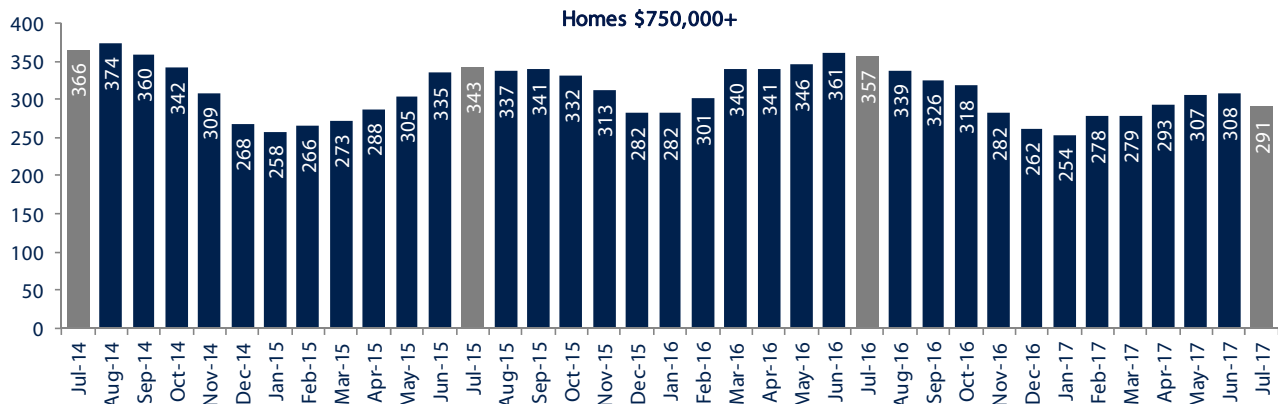
Compared to last July, the total number of homes more than \$750,000 available this month was lower by 18.5% and lower by 15.2% compared to July 2015.

Active inventory this July was 5.5% lower than the previous month's supply of available inventory.

INVENTORY PRICE RANGES

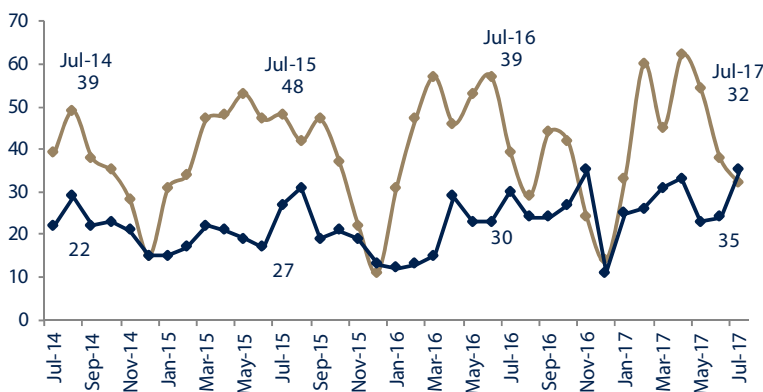


ACTIVE INVENTORY



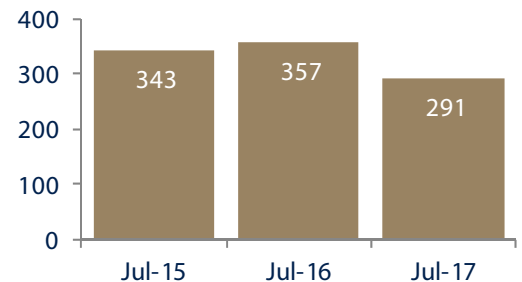
NEW LISTINGS & NEW CONTRACTS

Homes \$750,000+
 — New Listings — New Contracts



ACTIVE INVENTORY

Versus Previous Years
 Homes \$750,000+

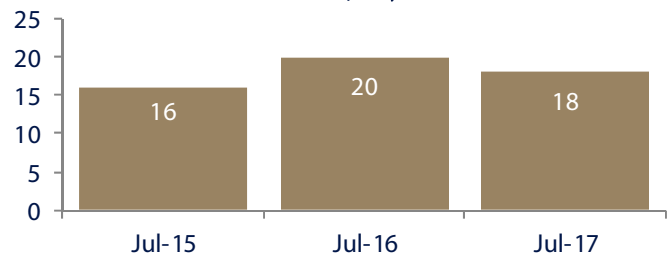


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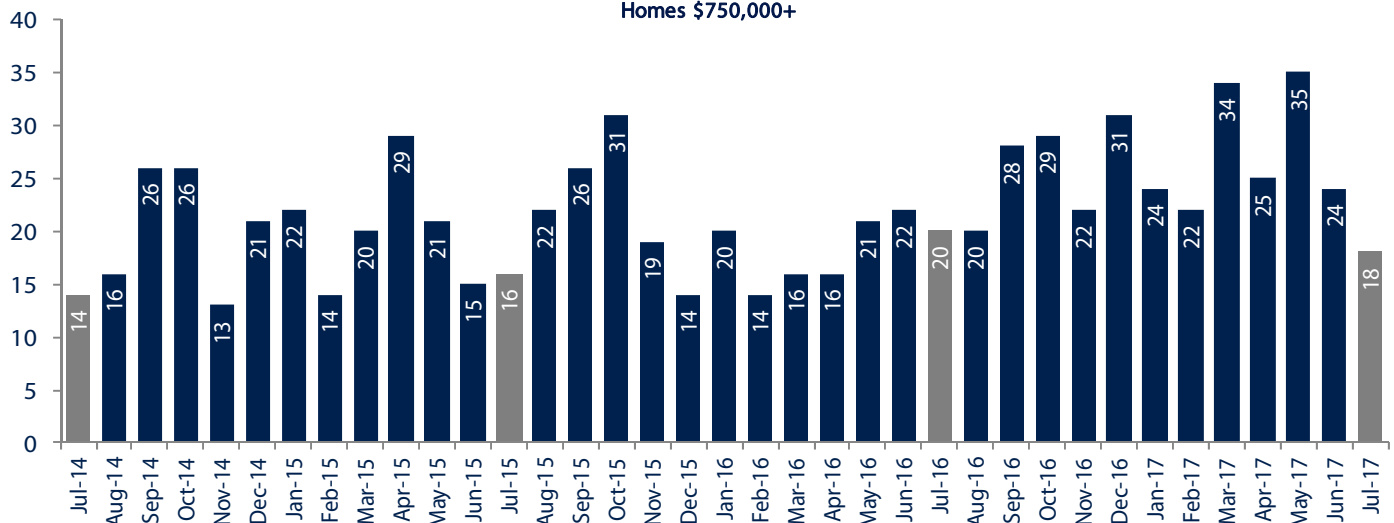
This month's units sold for homes more than \$750,000 was lower than at this time last year, a decrease of 10.0% versus last July and an increase of 12.5% versus July of 2015.

There was a decrease of 25.0% in luxury units sold in July compared to June of this year.

UNITS SOLD
Versus Previous Years
Homes \$750,000+



UNITS SOLD
Homes \$750,000+



RECENT SELECTED LUXURY SALES

Homes \$750,000+

Sold Date	City	Zip Code	Final List Price	Final Sale Price	Sale Price as % of List Price	DOM	Long & Foster Represented	
							Buyer	Seller
July 7, 2017	Bethany Beach	19930	\$2,395,000	\$2,200,000	91.9%	88	✓	✓
July 31, 2017	Lewes	19958	\$1,600,000	\$1,450,000	90.6%	3		✓
July 31, 2017	Rehoboth Beach	19971	\$1,100,000	\$1,060,000	96.4%	1	✓	
July 21, 2017	Selbyville	19975	\$1,050,000	\$1,000,000	95.2%	167		✓
July 19, 2017	Rehoboth Beach	19971	\$925,000	\$875,000	94.6%	142		✓
July 12, 2017	South Bethany	19930	\$925,000	\$862,500	93.2%	51	✓	
July 26, 2017	South Bethany	19930	\$849,000	\$775,000	91.3%	263		✓
June 8, 2017	Rehoboth Beach	19971	\$2,995,000	\$2,744,001	91.6%	680	✓	
June 30, 2017	North Bethany	19930	\$1,645,000	\$1,625,000	98.8%	13		✓
June 9, 2017	Rehoboth Beach	19971	\$1,599,900	\$1,375,000	85.9%	11	✓	

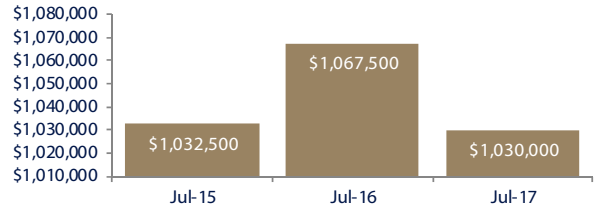
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In July, the median sales price for homes more than \$750,000 was \$1,030,000, a decrease of 3.5% compared to last year.

The current median sales price was lower by 14.2% than in June.

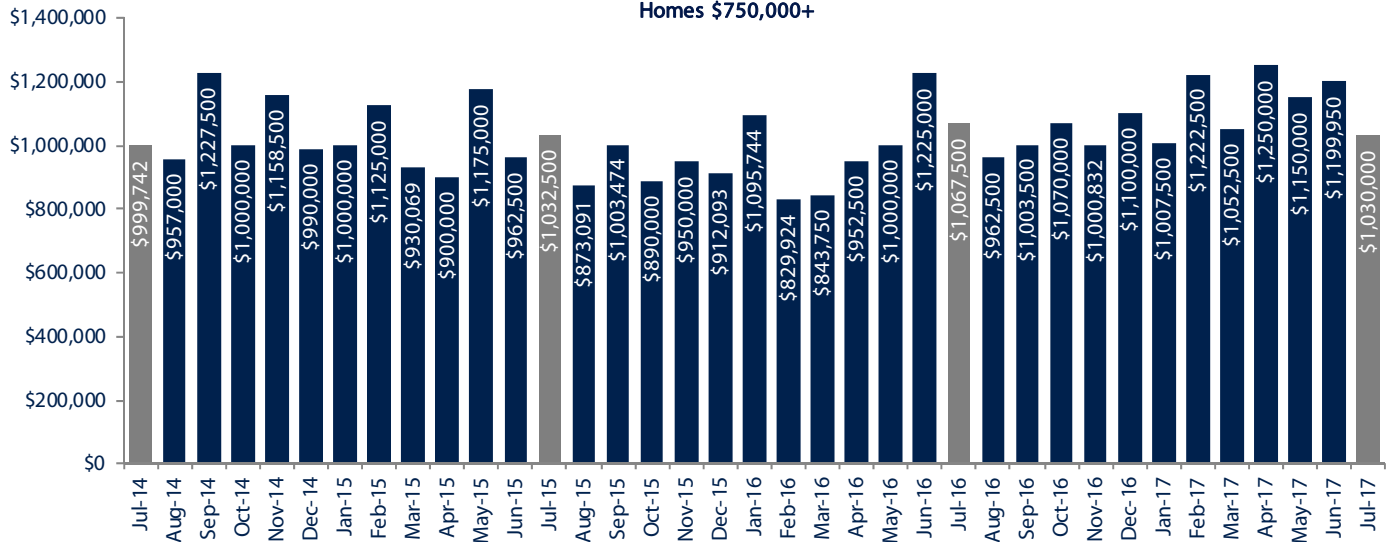
MEDIAN SALES PRICE

Versus Previous Years
Homes \$750,000+



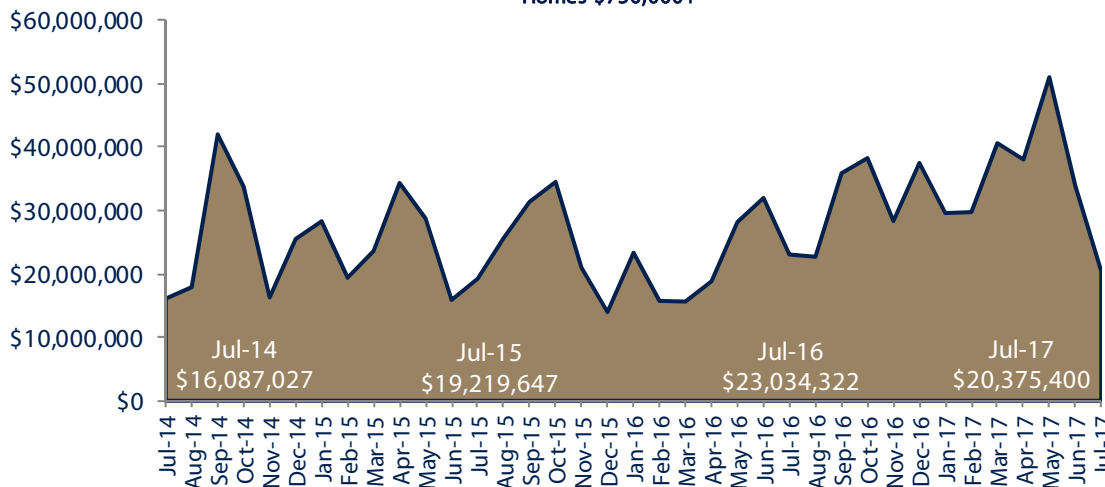
MEDIAN SALES PRICE

Homes \$750,000+



TOTAL DOLLAR VOLUME SOLD

Homes \$750,000+



Total volume sold this July was 11.5% lower than the same month one year ago.

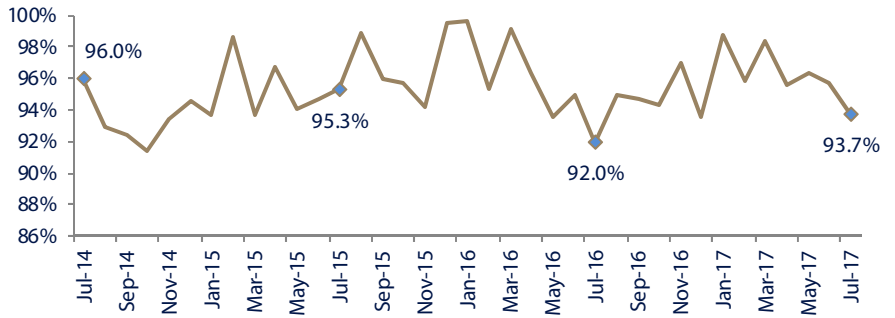
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In July, the average sale price for homes more than \$750,000 was 93.7% of the average list price, which is 1.7% higher than at this time last year.

This month, the average number of days on market was 171, lower than the average last year, which was 252, a decrease of 32.1%.

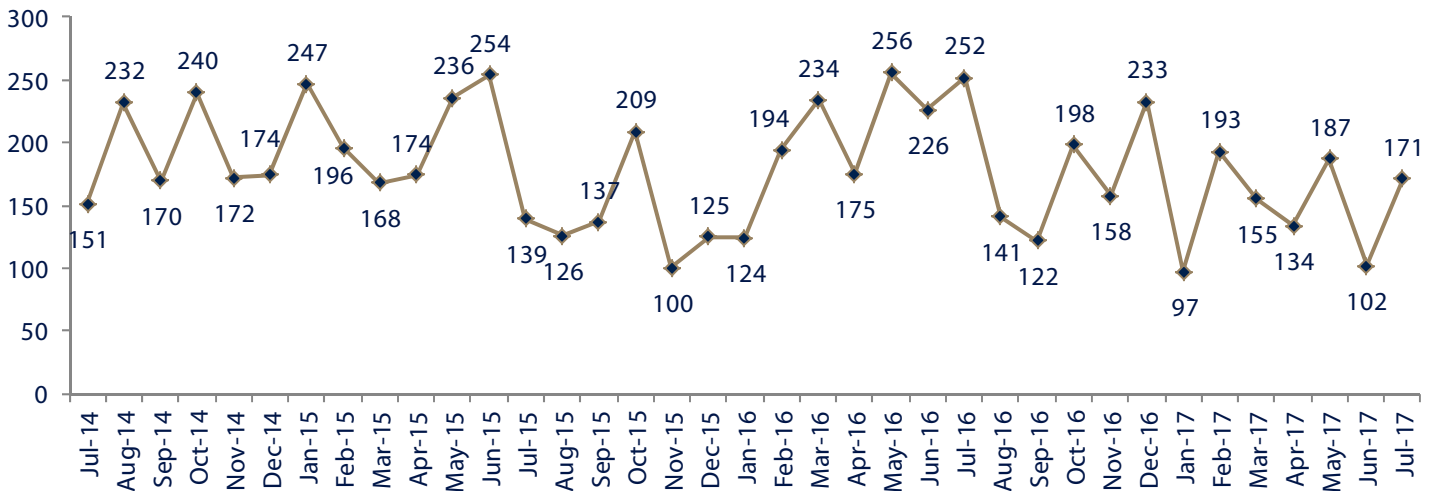
SALE PRICE AS % OF LIST PRICE

Homes \$750,000+



DAYS ON MARKET

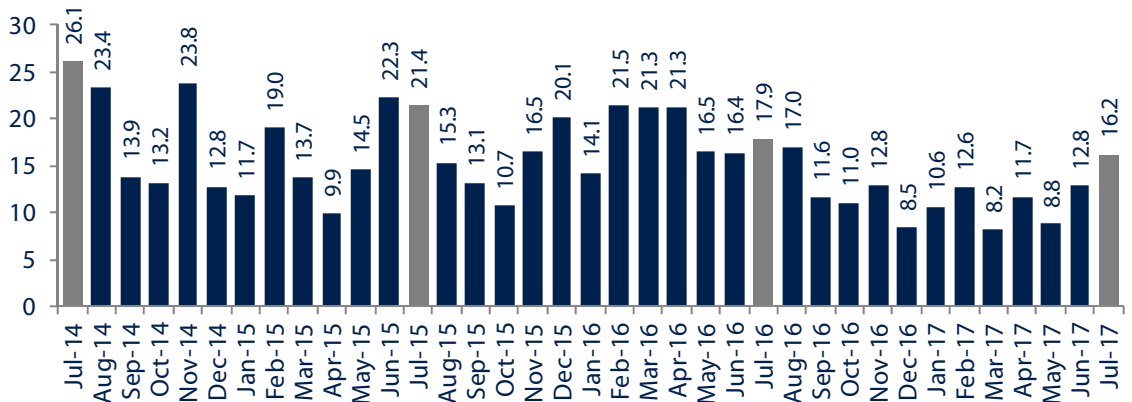
Homes \$750,000+



MONTHS OF SUPPLY

Homes \$750,000+

In July, there were 16.2 months of supply available, compared to 17.9 in July of 2016. That is a decrease of 9.5% versus a year ago.



Sussex County, Delaware - July 2017

References & Definitions

SUSSEX COUNTY, DE: LISTING SOURCE, REPORTING AREA, & DEFINITION

Based on data supplied by the SCAOR MLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. This report includes coverage for the county of Sussex, Delaware only.

Analysis dates for all regions are July 1, 2014 through July 31, 2017.

Contacts & Disclaimers

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"Information contained in this report is deemed reliable but not guaranteed, should be independently verified and does not constitute an opinion of Long & Foster Real Estate, Inc."

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