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LuxInsight

Wilmington, DE

Area

Luxury Housing Market Update

June 2018



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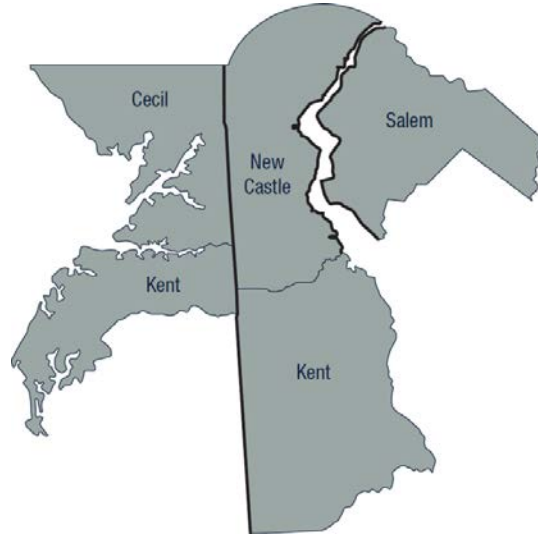
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Wilmington, DE Area - June 2018

The real estate market is always changing, and if you're buying or selling a home—especially a luxury property—it's critical to understand the current market conditions. More than simply seeing what's happening to real estate as a whole in your local area, you need insights on what's taking place in the high-end market, specifically with uncommon and unique homes like yours or those for which you're shopping. That's why Long & Foster publishes our exclusive LuxInsight report—giving consumers like you invaluable information on the luxury market performance in your local area.

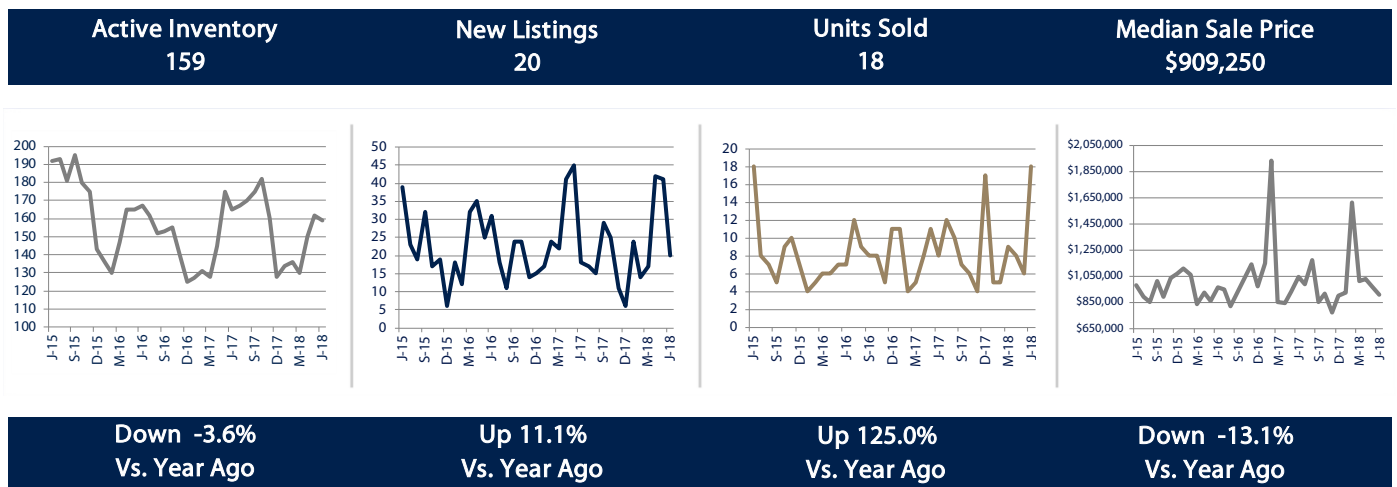
Published monthly, LuxInsight provides you with A broad overview of real estate trends in the high-end real estate market. From median sale prices and active inventory to the current housing Demand and available active listings, LuxInsight gives you access to essential statistics you need to know.

Beyond this valuable market information, Long & Foster's team of luxury sales associates is available to guide you through the real estate process. We believe luxury real estate is all about the individual, and when you work with us, you'll receive an experience tailored to your unique needs. You'll enjoy exceptional service and expertise, provided by agents who specialize in marketing and selling the most stunning luxury homes. You'll gain our exclusive connections around the world and get a luxury home experience with proven results.



AT A GLANCE

Homes \$750,000+

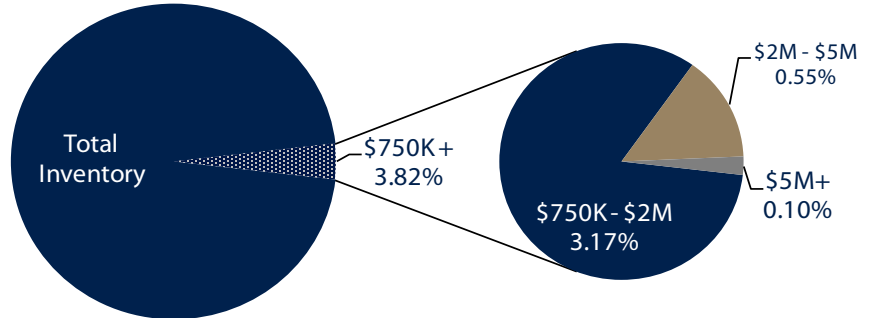


Wilmington, DE Area - June 2018

Compared to last June, the total number of homes more than \$750,000 available this month was lower by 3.6% and lower by 4.8% compared to June 2016.

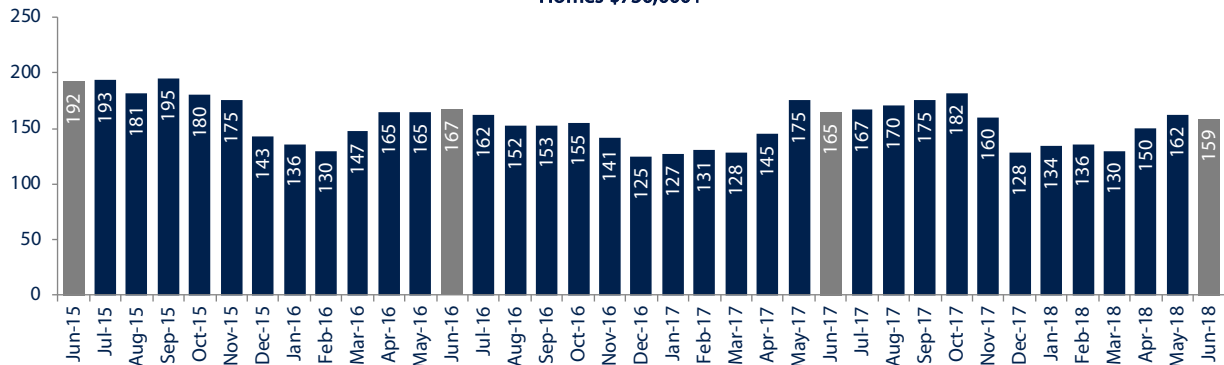
Active inventory this June was 1.9% lower than the previous month's supply of available inventory.

INVENTORY PRICE RANGES



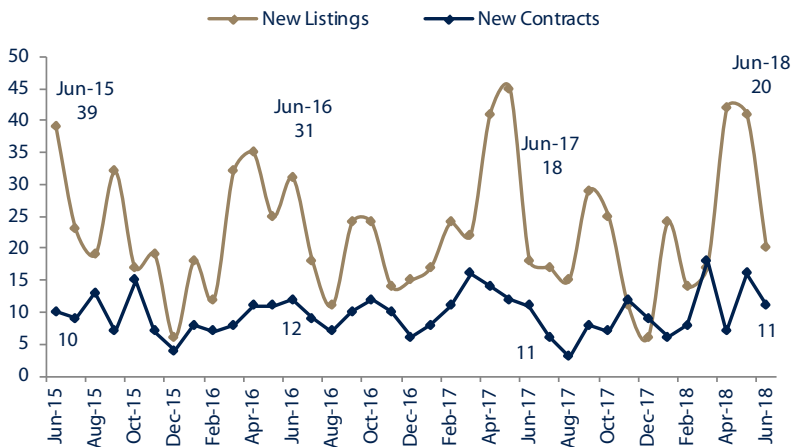
ACTIVE INVENTORY

Homes \$750,000+



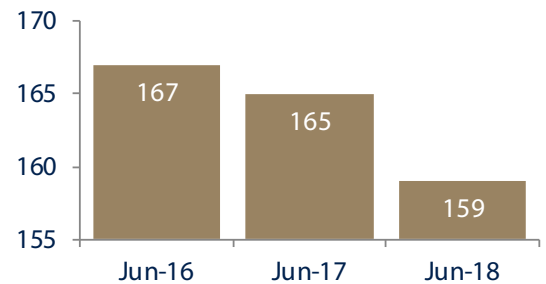
NEW LISTINGS & NEW CONTRACTS

Homes \$750,000+



ACTIVE INVENTORY

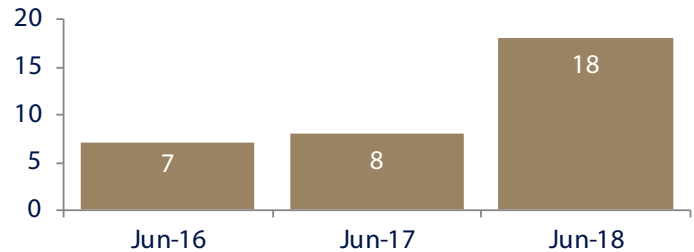
Versus Previous Years
Homes \$750,000+



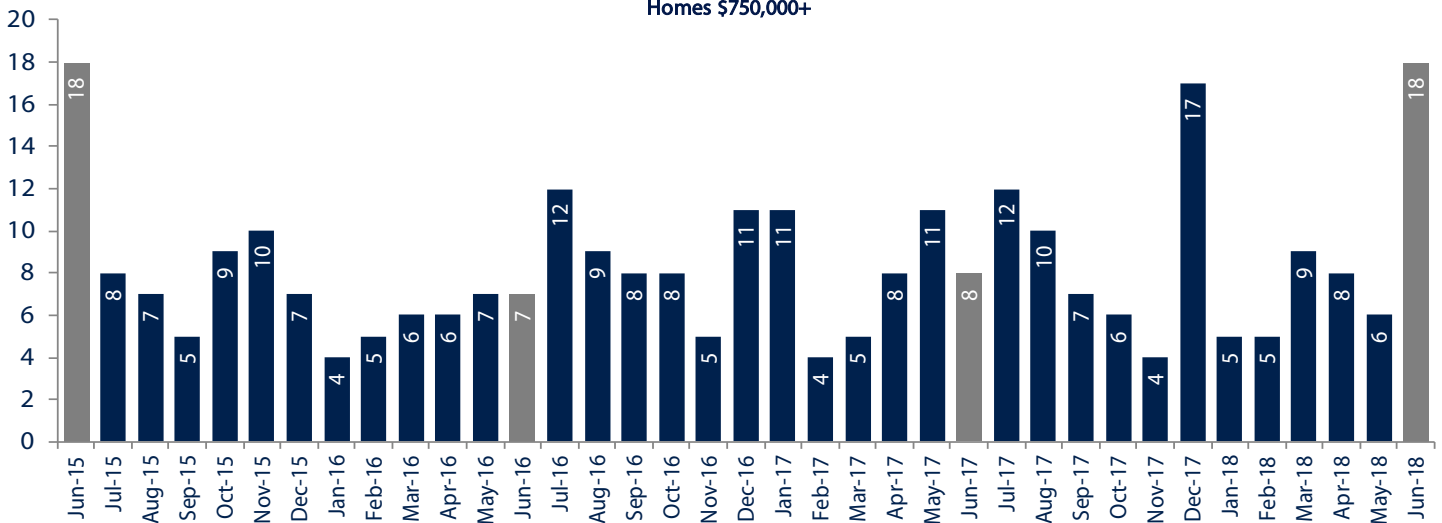
Wilmington, DE Area - June 2018

There was an increase in total units sold for homes more than \$750,000 in June compared to May, with 18 sold this month. This month's total units sold was higher than at this time last year.

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



UNITS SOLD
Homes \$750,000+



RECENT SELECTED LUXURY SALES

Homes \$750,000+

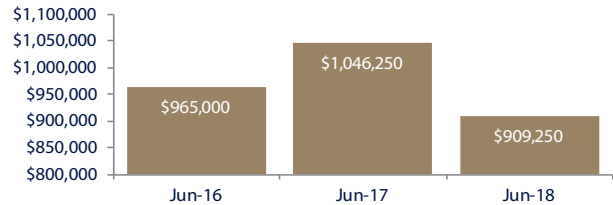
Sold Date	City	Zip Code	Final List Price	Final Sale Price	Sale Price as % of List Price	DOM	Long & Foster Represented	
							Buyer	Seller
June 21, 2018	Greenville	19807	\$1,350,000	\$1,350,531	100.0%	8	✓	
June 22, 2018	Greenville	19807	\$1,250,000	\$1,250,000	100.0%	4	✓	✓
June 22, 2018	Wilmington	19806	\$1,275,000	\$1,215,000	95.3%	184	✓	✓
June 14, 2018	Wilmington	19807	\$1,125,000	\$1,040,000	92.4%	201		✓
June 28, 2018	Greenville	19807	\$998,000	\$967,500	96.9%	226	✓	✓
June 11, 2018	Wilmington	19803	\$864,000	\$850,000	98.4%	40		✓
June 14, 2018	Wilmington	19807	\$859,500	\$849,000	98.8%	189		✓
June 22, 2018	Newark	19711	\$800,000	\$800,000	100.0%	22		✓
June 29, 2018	Greenville	19807	\$800,000	\$770,000	96.3%	25		✓
May 22, 2018	Wilmington	19807	\$1,175,000	\$1,075,000	91.5%	34	✓	✓

Wilmington, DE Area - June 2018

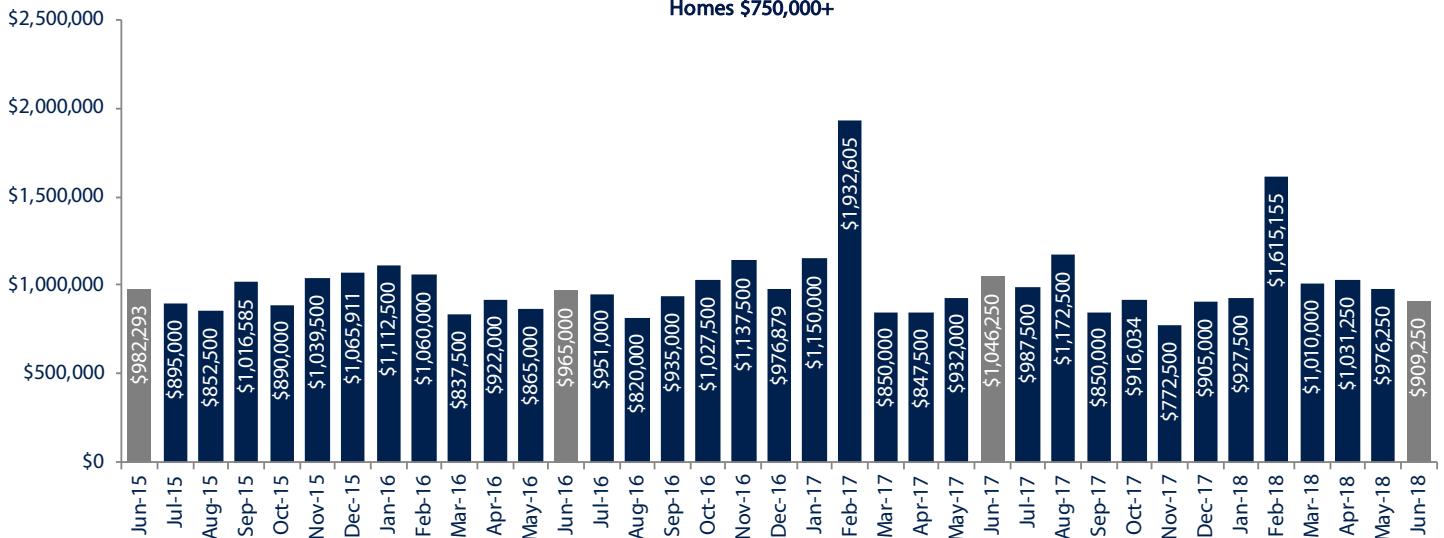
In June, the median sales price for homes more than \$750,000 was \$909,250, a decrease of 13.1% compared to last year.

The current median sales price was lower by 6.9% than in May.

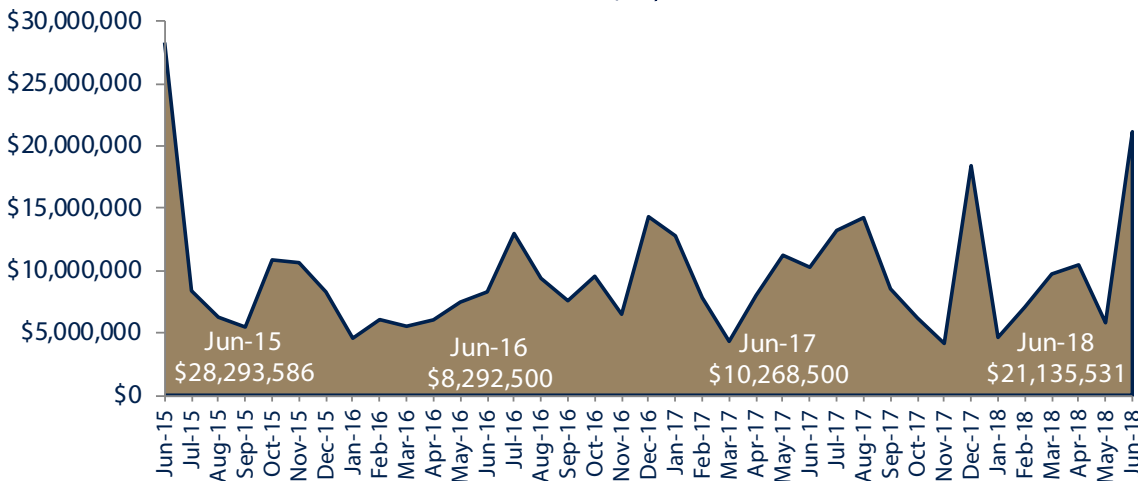
MEDIAN SALES PRICE
Versus Previous Years
Homes \$750,000+



MEDIAN SALES PRICE
Homes \$750,000+



TOTAL DOLLAR VOLUME SOLD
Homes \$750,000+



Total volume sold this June was 105.8% higher than the same month one year ago.

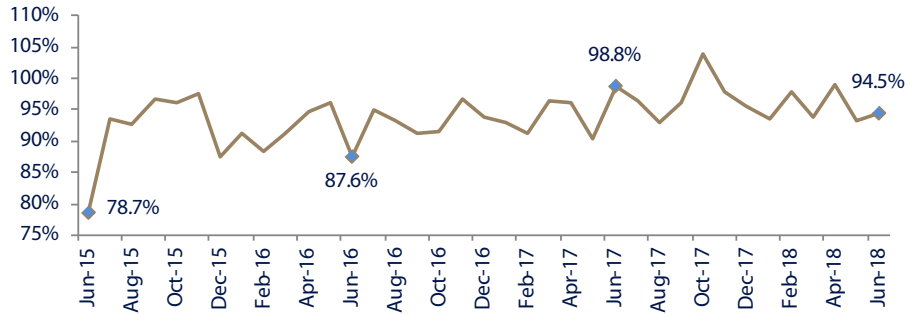
Wilmington, DE Area - June 2018

In June, the average sale price for homes more than \$750,000 was 94.5% of the average list price, which is 4.3% lower than at this time last year.

This month, the average number of days on market was 153, higher than the average last year, which was 67.

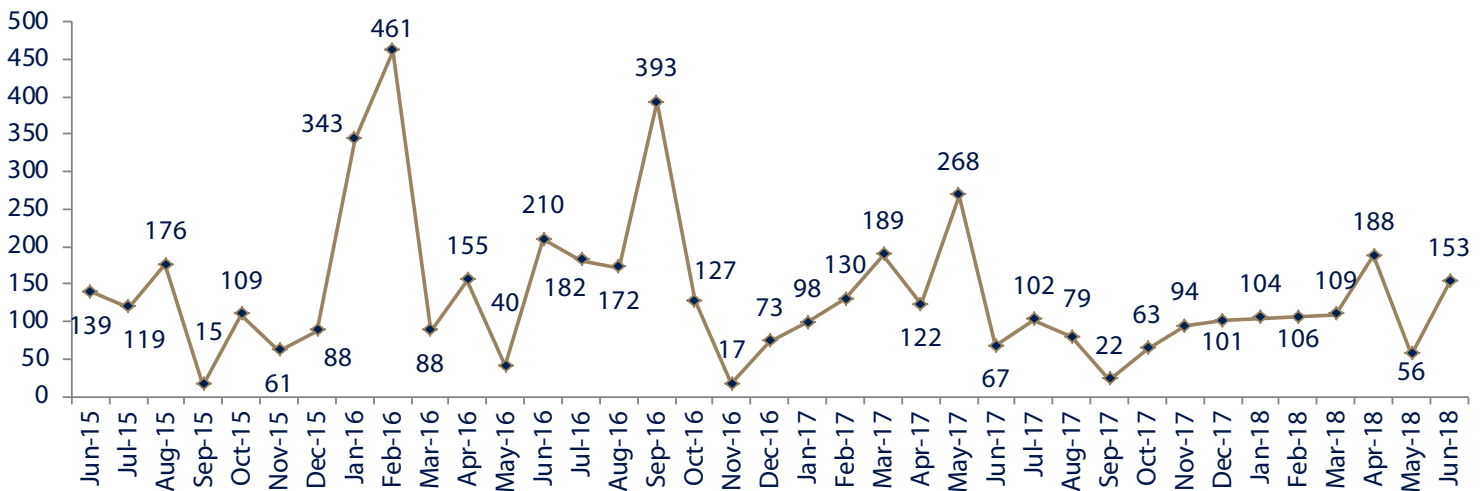
SALE PRICE AS % OF LIST PRICE

Homes \$750,000+



DAYS ON MARKET

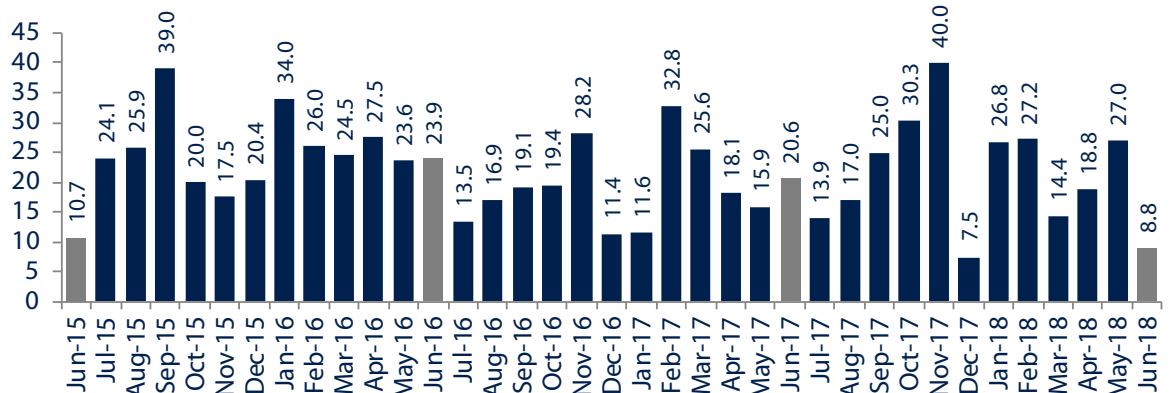
Homes \$750,000+



MONTHS OF SUPPLY

Homes \$750,000+

In June, there were 8.8 months of supply available, compared to 20.6 in June of 2017. That is a decrease of 57.3% versus a year ago.



Wilmington, DE Area - June 2018

References & Definitions

WILMINGTON, DE AREA: LISTING SOURCE, REPORTING AREA, & DEFINITION

Data for Kent and New Castle Counties in Delaware and Salem County in New Jersey supplied by TREND MLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Data for Cecil and Kent Counties in Maryland is supplied by Metropolitan Regional Information Systems (MRIS) and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Counties & Cities included in this area are: Kent and New Castle Counties in Delaware, Cecil and Kent Counties in Maryland, and Salem County in New Jersey. Analysis dates for all regions are June 1, 2015 through June 30, 2018.

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