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CHRISTIE'S
INTERNATIONAL REAL ESTATE

LuxInsight

Wilmington, DE

Area

Luxury Housing Market Update

July 2017



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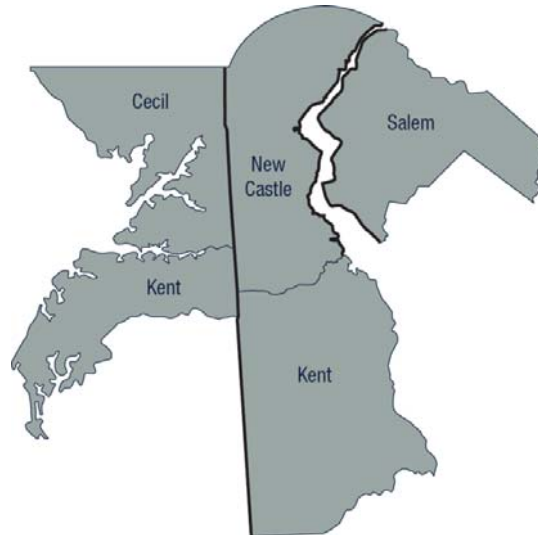
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Wilmington, DE Area - July 2017

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.

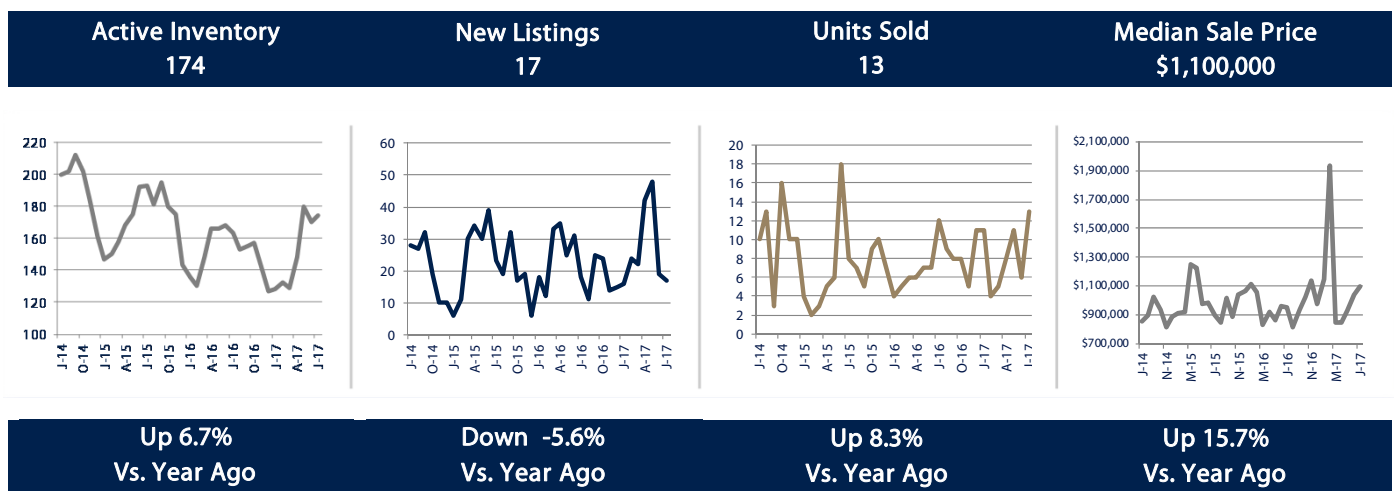
Building on our decades-long reputation for unsurpassed service and industry expertise, Long & Foster is poised to cater to the distinctive market of luxury properties. Enhanced through our exclusive affiliation with Christie's International Real Estate, and our affiliations with Luxury Portfolio International™, 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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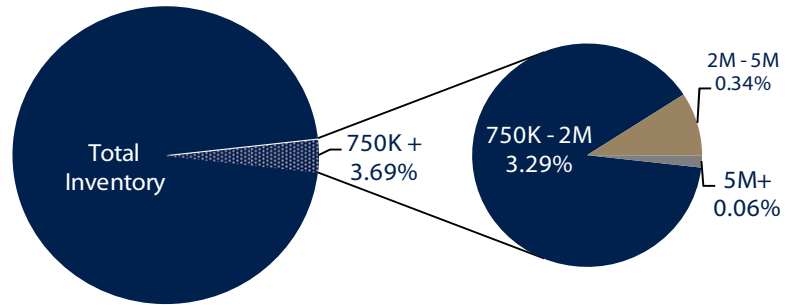
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Compared to last July, the total number of homes more than \$750,000 available this month was higher by 6.7% and lower by 9.8% compared to July 2015.

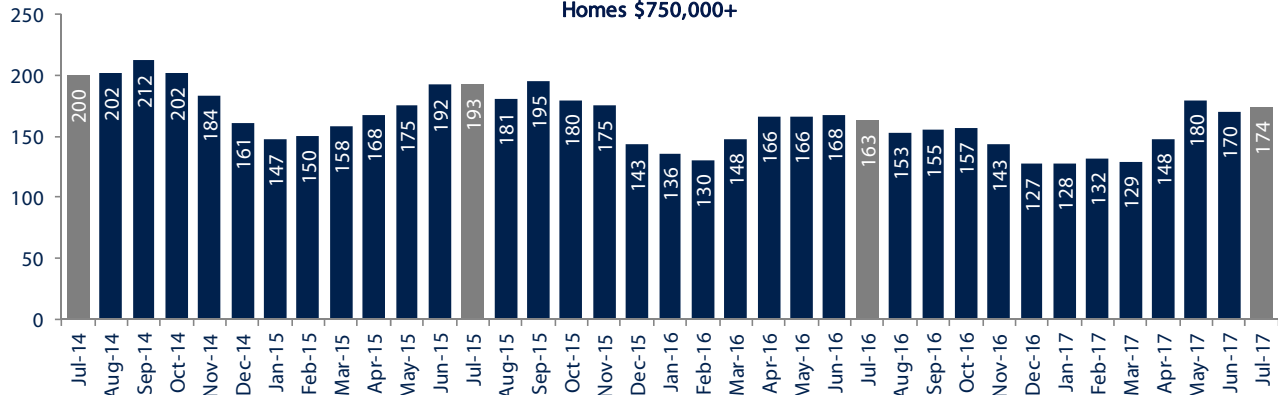
Active inventory this July was 2.4% higher than the previous month's supply of available inventory.

INVENTORY PRICE RANGES



ACTIVE INVENTORY

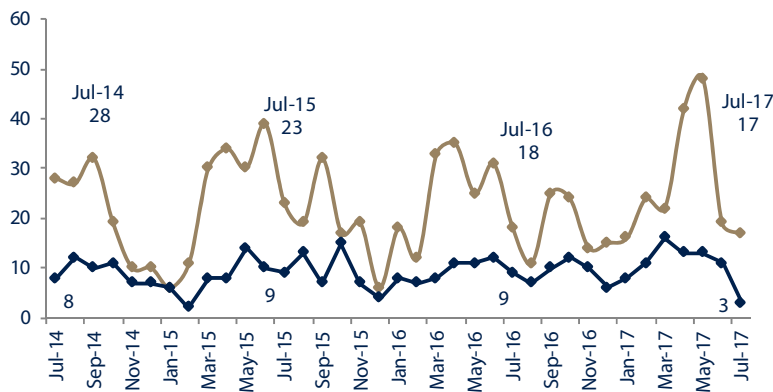
Homes \$750,000+



NEW LISTINGS & NEW CONTRACTS

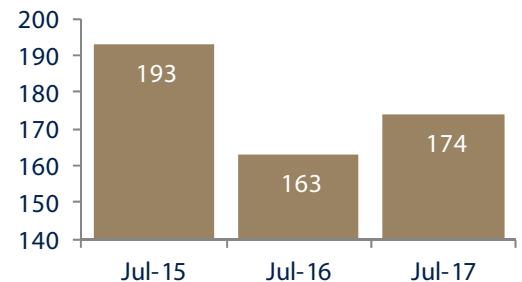
Homes \$750,000+

— New Listings — New Contracts



ACTIVE INVENTORY

Versus Previous Years
Homes \$750,000+

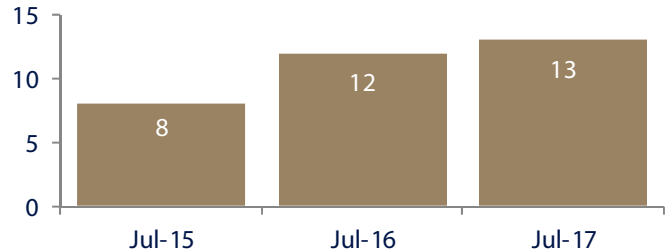


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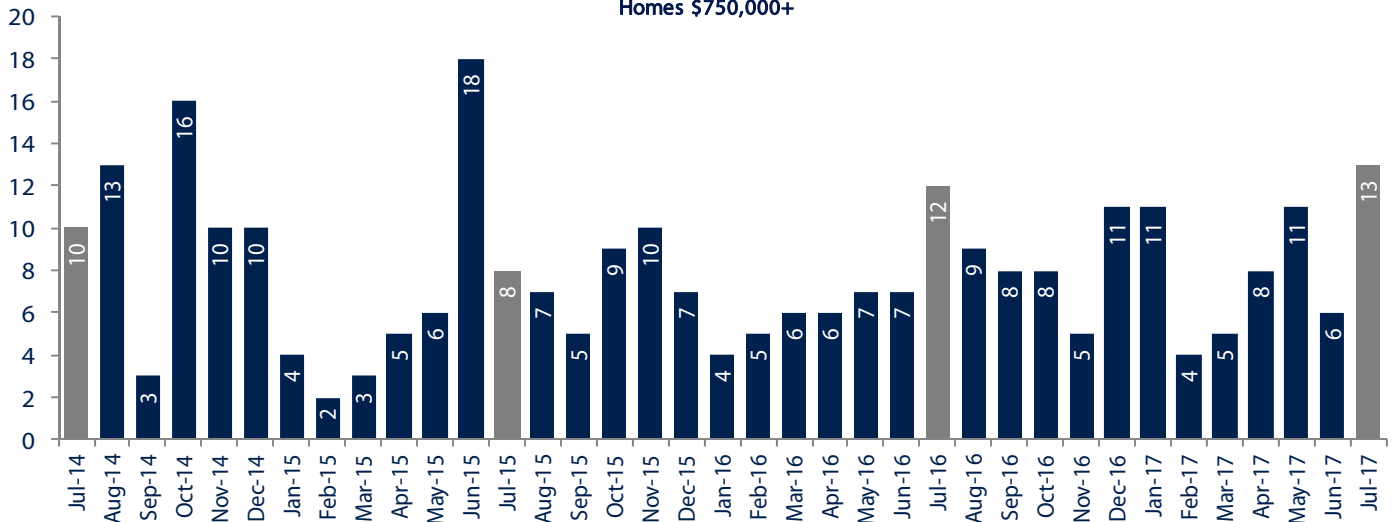
This month's units sold for homes more than \$750,000 was higher than at this time last year, an increase of 8.3% versus last July and an increase of 62.5% versus July of 2015.

There was an increase of 116.7% 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 30, 2017	Wilmington	19807	\$1,544,858	\$1,544,858	100.0%	1	✓	✓
July 17, 2017	Wilmington	19806	\$1,450,000	\$1,435,000	99.0%	48	✓	✓
July 21, 2017	Wilmington	19807	\$1,395,000	\$1,325,000	95.0%	23		✓
July 11, 2017	Wilmington	19807	\$1,312,500	\$1,312,500	100.0%	164		✓
July 30, 2017	Wilmington	19807	\$1,195,000	\$1,195,000	100.0%	1	✓	✓
July 21, 2017	Greenville	19807	\$1,285,000	\$1,100,000	85.6%	563	✓	
July 31, 2017	Greenville	19807	\$879,900	\$864,000	98.2%	18		✓
July 11, 2017	Greenville	19807	\$895,000	\$850,000	95.0%	30	✓	
July 26, 2017	Wilmington	19805	\$865,000	\$845,000	97.7%	8		✓
July 28, 2017	Wilmington	19807	\$799,900	\$792,000	99.0%	9		✓

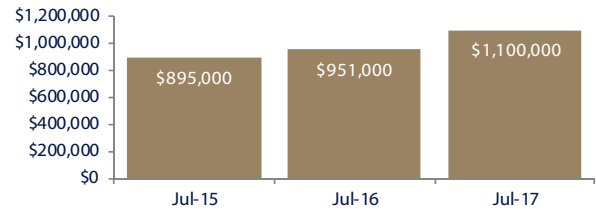
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In July, the median sales price for homes more than \$750,000 was \$1,100,000, an increase of 15.7% compared to last year.

The current median sales price was higher by 5.1% than in June.

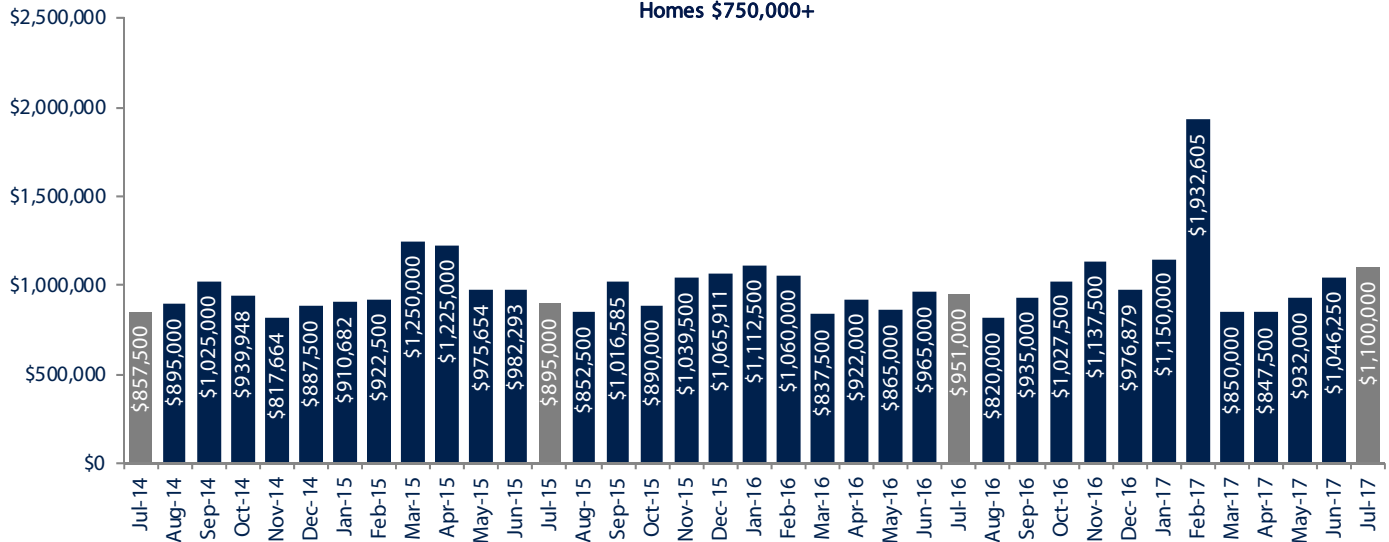
MEDIAN SALES PRICE

Versus Previous Years
Homes \$750,000+



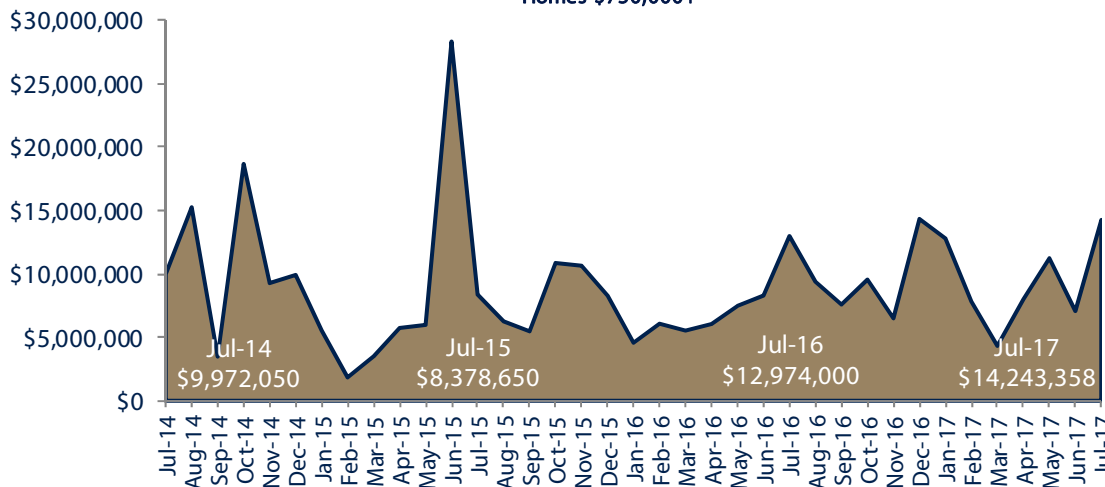
MEDIAN SALES PRICE

Homes \$750,000+



TOTAL DOLLAR VOLUME SOLD

Homes \$750,000+



Total volume sold this July was 9.8% higher than the same month one year ago.

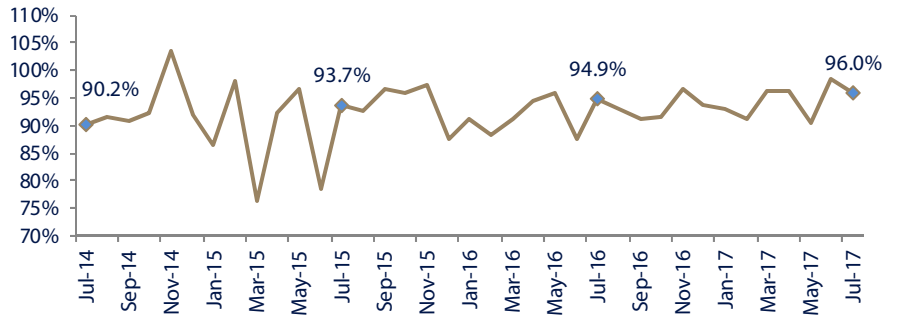
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In July, the average sale price for homes more than \$750,000 was 96.0% of the average list price, which is 1.1% higher than at this time last year.

This month, the average number of days on market was 94, lower than the average last year, which was 182, a decrease of 48.4%.

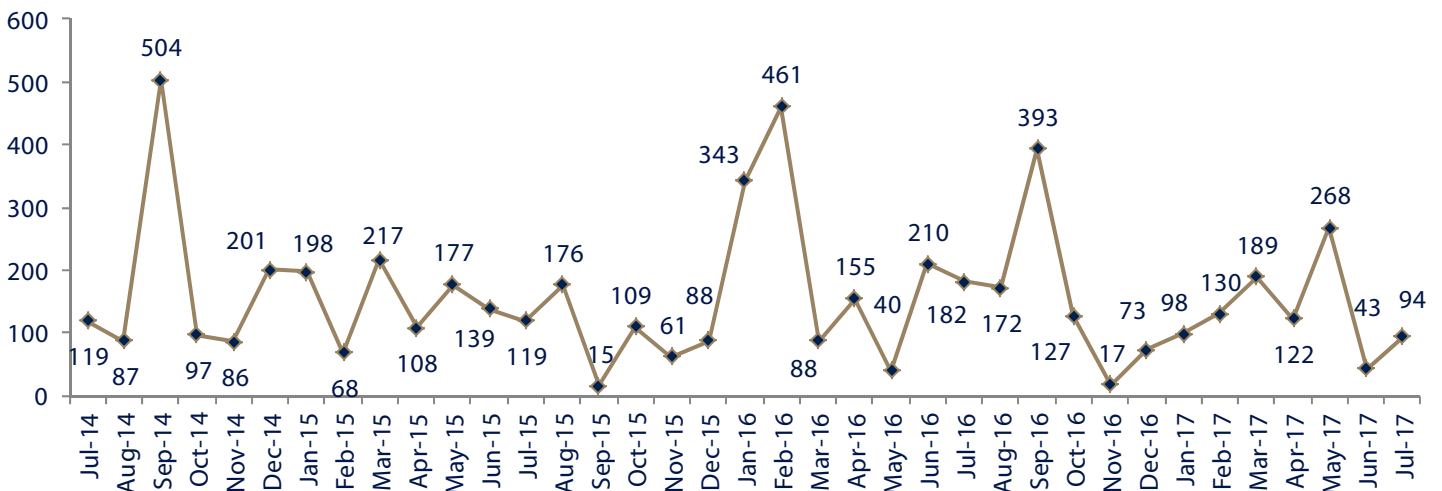
SALE PRICE AS % OF LIST PRICE

Homes \$750,000+



DAYS ON MARKET

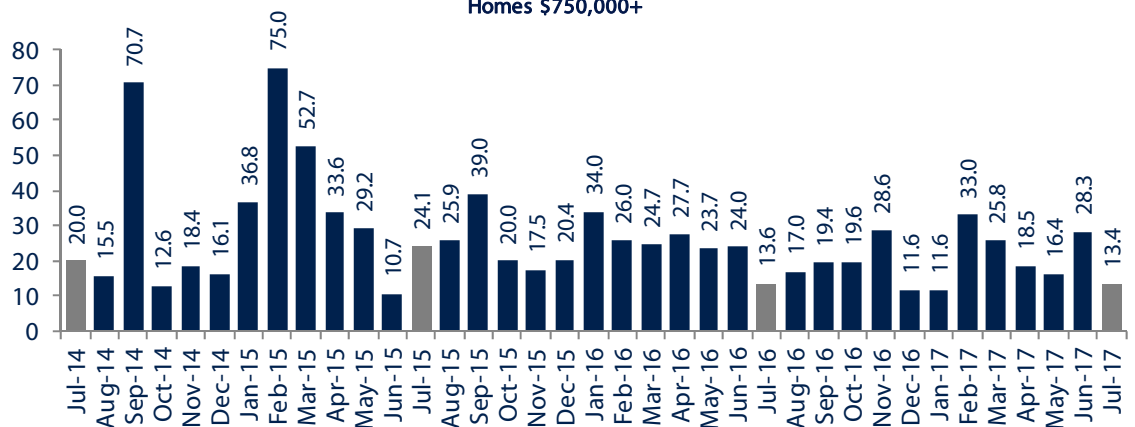
Homes \$750,000+



MONTHS OF SUPPLY

Homes \$750,000+

In July, there were 13.4 months of supply available, compared to 13.6 in July of 2016. That is a decrease of 1.5% versus a year ago.



Wilmington, DE Area - July 2017

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 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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