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# LuxInsight

Wilmington, DE

Area

Luxury Housing Market Update

April 2018



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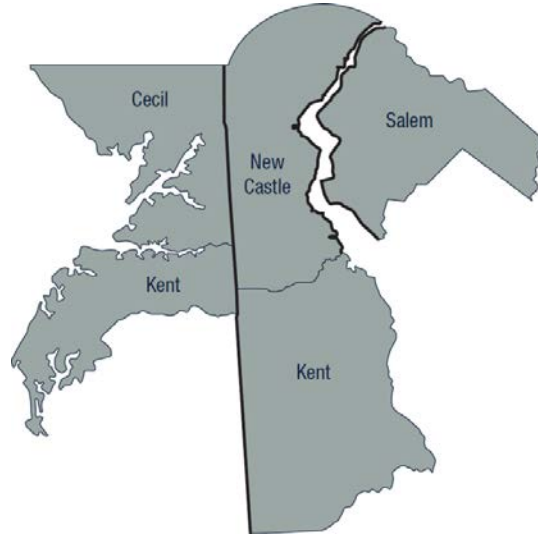
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## Wilmington, DE Area - April 2018

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+

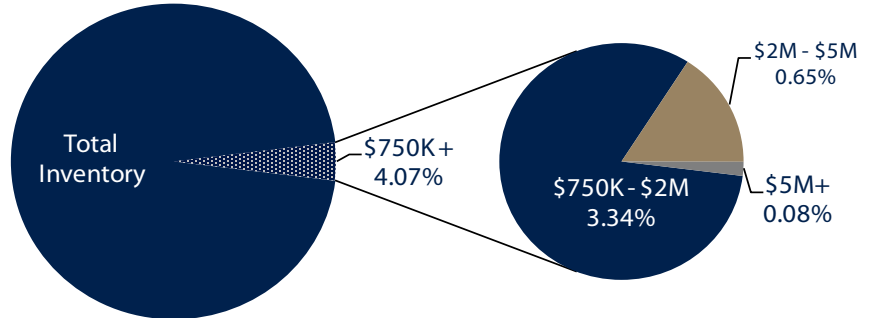


## Wilmington, DE Area - April 2018

Compared to last April, the total number of homes more than \$750,000 available this month was higher by 8.3% and lower by 4.8% compared to April 2016.

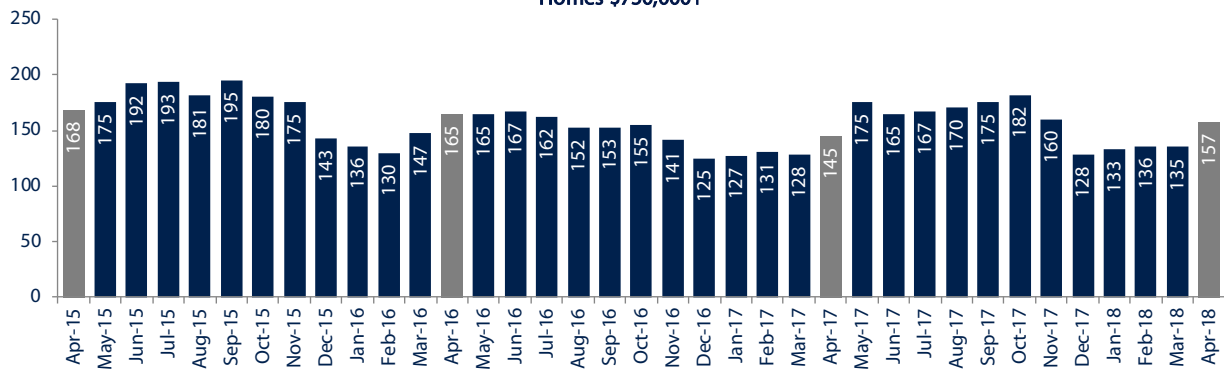
Active inventory this April was 16.3% higher than the previous month's supply of available inventory.

### INVENTORY PRICE RANGES



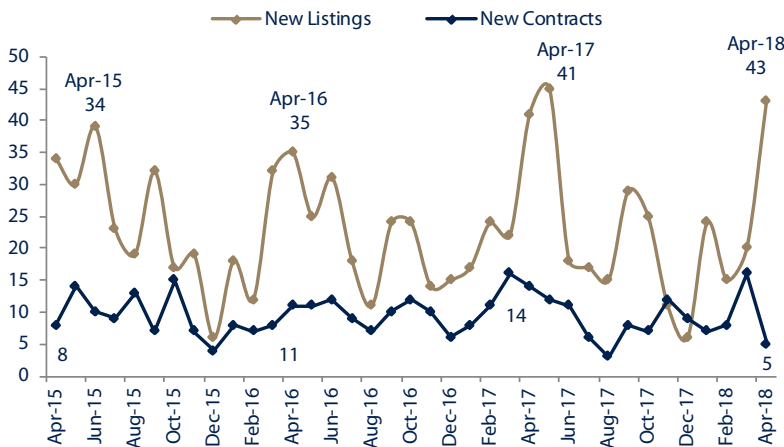
### ACTIVE INVENTORY

Homes \$750,000+



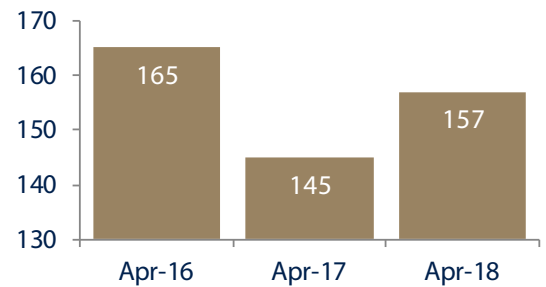
### NEW LISTINGS & NEW CONTRACTS

Homes \$750,000+



### ACTIVE INVENTORY

Versus Previous Years  
Homes \$750,000+

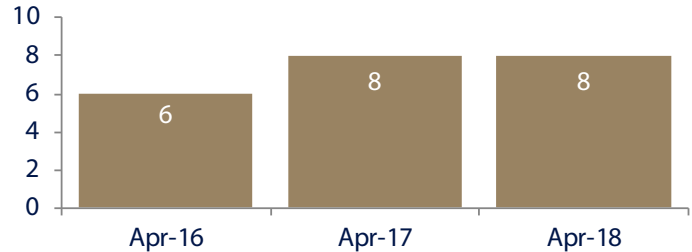


## Wilmington, DE Area - April 2018

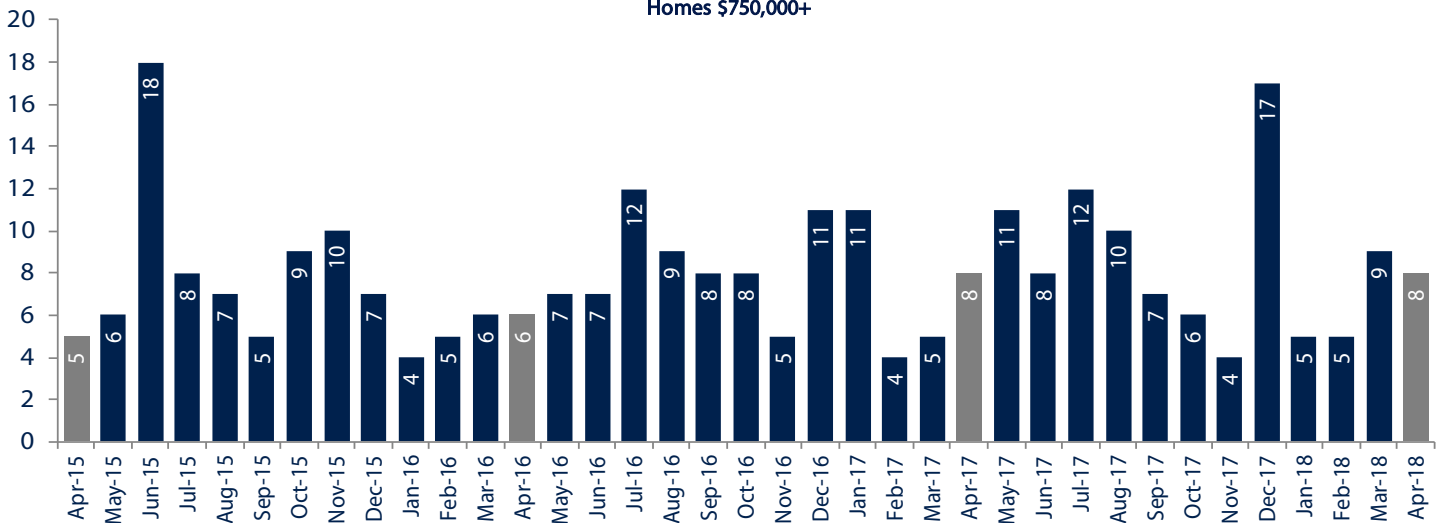
This month's total units sold for homes more than \$750,000 is similar compared to a year ago.

There was a decrease of 11.1% in luxury units sold in April compared to March of this year.

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



**UNITS SOLD**  
Homes \$750,000+



### RECENT SELECTED LUXURY SALES

Homes \$750,000+

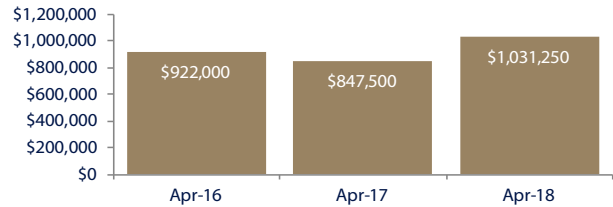
Sold Date	City	Zip Code	Final List Price	Final Sale Price	Sale Price as % of List Price	DOM	Long & Foster Represented	
							Buyer	Seller
April 30, 2018	Centreville	19807	\$1,195,000	\$1,125,000	94.1%	318	✓	✓
April 6, 2018	Wilmington	19806	\$899,900	\$875,000	97.2%	173	✓	✓
March 20, 2018	Wilmington	19807	\$1,024,000	\$1,010,000	98.6%	236	✓	✓
March 30, 2018	Wilmington	19807	\$874,900	\$850,000	97.2%	135	✓	
January 16, 2018	Greenville	19807	\$1,299,000	\$1,100,000	84.7%	25	✓	✓
January 12, 2018	Wilmington	19807	\$975,000	\$935,000	95.9%	167		✓
December 30, 2017	Wilmington	19807	\$1,250,000	\$1,250,000	100.0%	1	✓	✓
December 22, 2017	Wilmington	19807	\$1,100,000	\$1,025,000	93.2%	245		✓
December 22, 2017	Hockessin	19707	\$1,199,000	\$1,000,000	83.4%	163		✓
December 11, 2017	Greenville	19807	\$935,000	\$905,000	96.8%	15	✓	✓

## Wilmington, DE Area - April 2018

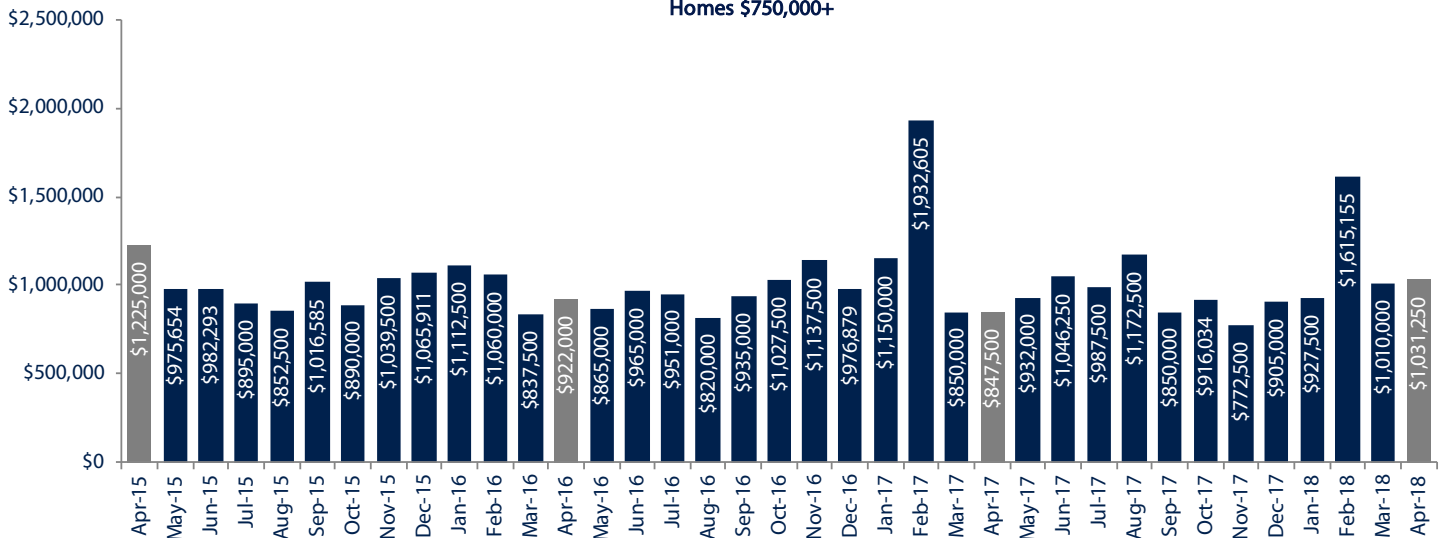
In April, the median sales price for homes more than \$750,000 was \$1,031,250, an increase of 21.7% compared to last year.

The current median sales price was higher by 2.1% than in March.

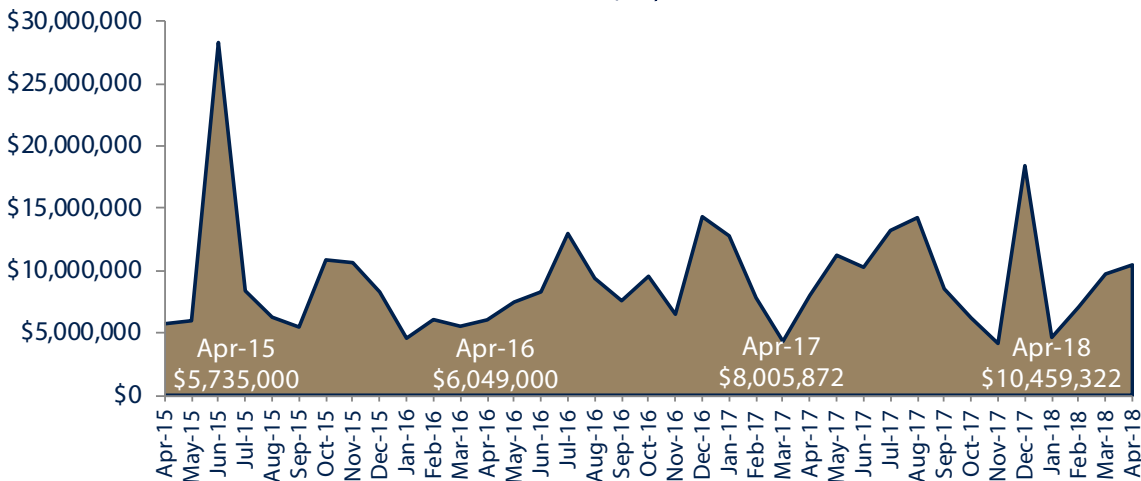
**MEDIAN SALES PRICE**  
Versus Previous Years  
Homes \$750,000+



**MEDIAN SALES PRICE**  
Homes \$750,000+



**TOTAL DOLLAR VOLUME SOLD**  
Homes \$750,000+



Total volume sold this April was 30.6% higher than the same month one year ago.



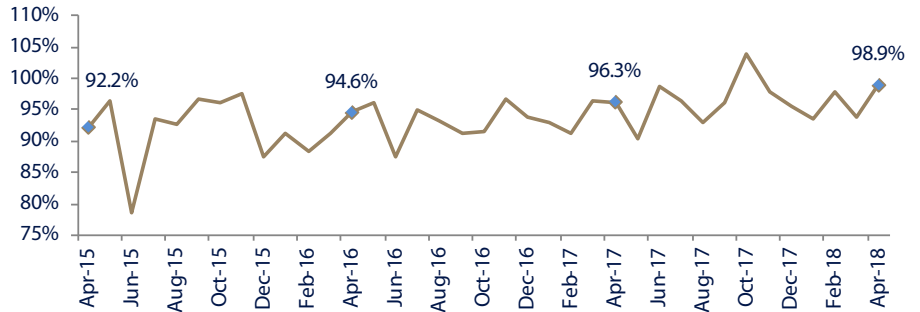
## Wilmington, DE Area - April 2018

In April, the average sale price for homes more than \$750,000 was 98.9% of the average list price, which is 2.6% higher than at this time last year.

This month, the average number of days on market was 188, higher than the average last year, which was 122. This increase was impacted by the limited number of sales.

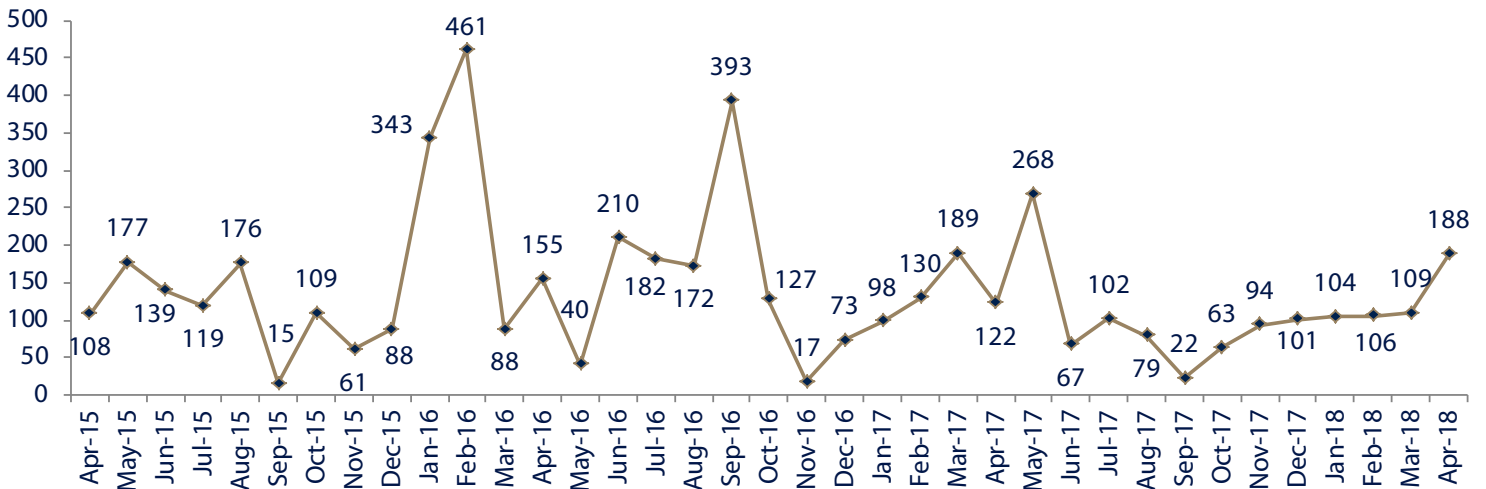
### SALE PRICE AS % OF LIST PRICE

Homes \$750,000+



### DAYS ON MARKET

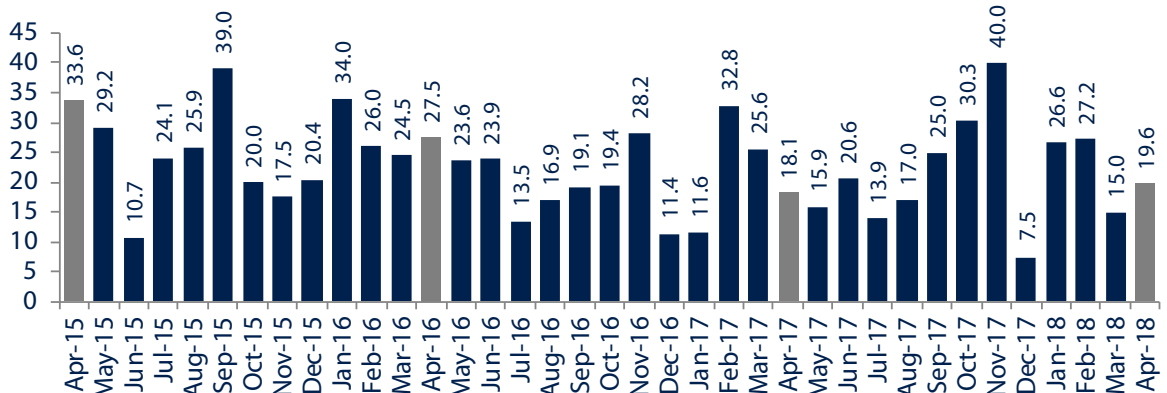
Homes \$750,000+



### MONTHS OF SUPPLY

Homes \$750,000+

In April, there were 19.6 months of supply available, compared to 18.1 in April of 2017. That is an increase of 8.3% versus a year ago.



## Wilmington, DE Area - April 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 April 1, 2015 through April 30, 2018.

### Contacts & Disclaimers

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