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LuxInsight

Wilmington, DE

Area

Luxury Housing Market Update

September 2017



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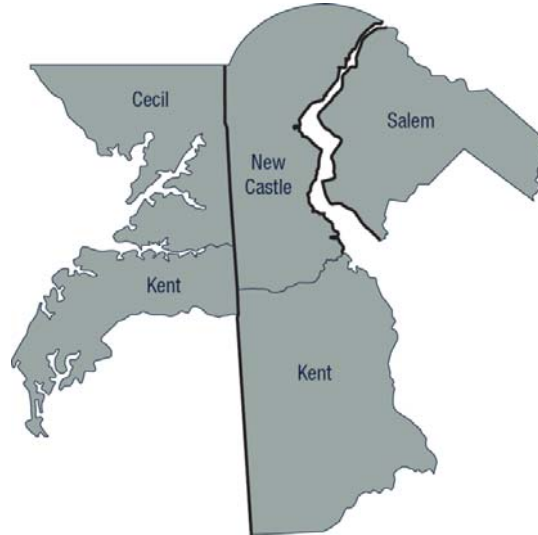
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Wilmington, DE Area - September 2017

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.

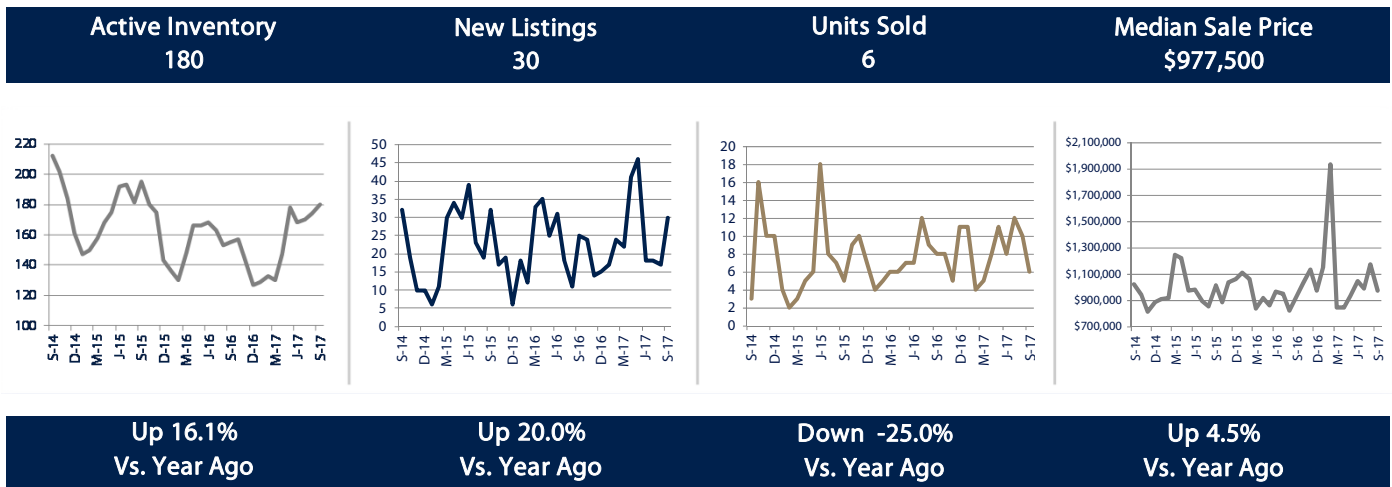
Building on our decades-long reputation for unsurpassed service and industry expertise, Long & Foster is poised to cater to the distinctive market of luxury properties. Enhanced through our exclusive affiliation with Christie's International Real Estate, and our affiliations with Luxury Portfolio International™, 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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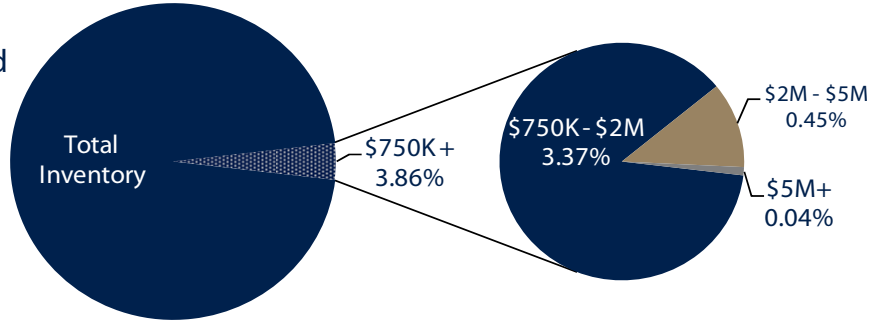
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Compared to last September, the total number of homes more than \$750,000 available this month was higher by 16.1% and lower by 7.7% compared to September 2015.

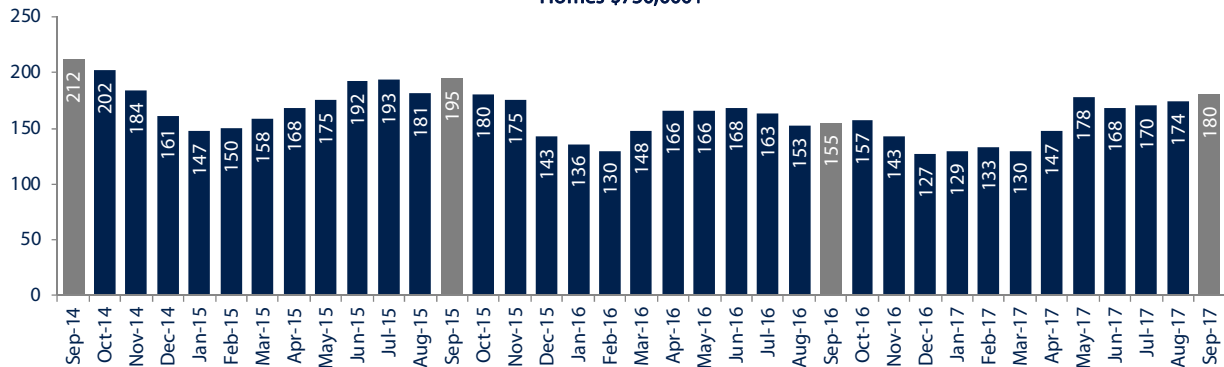
Active inventory this September was 3.4% higher than the previous month's supply of available inventory.

INVENTORY PRICE RANGES



ACTIVE INVENTORY

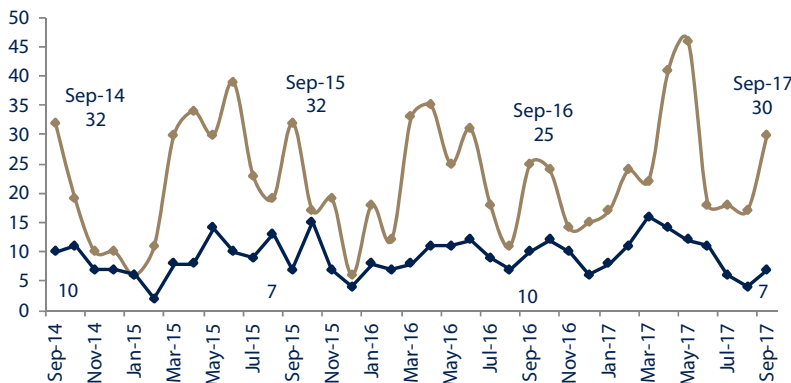
Homes \$750,000+



NEW LISTINGS & NEW CONTRACTS

Homes \$750,000+

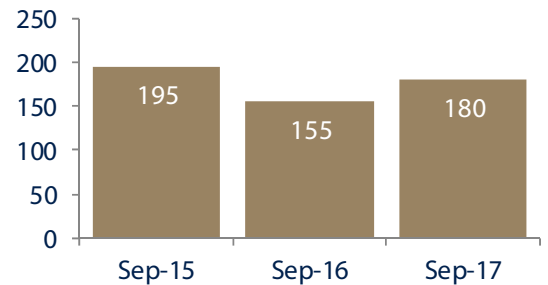
— New Listings — New Contracts



ACTIVE INVENTORY

Versus Previous Years

Homes \$750,000+

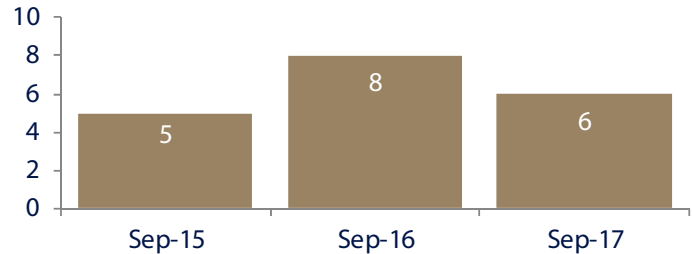


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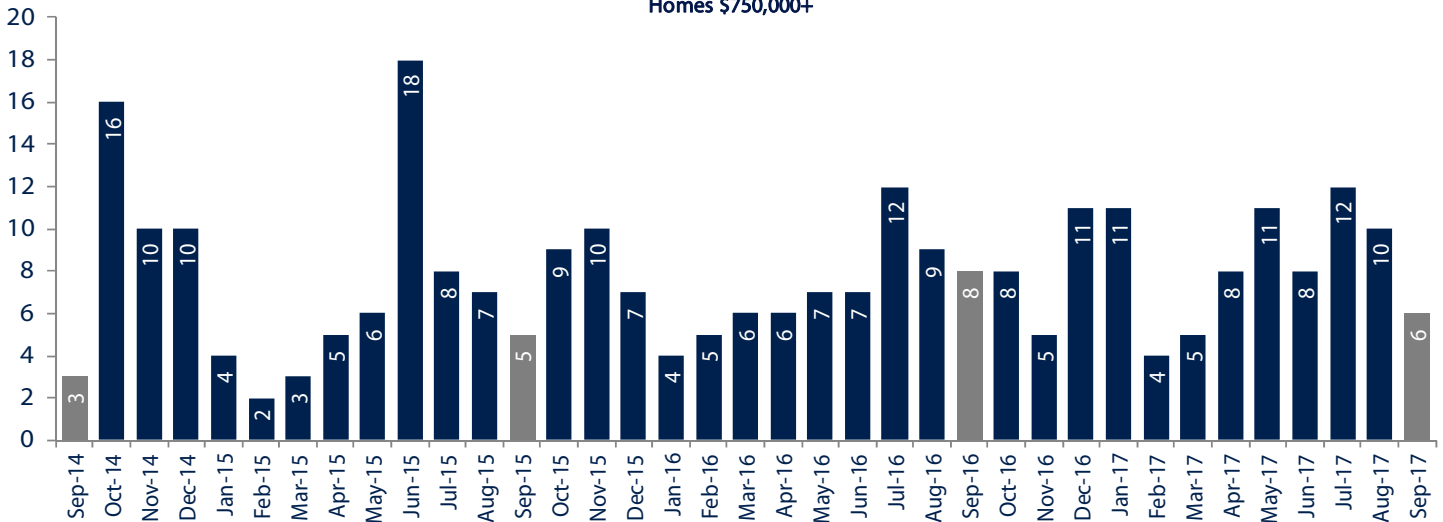
This month's units sold for homes more than \$750,000 was lower than at this time last year, a decrease of 25.0% versus last September and an increase of 20.0% versus September of 2015.

There was a decrease of 40.0% in luxury units sold in September compared to August 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
September 12, 2017	Greenville	19807	\$3,200,000	\$3,000,000	93.8%	8	✓	✓
September 6, 2017	Wilmington	19807	\$1,150,000	\$1,150,000	100.0%	63	✓	✓
September 19, 2017	Greenville	19807	\$849,900	\$805,000	94.7%	74	✓	✓
September 12, 2017	Wilmington	19803	\$775,000	\$765,000	98.7%	1	✓	✓
August 30, 2017	Wilmington	19807	\$1,544,858	\$1,544,858	100.0%	1	✓	✓
August 16, 2017	Wilmington	19806	\$1,415,000	\$1,340,000	94.7%	20		✓
August 30, 2017	Wilmington	19807	\$1,195,000	\$1,195,000	100.0%	1	✓	✓
August 25, 2017	Wilmington	19808	\$1,049,000	\$945,000	90.1%	247		✓
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	✓	✓

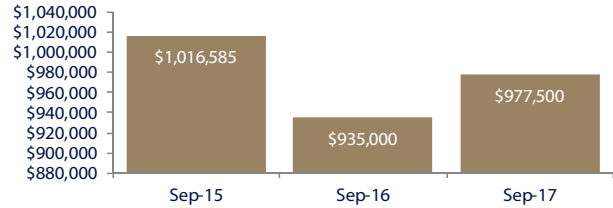
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In September, the median sales price for homes more than \$750,000 was \$977,500, an increase of 4.5% compared to last year.

The current median sales price was lower by 16.6% than in August.

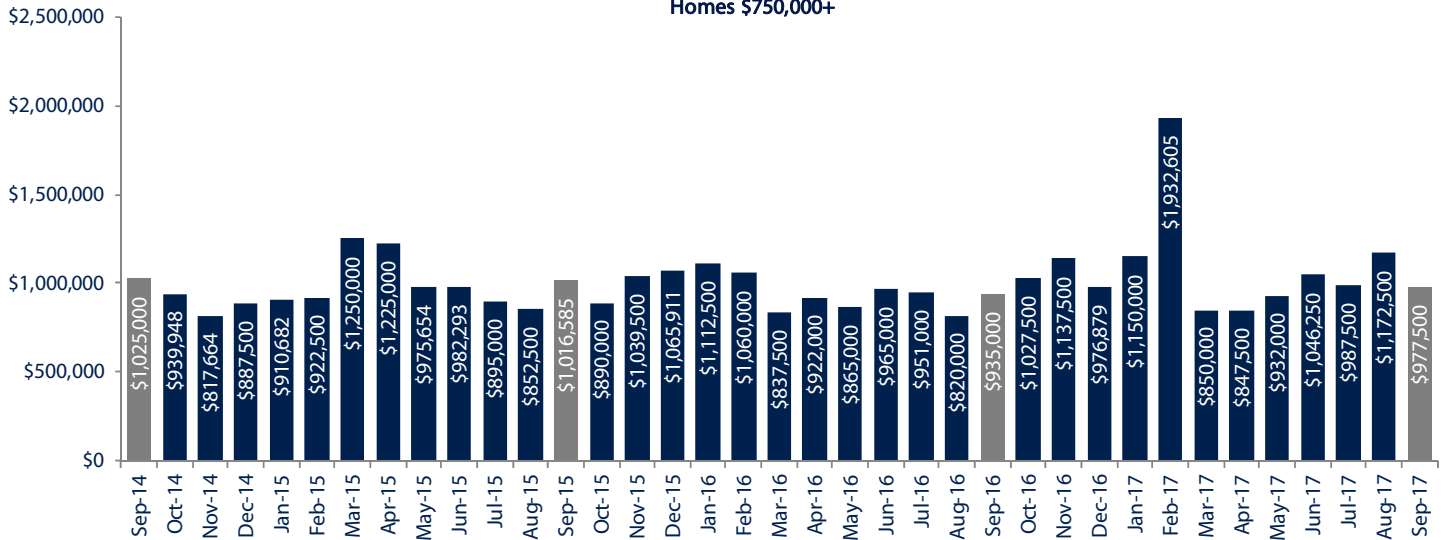
MEDIAN SALES PRICE

Versus Previous Years
Homes \$750,000+



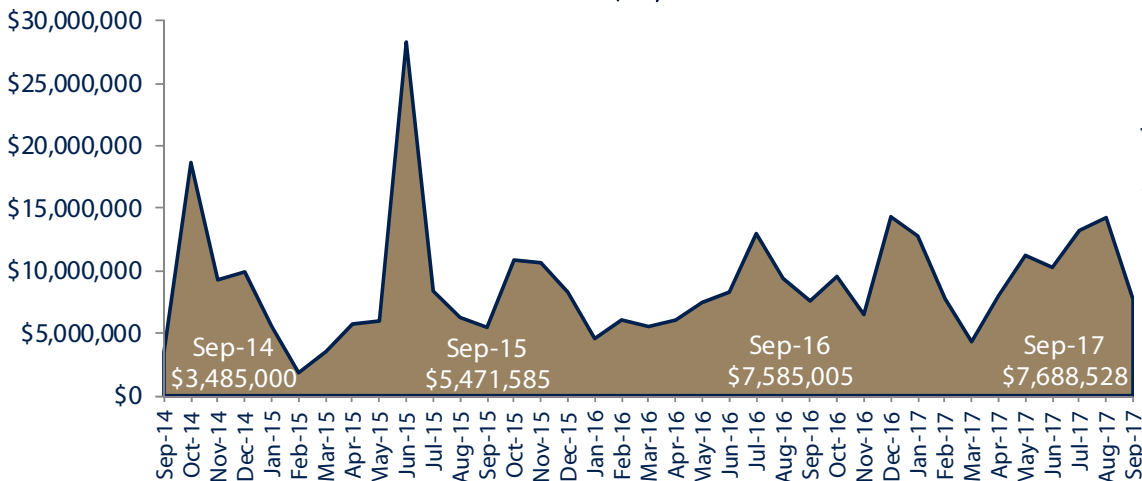
MEDIAN SALES PRICE

Homes \$750,000+



TOTAL DOLLAR VOLUME SOLD

Homes \$750,000+



Total volume sold this September was 1.4% higher than the same month one year ago.

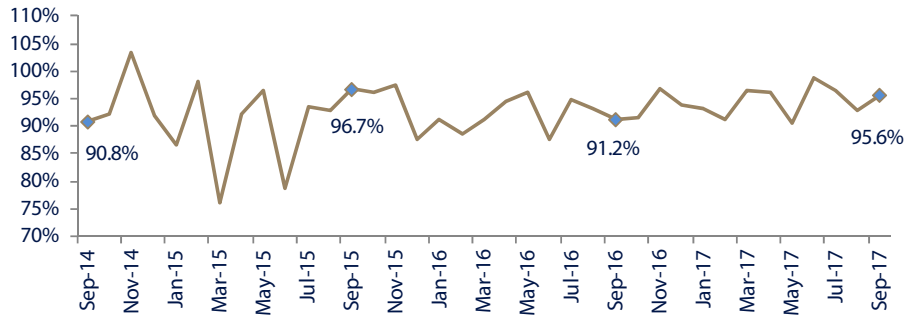
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In September, the average sale price for homes more than \$750,000 was 95.6% of the average list price, which is 4.4% higher than at this time last year.

This month, the average number of days on market was 25, lower than the average last year, which was 393. This decrease was impacted by the limited number of sales.

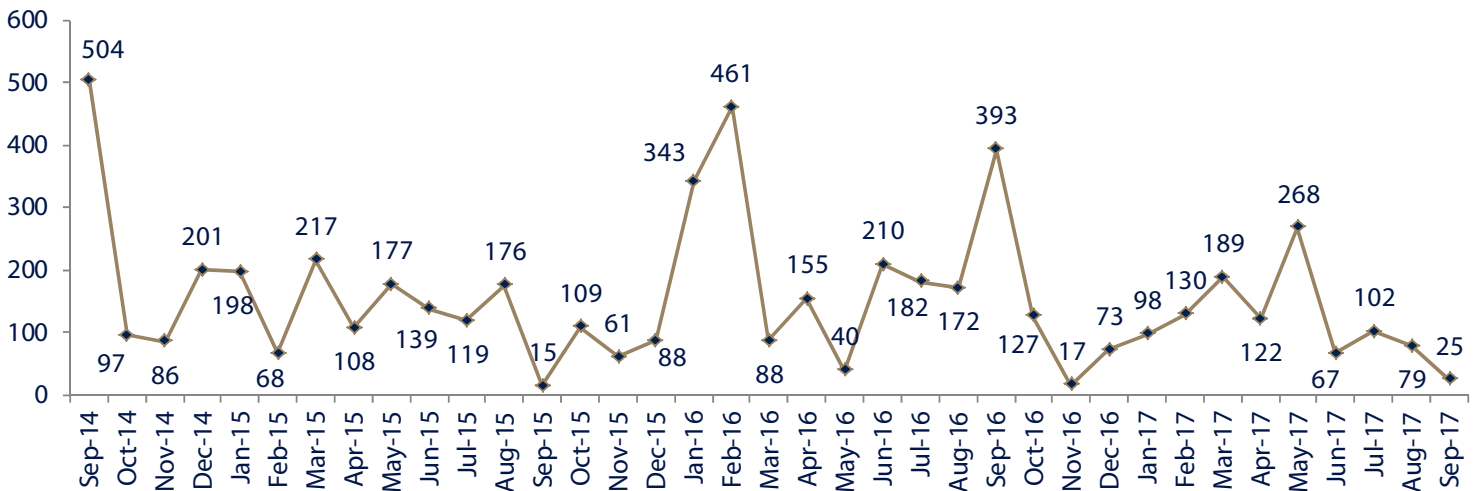
SALE PRICE AS % OF LIST PRICE

Homes \$750,000+



DAYS ON MARKET

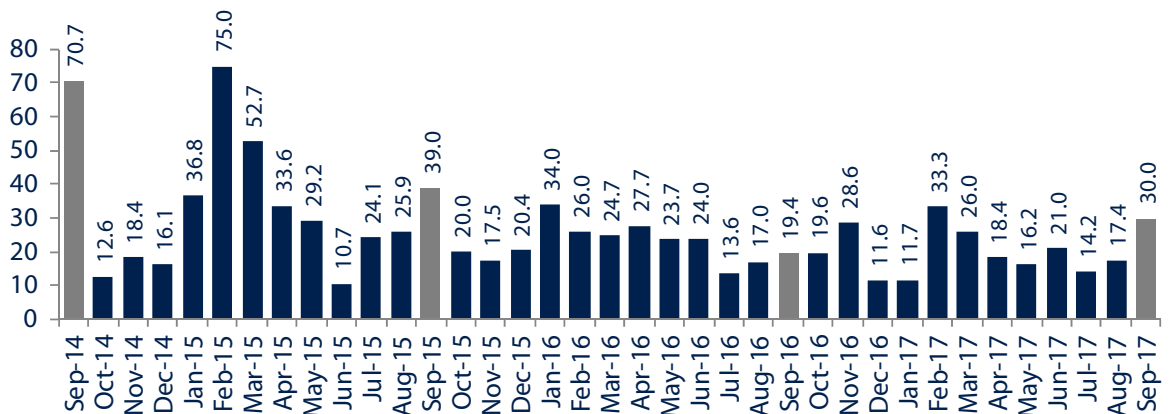
Homes \$750,000+



MONTHS OF SUPPLY

Homes \$750,000+

In September, there was 30.0 months of supply available, compared to 19.4 in September of 2016. That is an increase versus a year ago.



Wilmington, DE Area - September 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 September 1, 2014 through September 30, 2017.

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