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LuxInsight

Wilmington, DE

Area

Luxury Housing Market Update

September 2018



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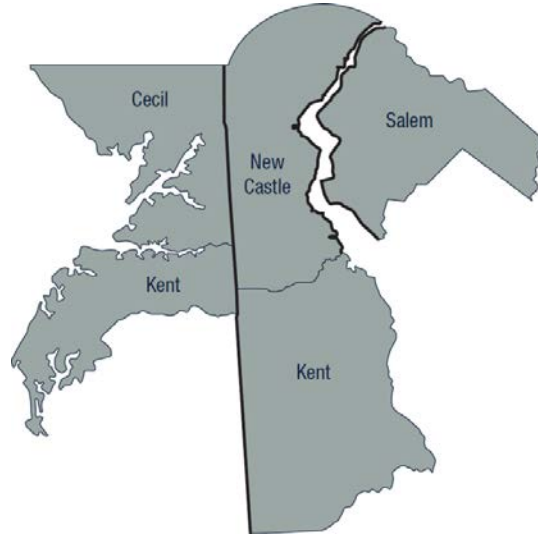
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Wilmington, DE Area - September 2018

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.

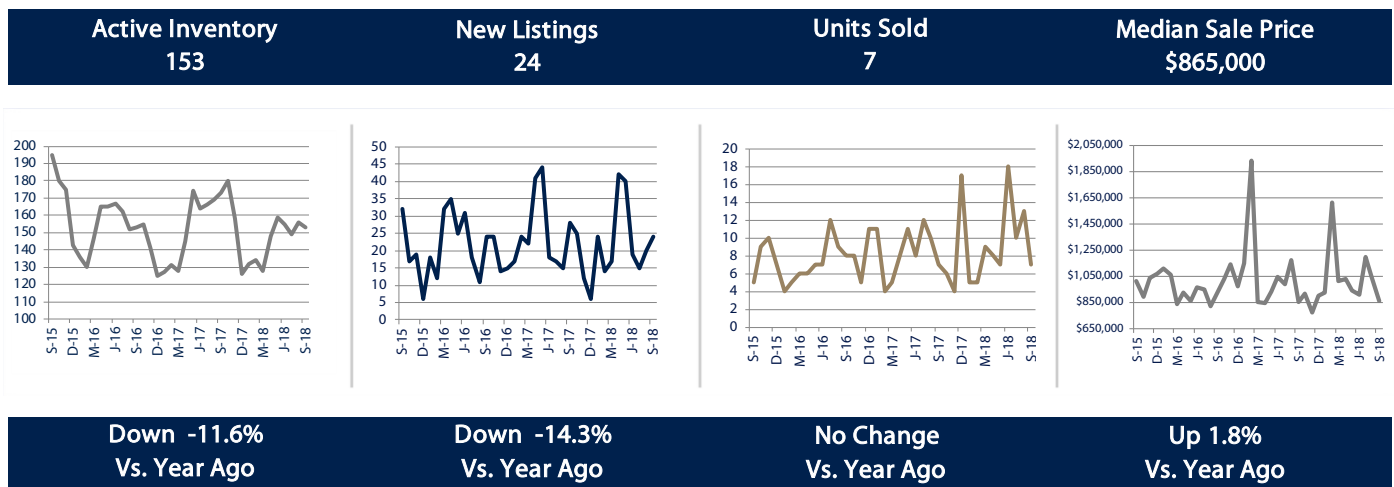
Published monthly, LuxInsight provides you with A broad overview of real estate trends in the high-end real estate market. From median sale prices and active inventory to the current housing Demand and available active listings, LuxInsight gives you access to essential statistics you need to know.

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+

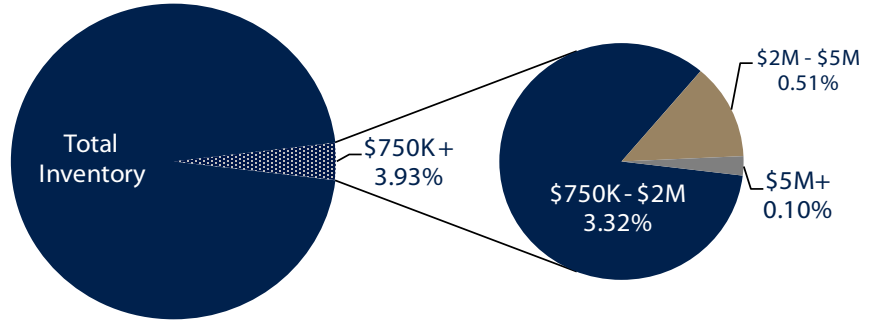


Wilmington, DE Area - September 2018

Compared to last September, the total number of homes more than \$750,000 available this month was lower by 11.6% and is similar to inventory available in September 2016.

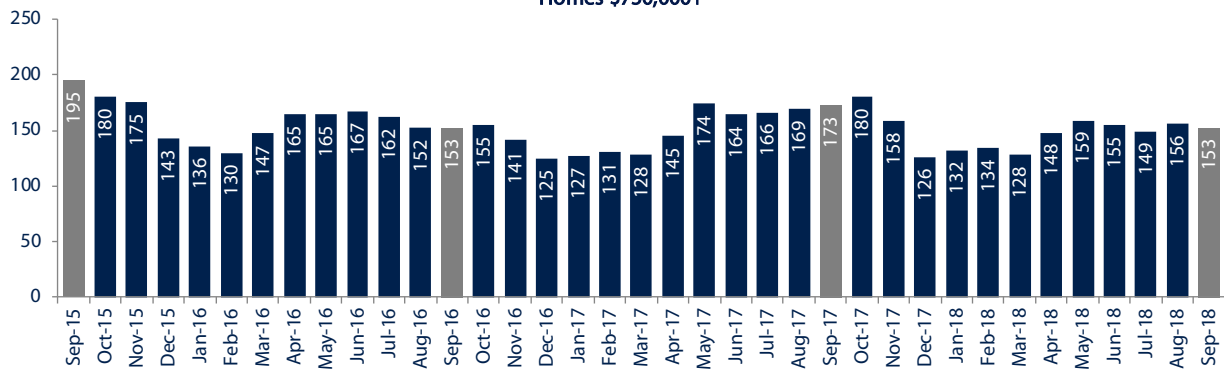
Active inventory this September was 1.9% lower than the previous month's supply of available inventory.

INVENTORY PRICE RANGES



ACTIVE INVENTORY

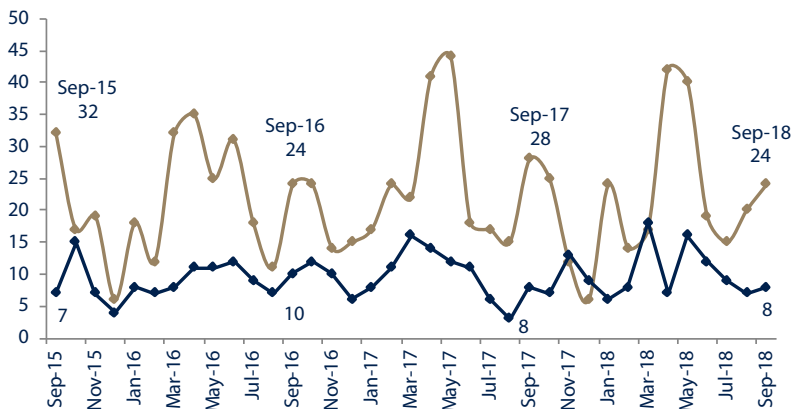
Homes \$750,000+



NEW LISTINGS & NEW CONTRACTS

Homes \$750,000+

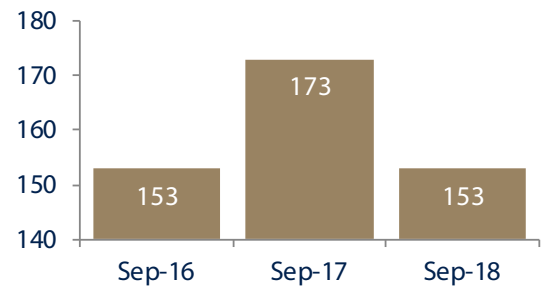
— New Listings — New Contracts



ACTIVE INVENTORY

Versus Previous Years

Homes \$750,000+

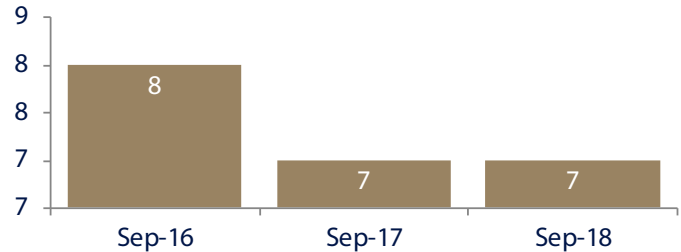


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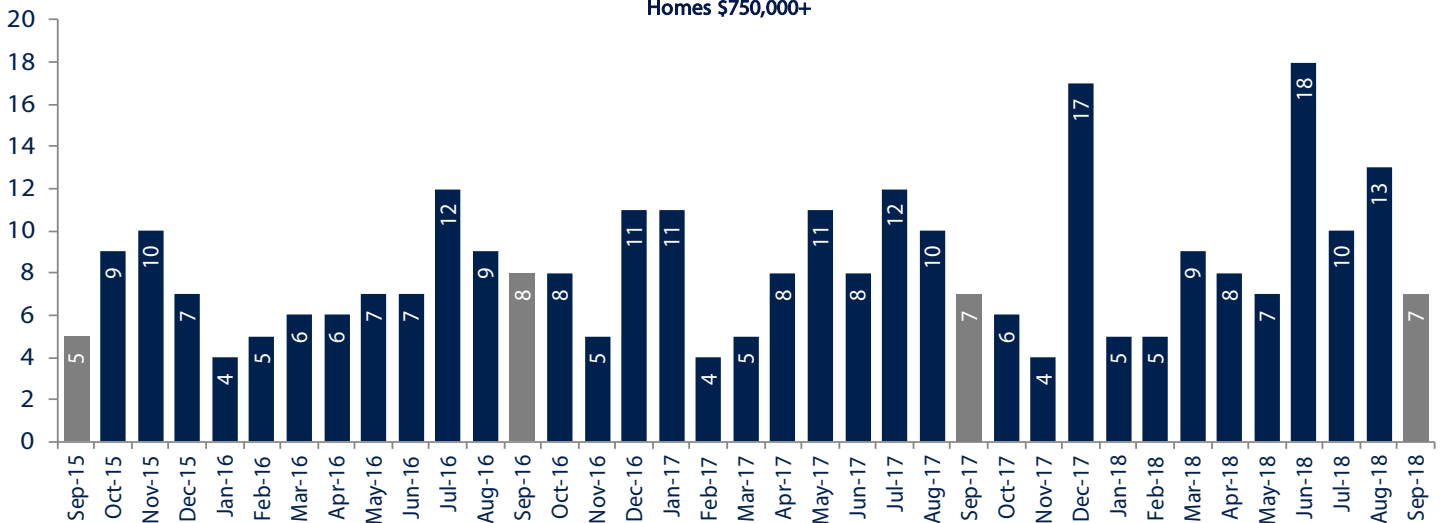
This month's total units sold for homes more than \$750,000 is similar compared to a year ago.

There was a decrease of 46.2% 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 28, 2018	Wilmington	19732	\$1,080,000	\$1,080,000	100.0%	87	✓	✓
September 28, 2018	Wilmington	19808	\$889,000	\$865,000	97.3%	22		✓
September 28, 2018	Greenville	19807	\$879,000	\$835,000	95.0%	61	✓	
September 24, 2018	Greenville	19807	\$800,000	\$777,500	97.2%	9		✓
September 27, 2018	Greenville	19807	\$995,000	\$776,184	78.0%	114	✓	
August 15, 2018	Centreville	19807	\$2,600,000	\$2,300,000	88.5%	38	✓	✓
August 23, 2018	Greenville	19807	\$2,415,000	\$2,131,000	88.2%	134		✓
August 17, 2018	Greenville	19807	\$1,369,000	\$1,382,200	101.0%	505	✓	
August 24, 2018	Chestertown	21620	\$1,149,000	\$1,050,000	91.4%	93	✓	
August 15, 2018	Centreville	19807	\$979,900	\$955,000	97.5%	43		✓

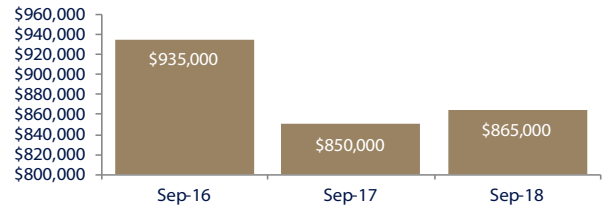
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In September, the median sales price for homes more than \$750,000 was \$865,000, an increase of 1.8% compared to last year.

The current median sales price was lower by 16.8% than in August.

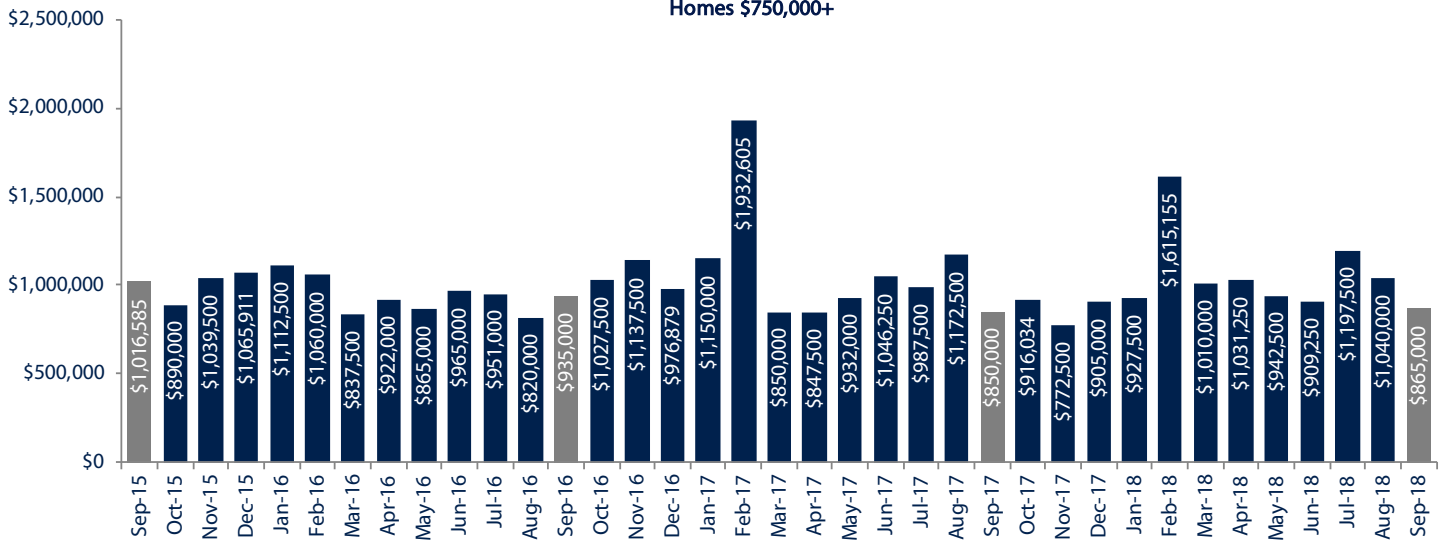
MEDIAN SALES PRICE

Versus Previous Years
Homes \$750,000+



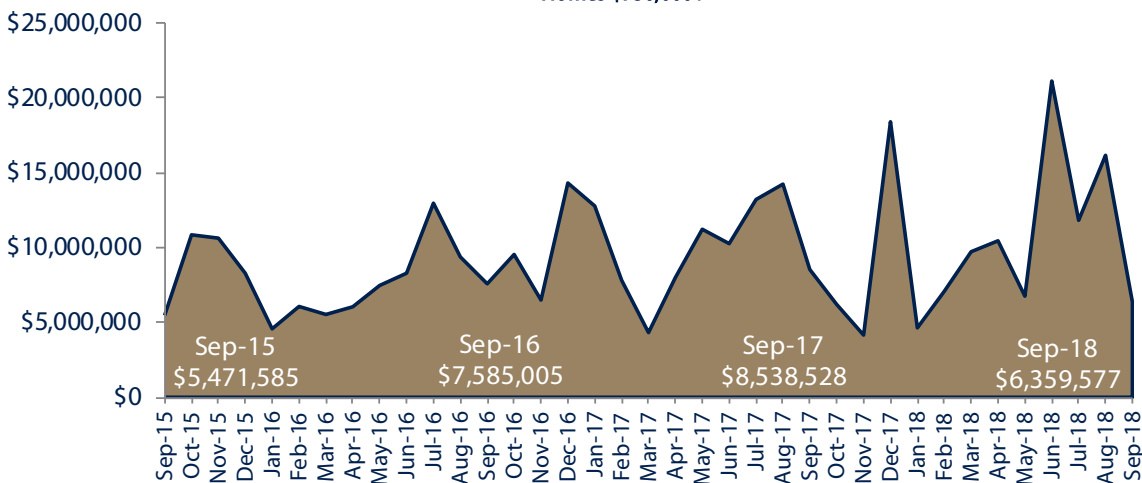
MEDIAN SALES PRICE

Homes \$750,000+



TOTAL DOLLAR VOLUME SOLD

Homes \$750,000+



Total volume sold this September was 25.5% lower than the same month one year ago.

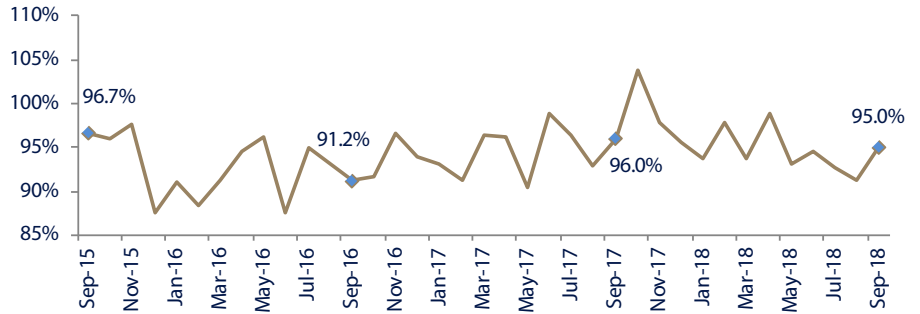
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In September, the average sale price for homes more than \$750,000 was 95.0% of the average list price, which is 1.0% lower than at this time last year.

This month, the average number of days on market was 50, higher than the average last year, which was 22. This increase was impacted by the limited number of sales.

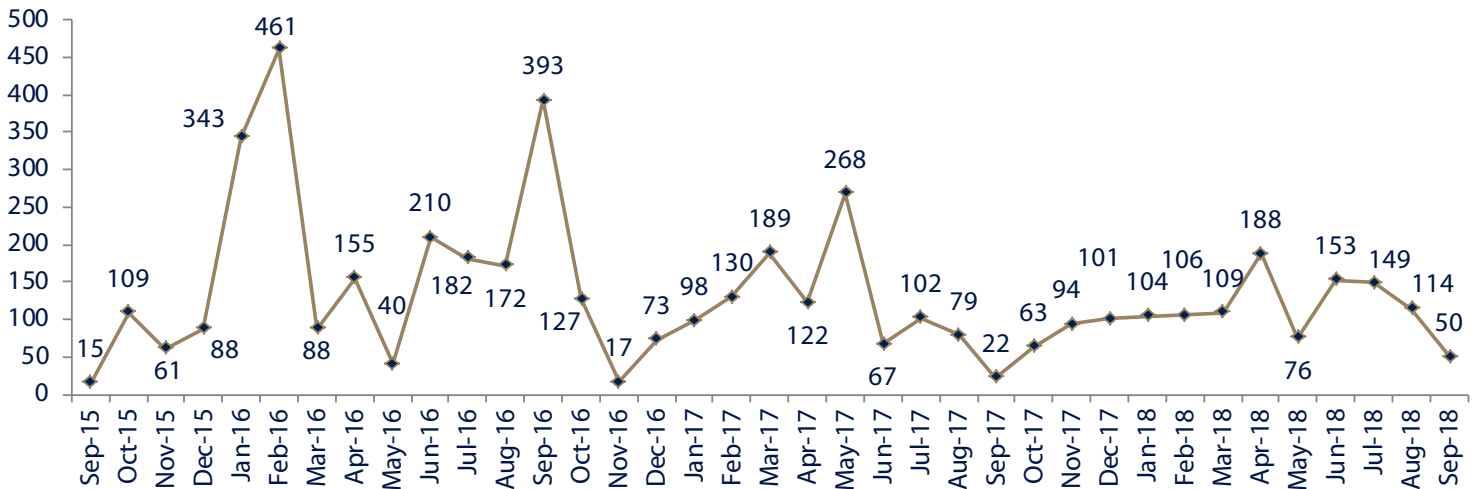
SALE PRICE AS % OF LIST PRICE

Homes \$750,000+



DAYS ON MARKET

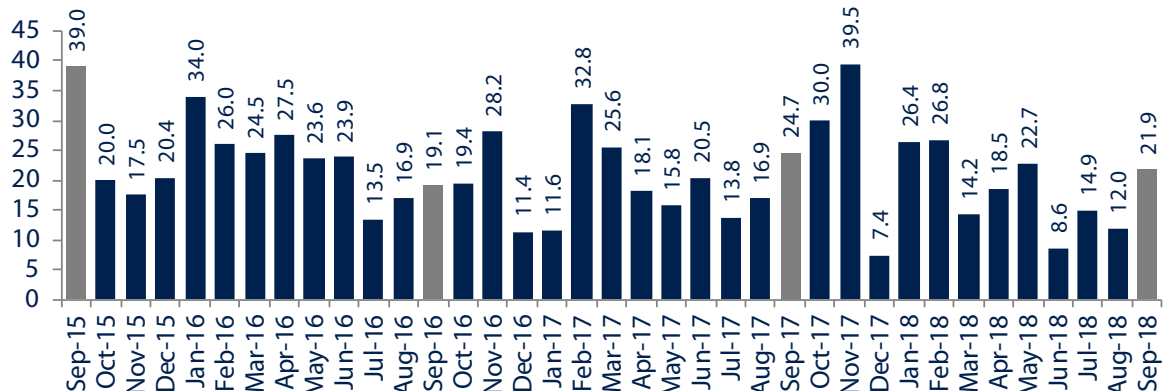
Homes \$750,000+



MONTHS OF SUPPLY

Homes \$750,000+

In September, there were 21.9 months of supply available, compared to 24.7 in September of 2017. That is a decrease of 11.3% versus a year ago.



Wilmington, DE Area - September 2018

References & Definitions

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

Based on data supplied by Bright MLS 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, 2015 through September 30, 2018.

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