



**LONG & FOSTER**  
REAL ESTATE  
LUXURY HOMES  
**CHRISTIE'S**  
INTERNATIONAL REAL ESTATE

THE WORLD'S MOST DESIRED HOMES —  
BROUGHT TO YOU BY LONG & FOSTER AND CHRISTIE'S.



## Wilmington, DE Area - May 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.

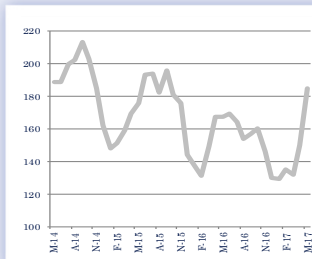
If you're in the market to buy or sell an extraordinary home, work with the real estate professionals who know the market best: Long & Foster!



### At A Glance

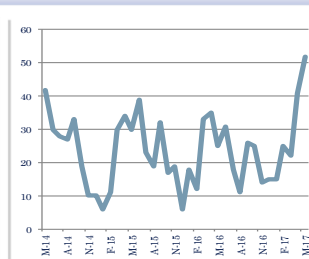
Homes \$750,000+

**Active Inventory**  
185



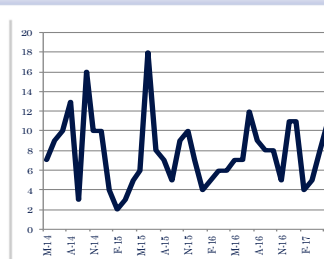
**Up 10.8%**  
Vs. Year Ago

**New Listings**  
52



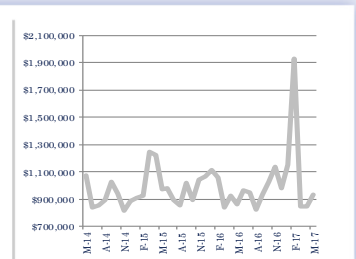
**Up 108.0%**  
Vs. Year Ago

**Units Sold**  
11



**Up 57.1%**  
Vs. Year Ago

**Median Sale Price**  
\$932,000



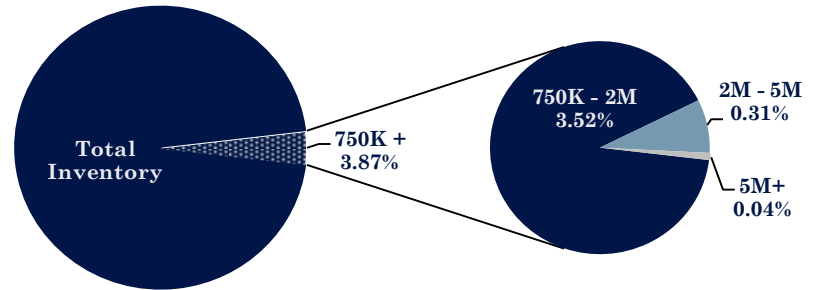
**Up 7.7%**  
Vs. Year Ago

## Wilmington, DE Area - May 2017

### Inventory Price Ranges

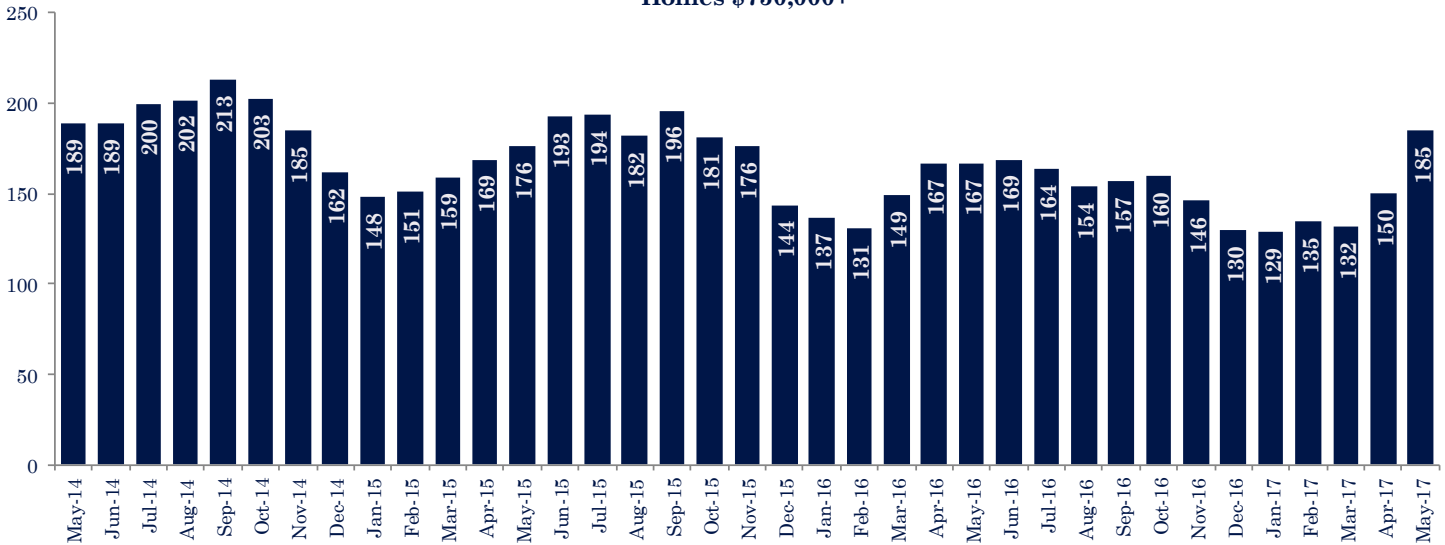
Compared to last May, the total number of homes more than \$750,000 available this month was higher by 10.8% and higher by 5.1% compared to May 2015.

Active inventory this May was 23.3% higher than the previous month's supply of available inventory.



### Active Inventory

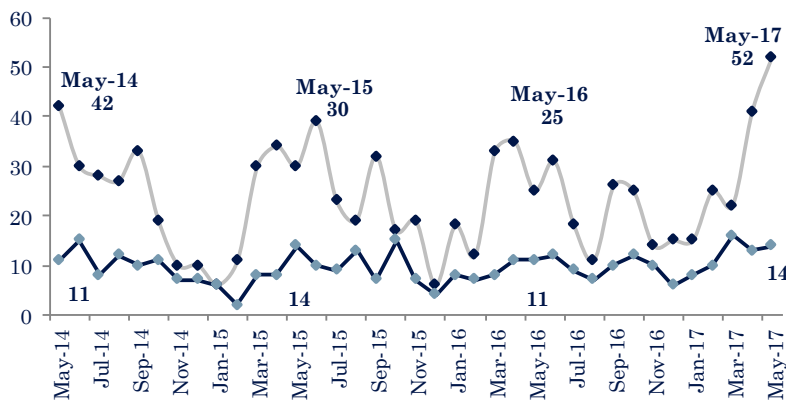
Homes \$750,000+



### New Listings & New Contracts

Homes \$750,000+

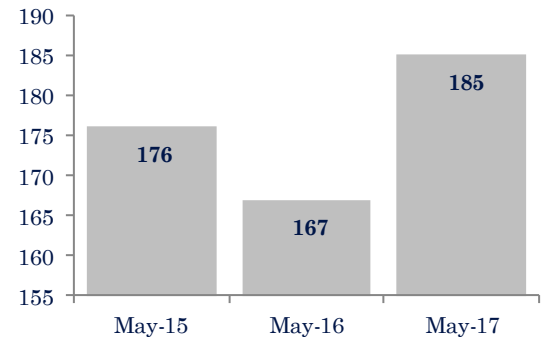
◆ New Listings    ◆ New Contracts



### Active Inventory

Versus Previous Years

Homes \$750,000+

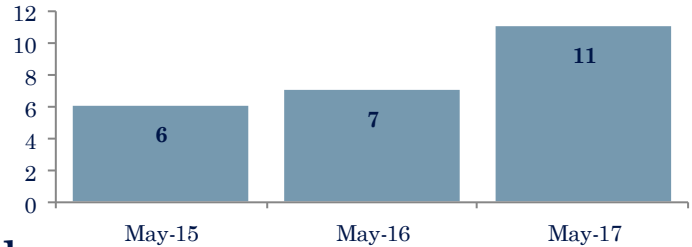


## Wilmington, DE Area - May 2017

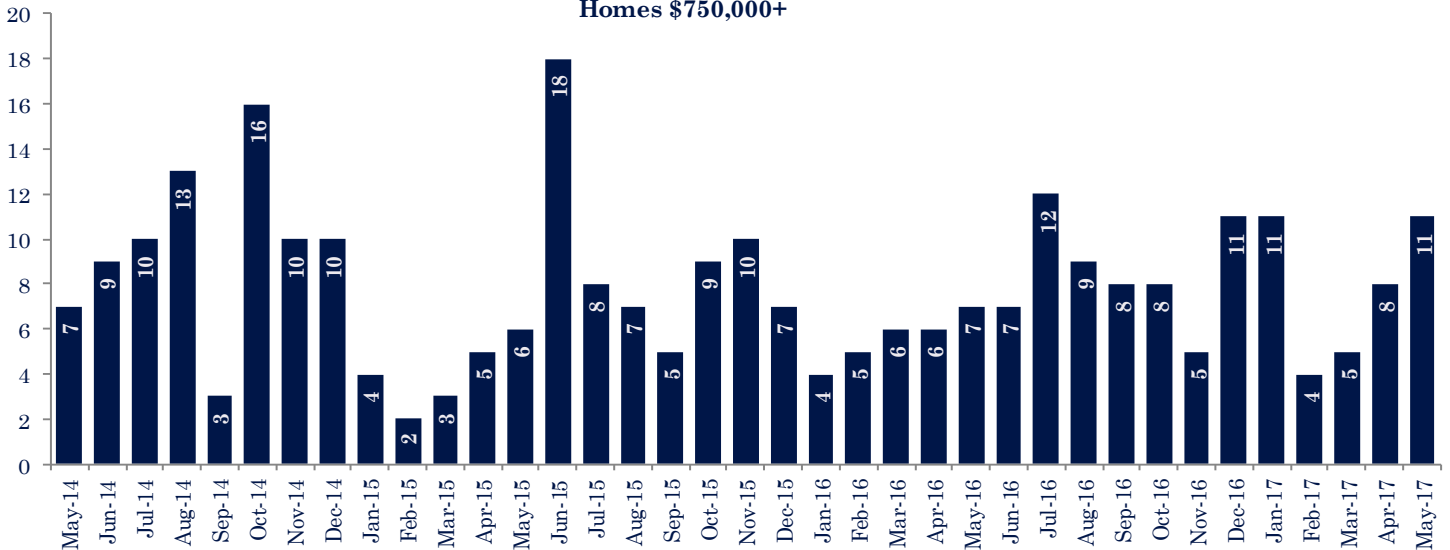
This month's units sold for homes more than \$750,000 was higher than at this time last year, an increase of 57.1% versus last May and an increase of 83.3% versus May of 2015.

There was an increase of 37.5% in luxury units sold in May compared to April of this year.

**Units Sold**  
Versus Previous Years  
Homes \$750,000+



**Units Sold**  
Homes \$750,000+



### Recent Selected Luxury Sales

Homes \$750,000+

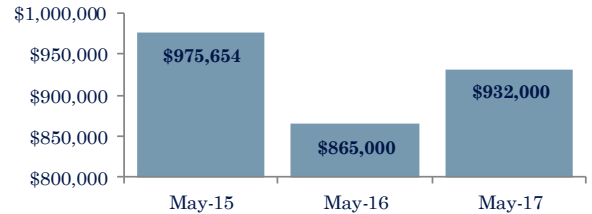
Sold Date	City	Zip Code	Final List Price	Final Sale Price	Sale Price as % of List Price	DOM	Long & Foster Represented	
							Buyer	Seller
May 31, 2017	Greenville	19807	\$1,695,000	\$1,385,000	81.7%	328		✓
May 15, 2017	Wilmington	19807	\$1,195,000	\$1,110,000	92.9%	154		✓
May 5, 2017	Wilmington	19807	\$995,000	\$950,000	95.5%	3		✓
May 31, 2017	Wilmington	19806	\$999,900	\$910,000	91.0%	27		✓
May 19, 2017	Wilmington	19807	\$839,900	\$815,000	97.0%	42	✓	✓
April 14, 2017	Wilmington	19807	\$875,000	\$840,000	96.0%	271		✓
March 27, 2017	Hockessin	19707	\$785,000	\$785,000	100.0%	85		✓
March 17, 2017	Wilmington	19806	\$789,000	\$775,000	98.2%	10	✓	✓
February 3, 2017	Wilmington	19807	\$2,195,000	\$1,825,000	83.1%	518	✓	✓
January 24, 2017	Greenville	19807	\$1,950,000	\$1,890,000	96.9%	81	✓	✓

## Wilmington, DE Area - May 2017

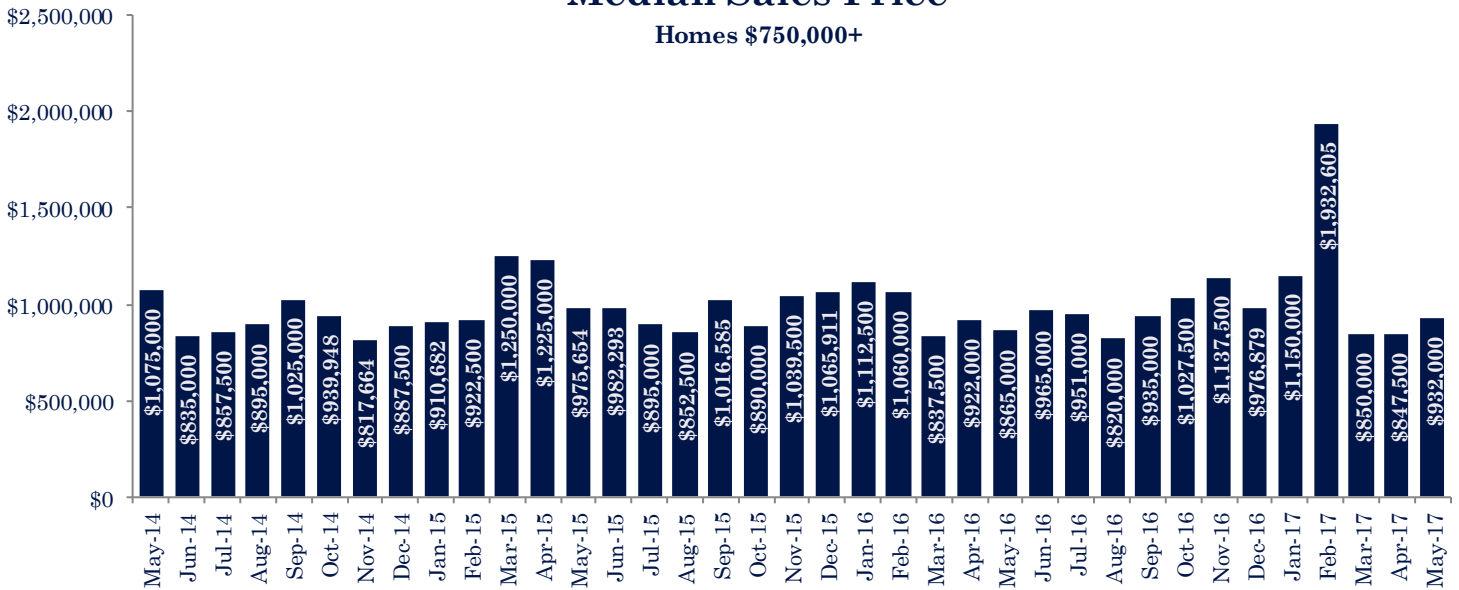
In May, the median sales price for homes more than \$750,000 was \$932,000, an increase of 7.7% compared to last year.

The current median sales price was higher by 10.0% than in April.

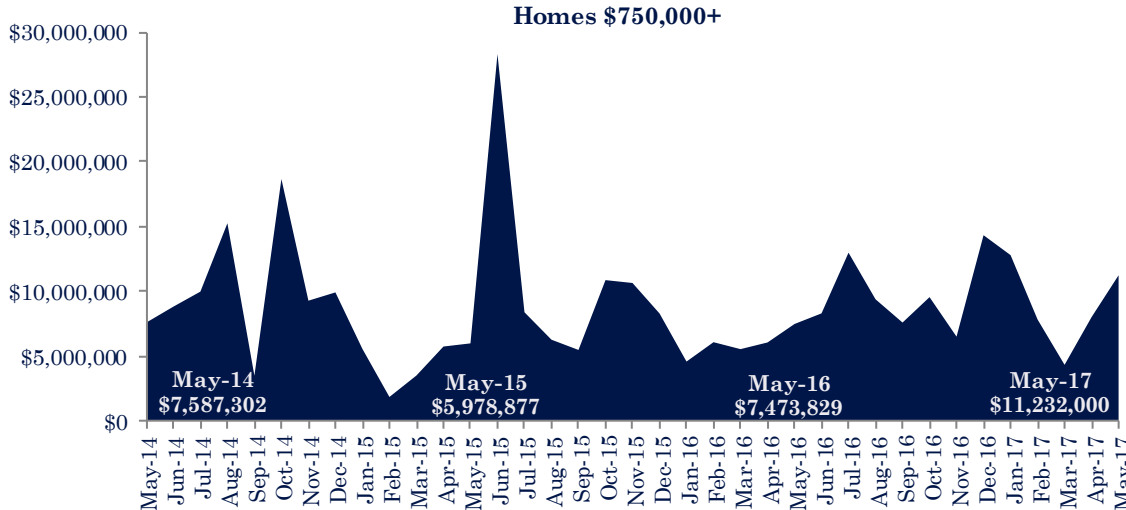
### Median Sales Price Versus Previous Years Homes \$750,000+



### Median Sales Price Homes \$750,000+



### Total Dollar Volume Sold Homes \$750,000+



Total Volume sold this May was 50.3% higher than the same month one year ago.

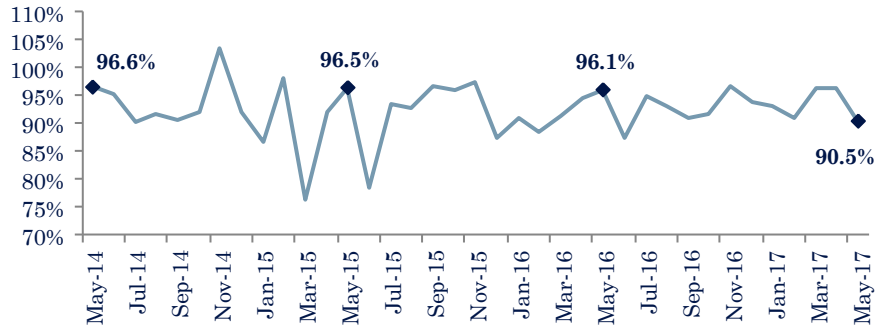
## Wilmington, DE Area - May 2017

In May, the average sale price for homes more than \$750,000 was 90.5% of the average list price, which is 5.6% lower than at this time last year.

This month, the average number of days on market was 268, higher than the average last year, which was 40.

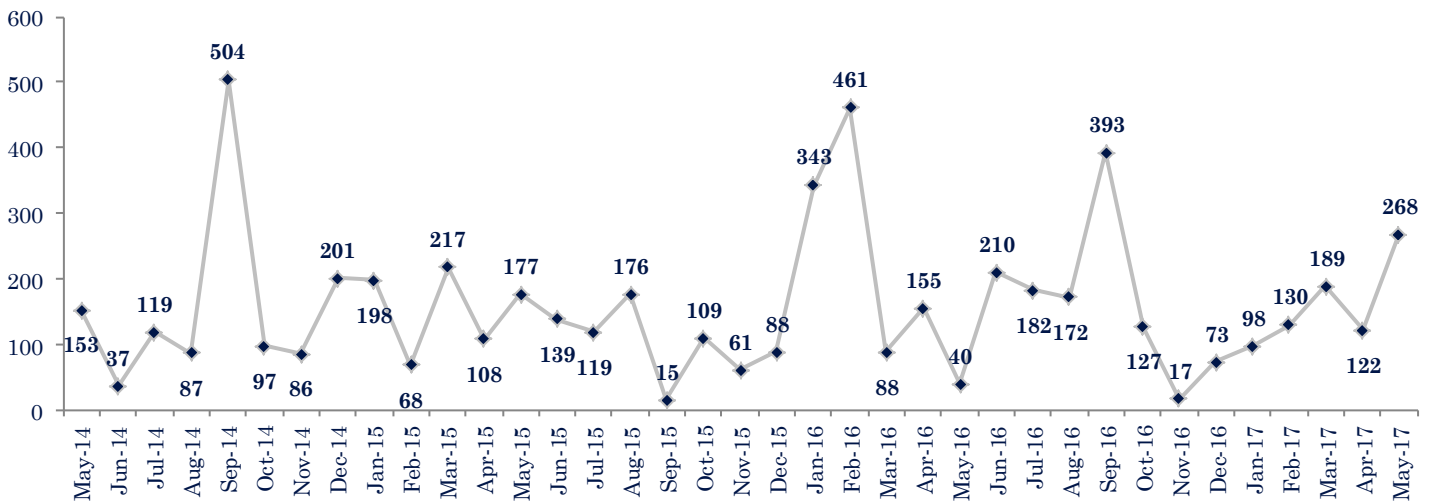
### Sale Price as % of List Price

Homes \$750,000+



### Days on Market

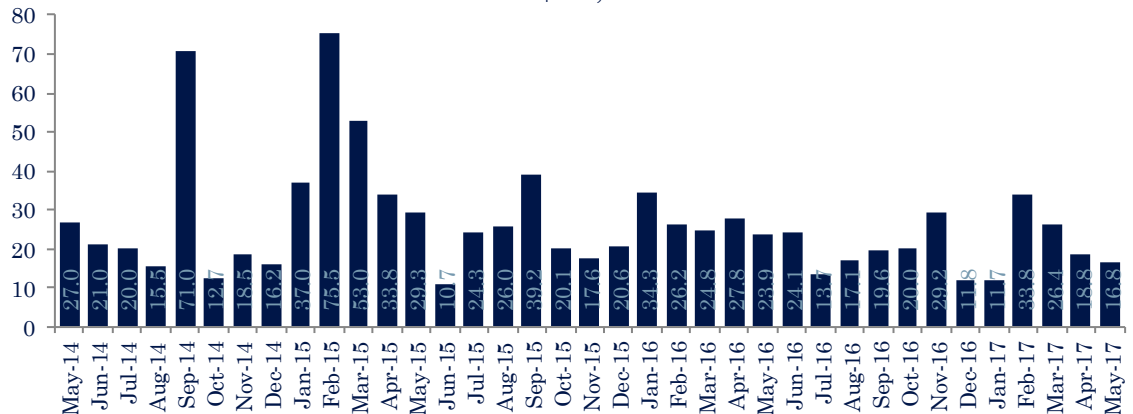
Homes \$750,000+



### Months of Supply

Homes \$750,000+

In May, there were 16.8 months of supply available, compared to 23.9 in May of 2016. That is a decrease of 29.7% versus a year ago.



# Wilmington, DE Area - May 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 all regions are May 1, 2014 through May 31, 2017.

## Contacts & Disclaimers

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"# 1 Seller of Luxury Home in Mid-Atlantic" based on data provided by local area Multiple Listing Services and their member Associations of REALTORS®. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Analysis dates are May 1, 2014 through May 31, 2017".

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