

January 2024

LONG & FOSTER<sup>®</sup>  
REAL ESTATE

# Market Conditions Report

Your Quick reference to the residential real estate markets in the **Mid-Atlantic** and **Northeast Regions**



WASHINGTON, D.C.



BALTIMORE, MD



RICHMOND, VA



PHILADELPHIA, PA



CHARLOTTESVILLE, VA



THE TRIANGLE, NC



HAMPTON ROADS, VA



RONOAKE, VA



EASTERN SHORE MD/DE



WILMINGTON, DE

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# Long & Foster Market Conditions Report

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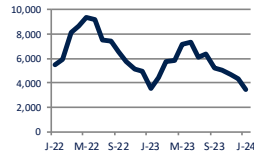
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# Long & Foster Market Conditions Report

## Market Highlights 'At A Glance' - January 2024

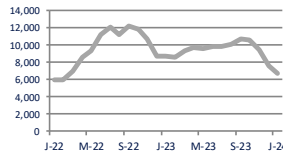
### Washington D.C. Metropolitan Area

**Units Sold**  
3,426



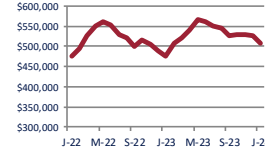
Down -3%  
Vs. Year Ago

**Active Inventory**  
6,739



Down -23%  
Vs. Year Ago

**Median Sale Price**  
\$508,665



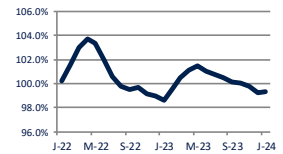
Up 7%  
Vs. Year Ago

**New Listings**  
5,155



Down -20%  
Vs. Year Ago

**Sold vs. List Price**  
99.3%



Up 0.7%  
Vs. Year Ago

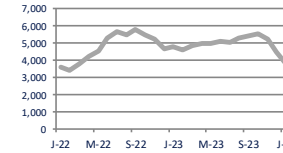
### Baltimore Metropolitan Area

**Units Sold**  
1,769



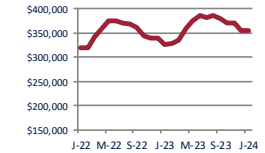
Down -2%  
Vs. Year Ago

**Active Inventory**  
3,786



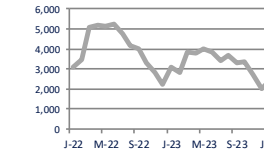
Down -20%  
Vs. Year Ago

**Median Sale Price**  
\$355,000



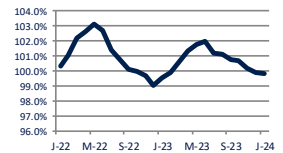
Up 9%  
Vs. Year Ago

**New Listings**  
2,403



Down -22%  
Vs. Year Ago

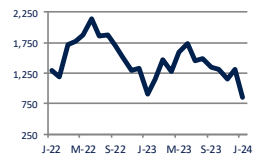
**Sold vs. List Price**  
99.8%



Up 0.3%  
Vs. Year Ago

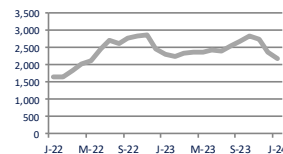
### Richmond Metropolitan Area

**Units Sold**  
857



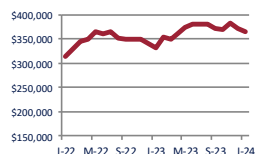
Down -6%  
Vs. Year Ago

**Active Inventory**  
2,166



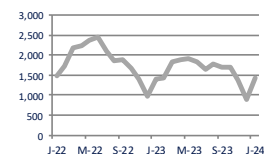
Down -5%  
Vs. Year Ago

**Median Sale Price**  
\$365,535



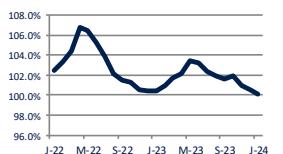
Up 10%  
Vs. Year Ago

**New Listings**  
1,417



Up 2%  
Vs. Year Ago

**Sold vs. List Price**  
100.1%



Down -0.3%  
Vs. Year Ago

# Long & Foster Market Conditions Report

## Market Highlights 'At A Glance' - January 2024

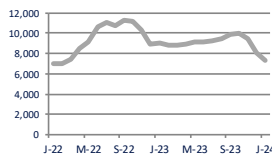
### Philadelphia Metropolitan Area

**Units Sold**  
2,993



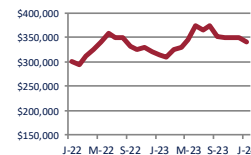
**Down -6%**  
Vs. Year Ago

**Active Inventory**  
7,339



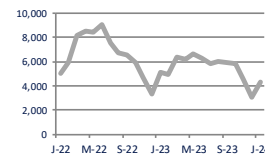
**Down -18%**  
Vs. Year Ago

**Median Sale Price**  
\$340,000



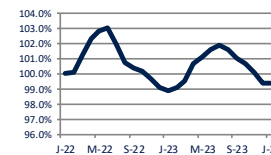
**Up 8%**  
Vs. Year Ago

**New Listings**  
4,274



**Down -16%**  
Vs. Year Ago

**Sold vs. List Price**  
99.4%



**Up 0.5%**  
Vs. Year Ago

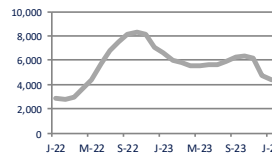
### The Triangle, NC Area

**Units Sold**  
1,648



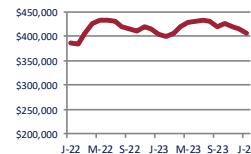
**Down -6%**  
Vs. Year Ago

**Active Inventory**  
4,369



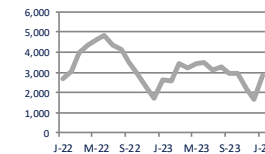
**Down -34%**  
Vs. Year Ago

**Median Sale Price**  
\$405,000



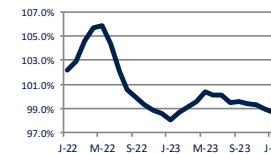
**No Change**  
Vs. Year Ago

**New Listings**  
2,844



**Up 9%**  
Vs. Year Ago

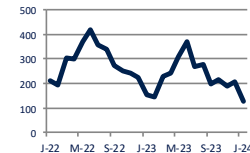
**Sold vs. List Price**  
98.7%



**Up 0.6%**  
Vs. Year Ago

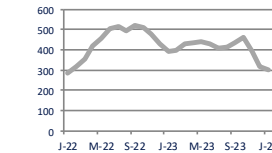
### Charlottesville Area

**Units Sold**  
129



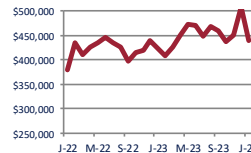
**Down -15%**  
Vs. Year Ago

**Active Inventory**  
302



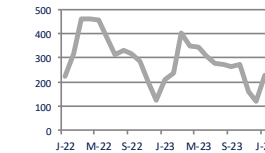
**Down -23%**  
Vs. Year Ago

**Median Sale Price**  
\$440,000



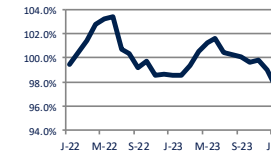
**Up 4%**  
Vs. Year Ago

**New Listings**  
230



**Up 8%**  
Vs. Year Ago

**Sold vs. List Price**  
97.6%

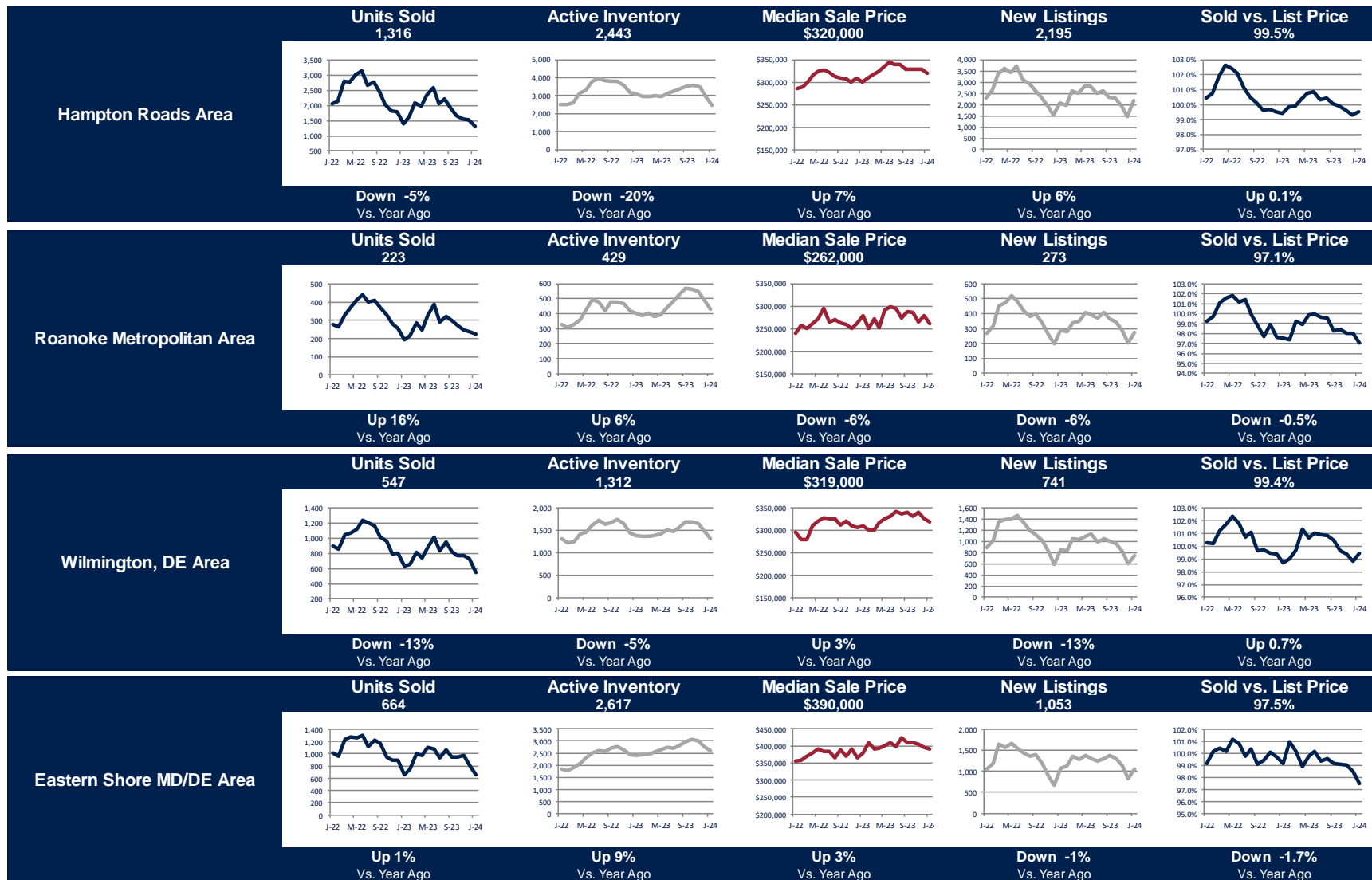


**Down -1.0%**  
Vs. Year Ago



# Long & Foster Market Conditions Report

## Market Highlights 'At A Glance' - January 2024



# Market Conditions Report

Washington D.C. Metropolitan Area

January 2024

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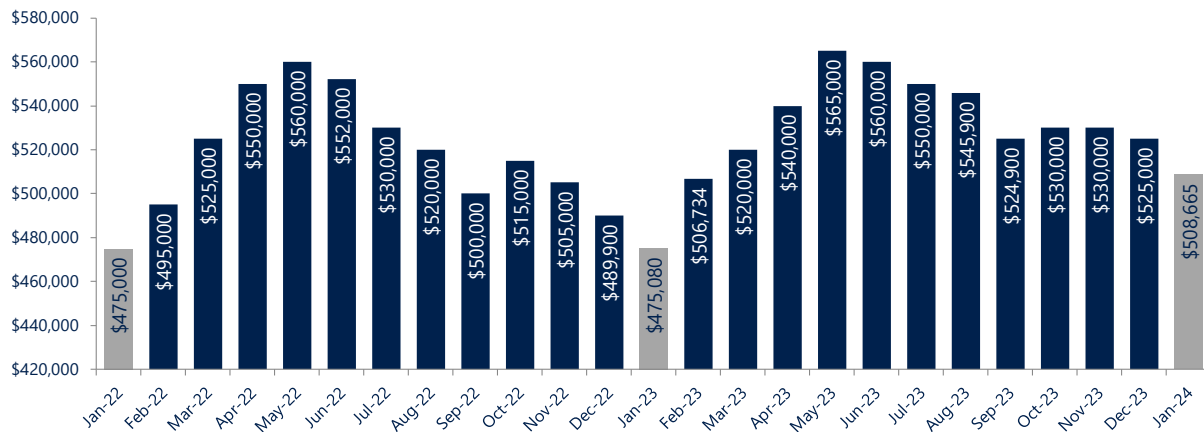
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# Long & Foster Market Conditions Report

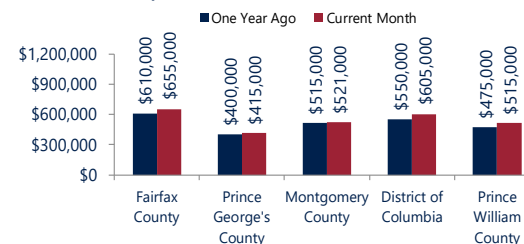
## Washington D.C. Metropolitan Area - January 2024

### Median Sales Price



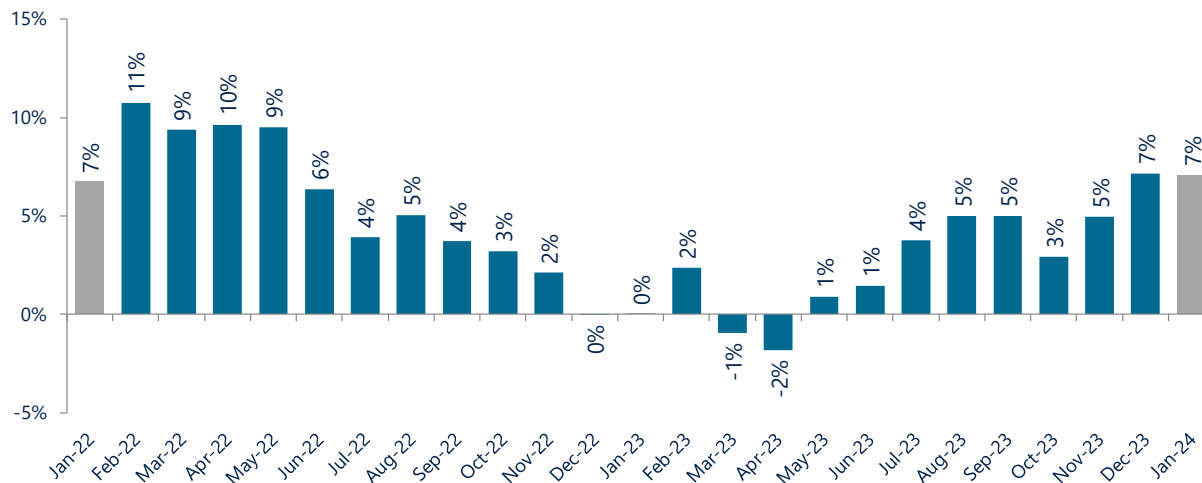
### Median Sale Price

Of Top Five Counties/Cities Based on Total Units Sold



### Median Sale Price

Percent Change Year/Year



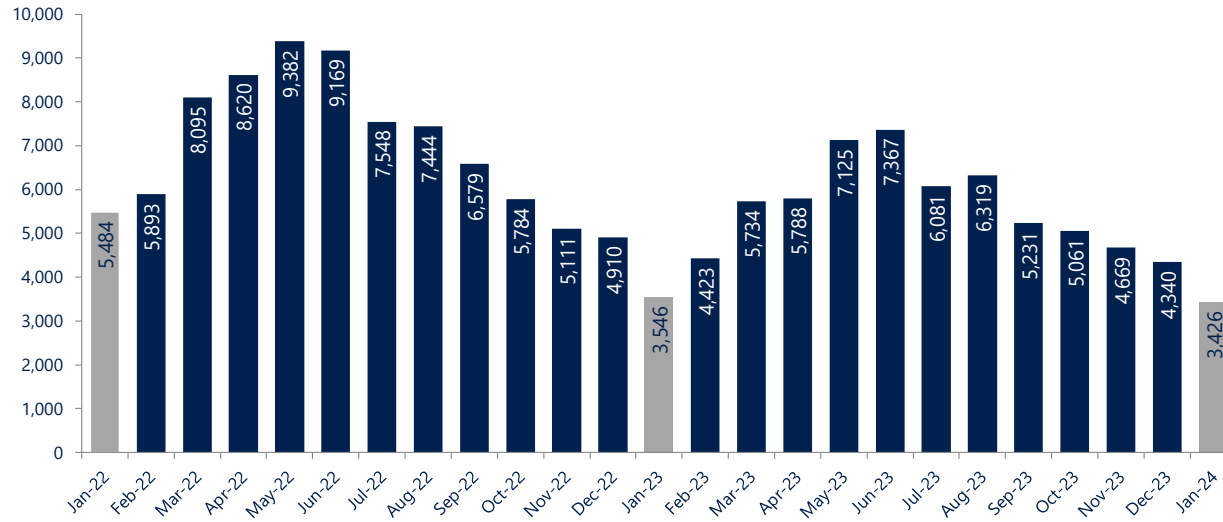
### Highlights

- This January, the median sale price was \$508,665, an increase of 7% compared to last year.
- The current median sale price was 3% lower than in December.

# Long & Foster Market Conditions Report

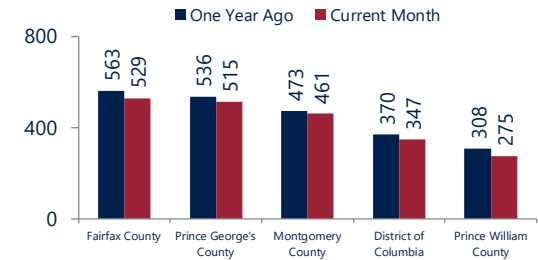
## Washington D.C. Metropolitan Area - January 2024

### Total Units Sold



### Total Units Sold

Of Top Five Counties/Cities Based on Total Units Sold

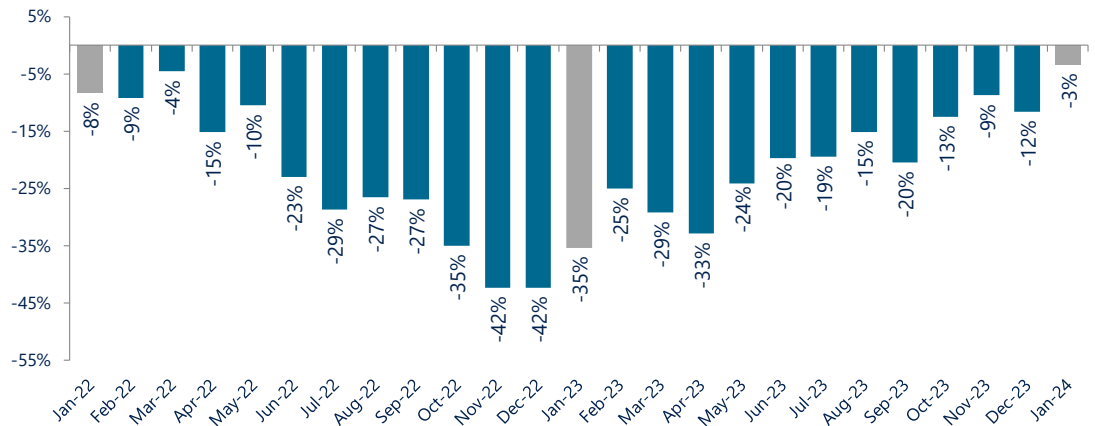


### Highlights

- This month's total units sold was lower than at this time last year, a decrease of 3% versus January 2023.
- There was a decrease of 21% in total units sold in January compared to December.

### Total Units Sold

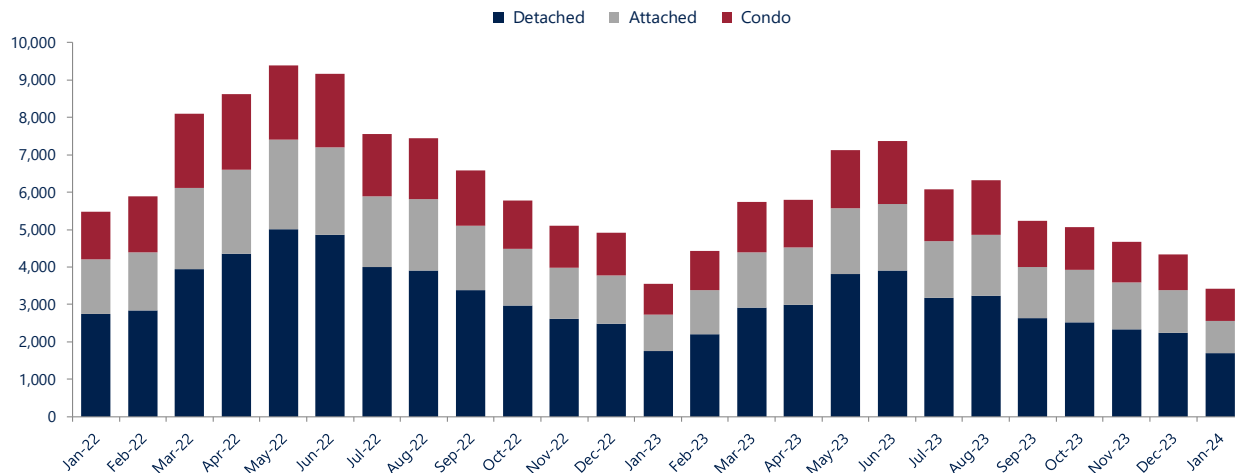
Percent Change Year/Year



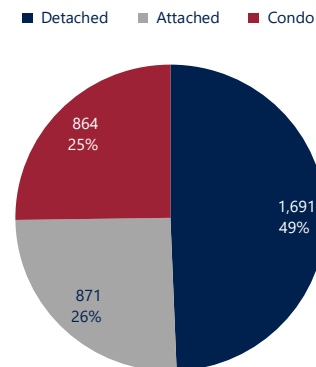
# Long & Foster Market Conditions Report

## Washington D.C. Metropolitan Area - January 2024

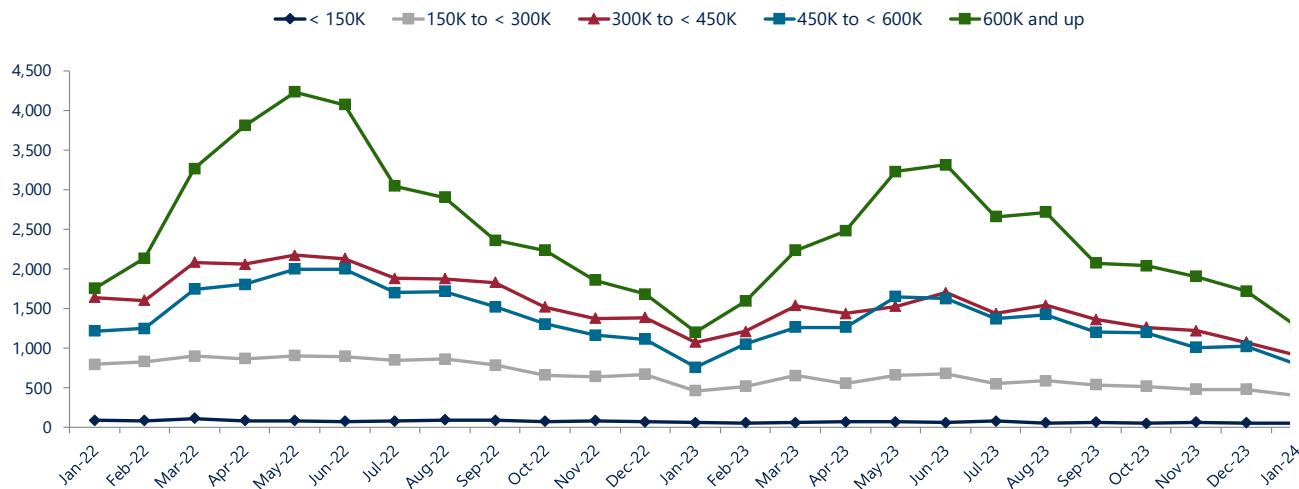
**Total Units Sold by Type**



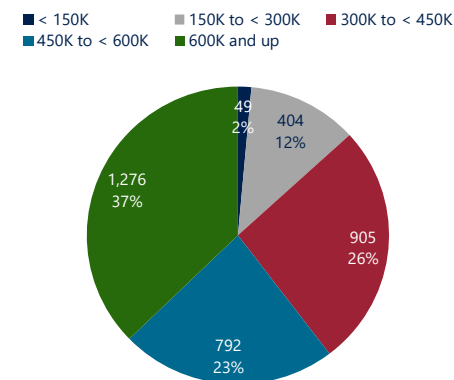
**Total Units Sold by Type**  
Current Month



**Total Units Sold by Price Range**



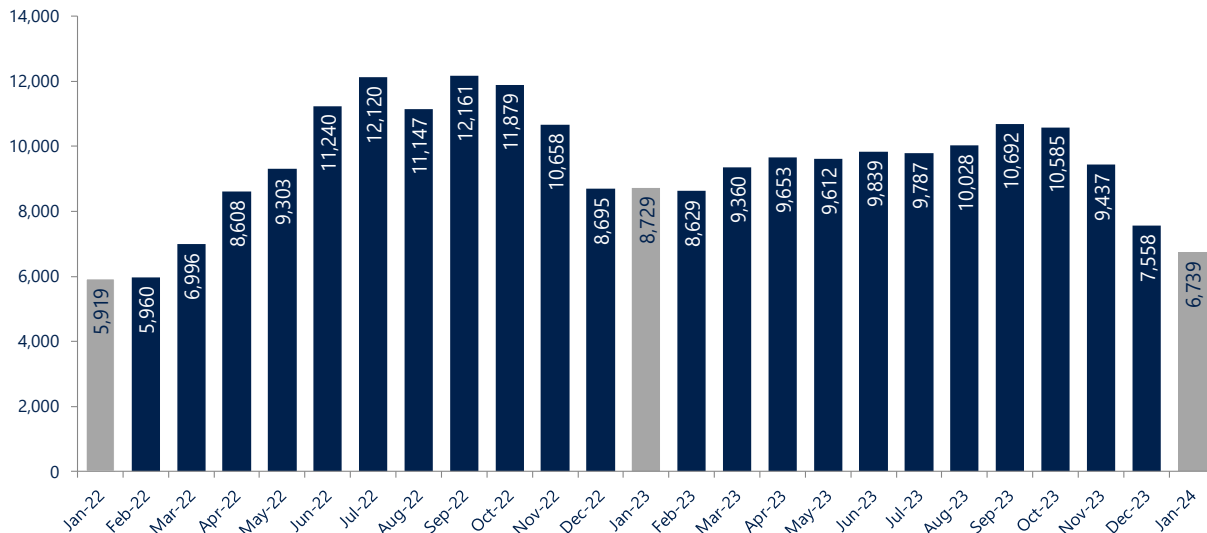
**Total Units Sold by Price Range**  
Current Month



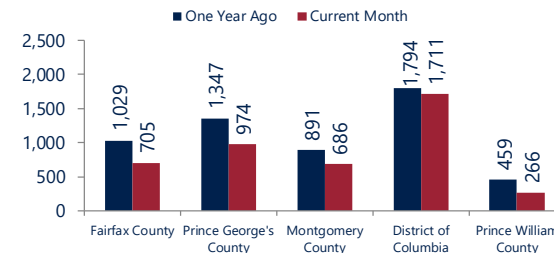
# Long & Foster Market Conditions Report

## Washington D.C. Metropolitan Area - January 2024

### Total Active Inventory



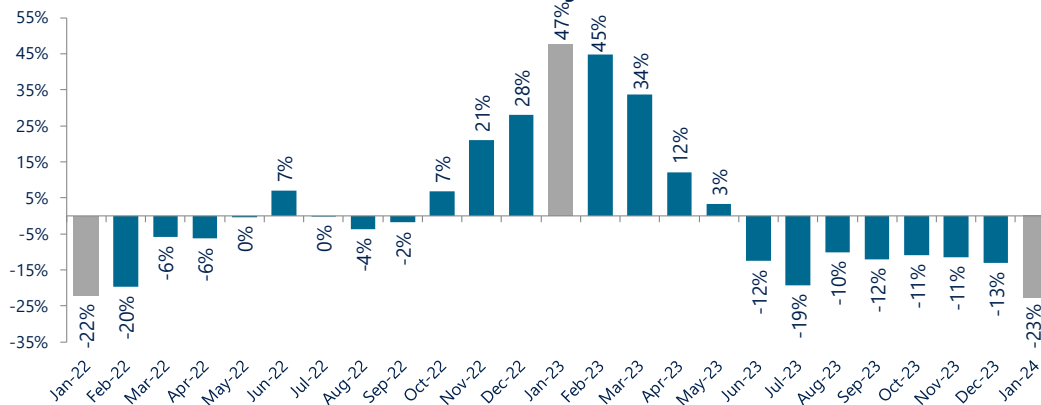
### Total Active Inventory Of Top Five Counties/Cities Based on Total Units Sold



### Highlights

- January's total active inventory of 6,739 units was 11% lower than the previous month's supply of inventory.
- Versus last January, the total number of homes available was lower by 1,990 units or 23%.

### Total Active Inventory Percent Change Year/Year

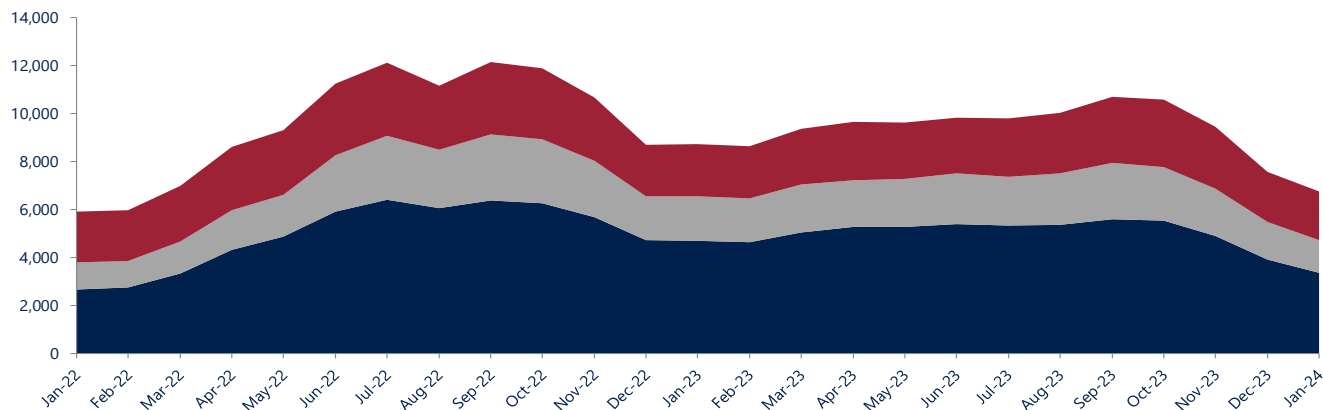


# Long & Foster Market Conditions Report

## Washington D.C. Metropolitan Area - January 2024

**Total Active Inventory by Type**

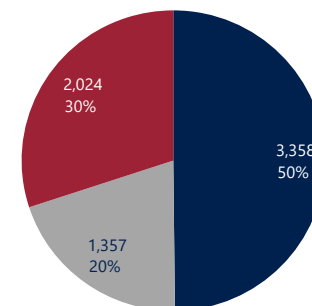
■ Detached ■ Attached ■ Condo



**Total Active Inventory by Type**

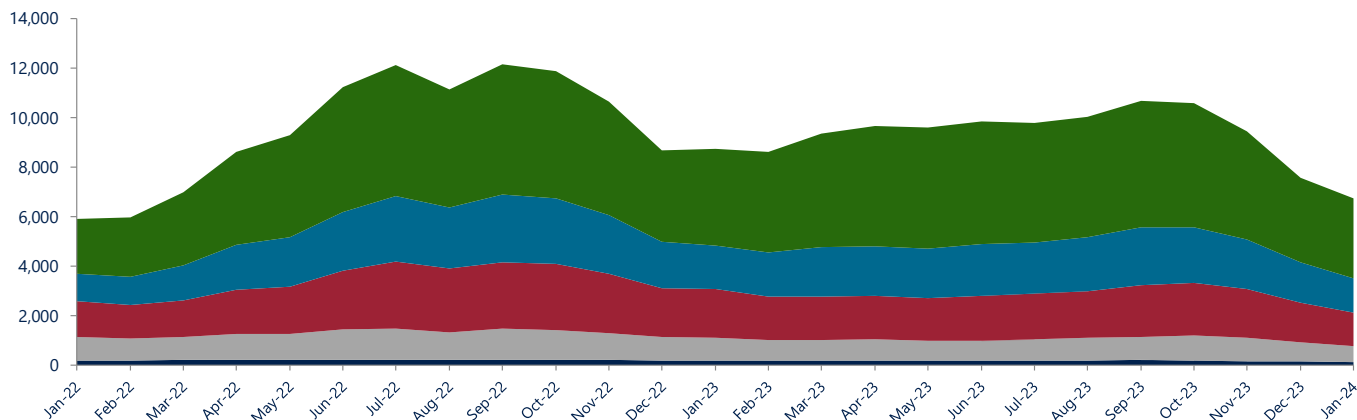
**Current Month**

■ Detached ■ Attached ■ Condo



**Total Active Inventory by Price Range**

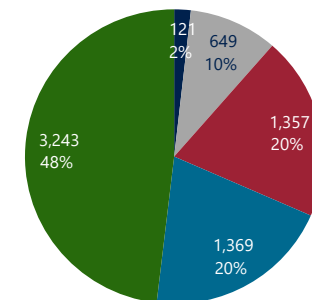
■ < 150K ■ 150K to < 300K ■ 300K to < 450K ■ 450K to < 600K ■ 600K and up



**Total Active Inventory by Price Range**

**Current Month**

■ < 150K ■ 150K to < 300K ■ 300K to < 450K  
■ 450K to < 600K ■ 600K and up

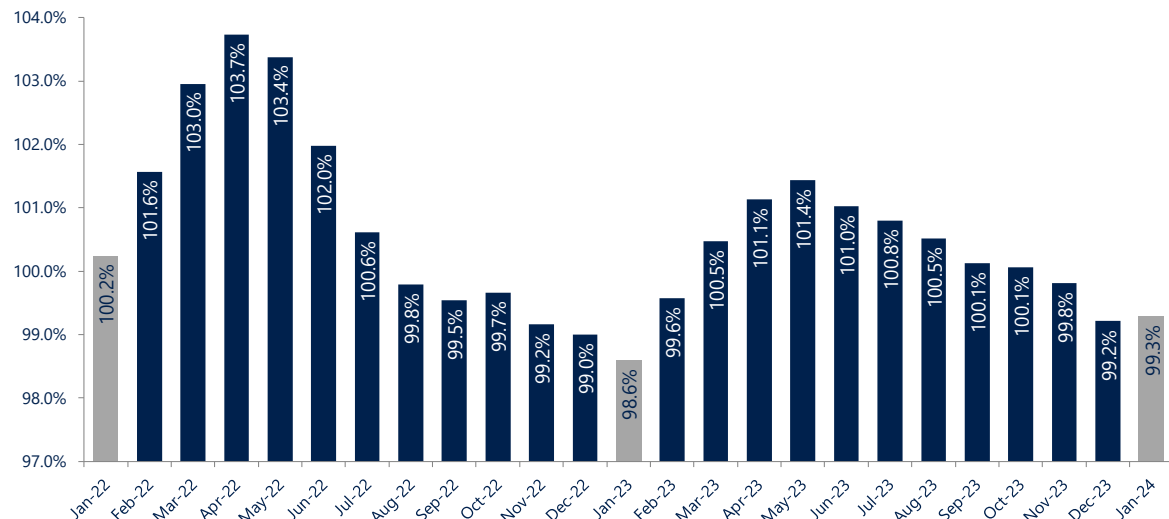




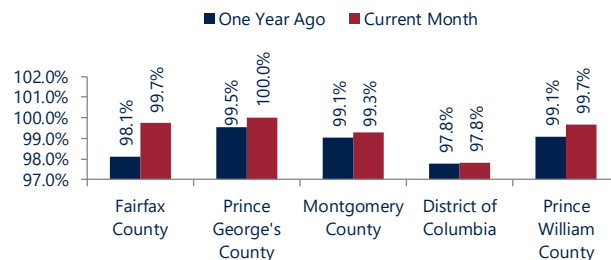
# Long & Foster Market Conditions Report

## Washington D.C. Metropolitan Area - January 2024

**Average Sale Price as a Percent of List Price**



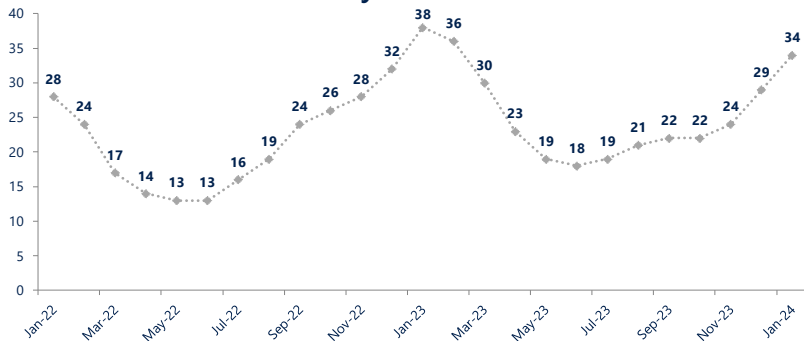
**Sale Price as % of List Price**  
Of Top Five Counties/Cities Based on Total Units Sold



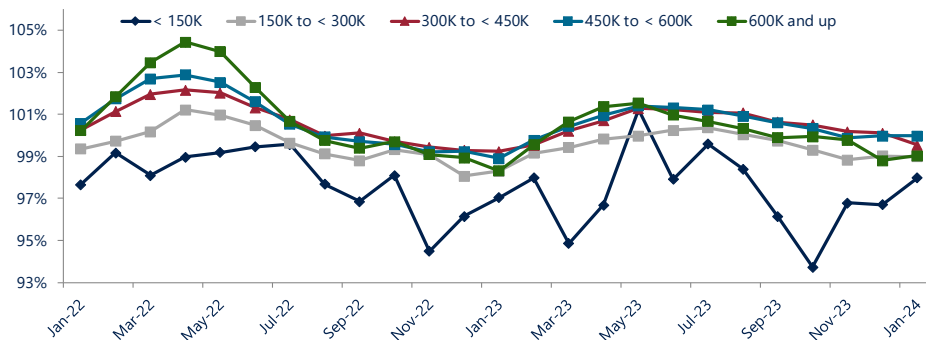
Days on Market	
Current Month	One Year Ago
34	38
Down -11% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
99.3%	98.6%
Up 0.7% Vs. Year Ago	

**Days on Market**



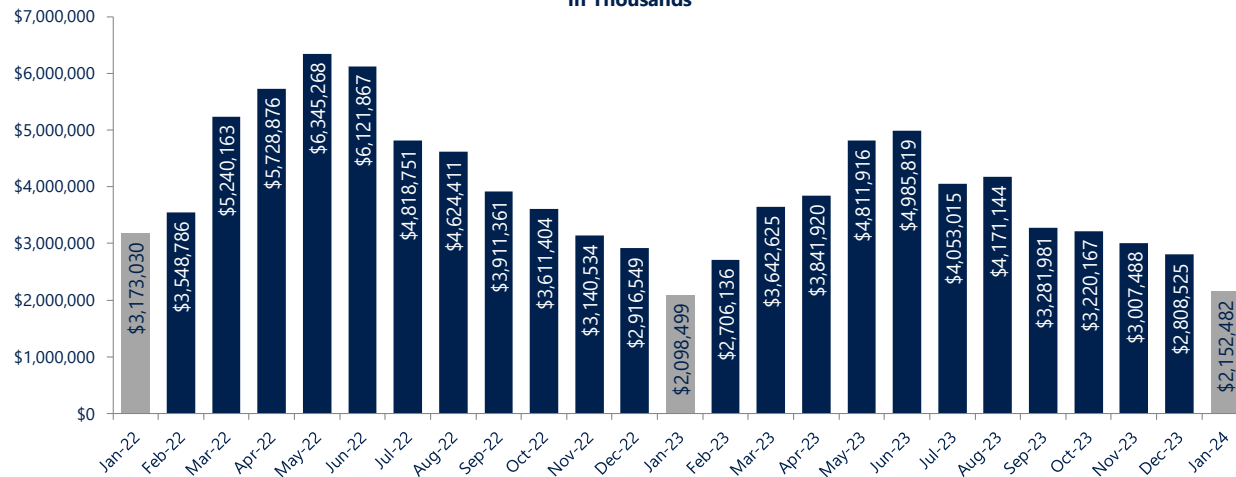
**Average Sale Price as a Percent of List Price by Price Range**



# Long & Foster Market Conditions Report

## Washington D.C. Metropolitan Area - January 2024

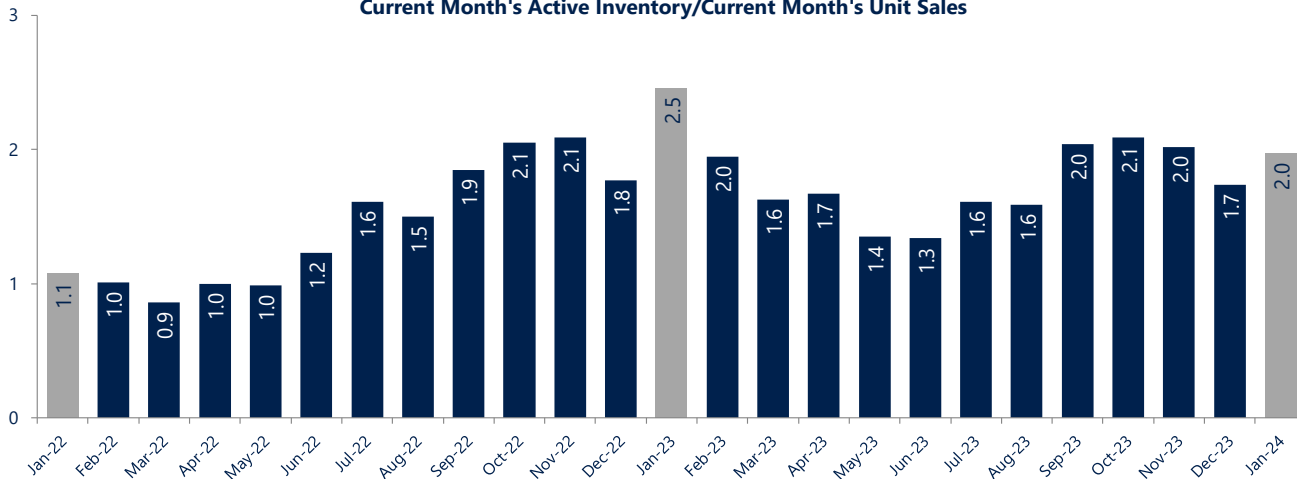
**Total Dollar Volume Sold**  
In Thousands



### Highlights

- Total volume sold this January was 3% greater than the same month one year ago.
- In January, there was 2.0 months of supply available, compared to 2.5 in January 2023. That was a decrease of 20% versus a year ago.

**Months of Supply**  
Current Month's Active Inventory/Current Month's Unit Sales



Total Dollar Volume Sold	
Current Month	One Year Ago
\$2,152,481,668	\$2,098,498,813
Up 3% Vs. Year Ago	

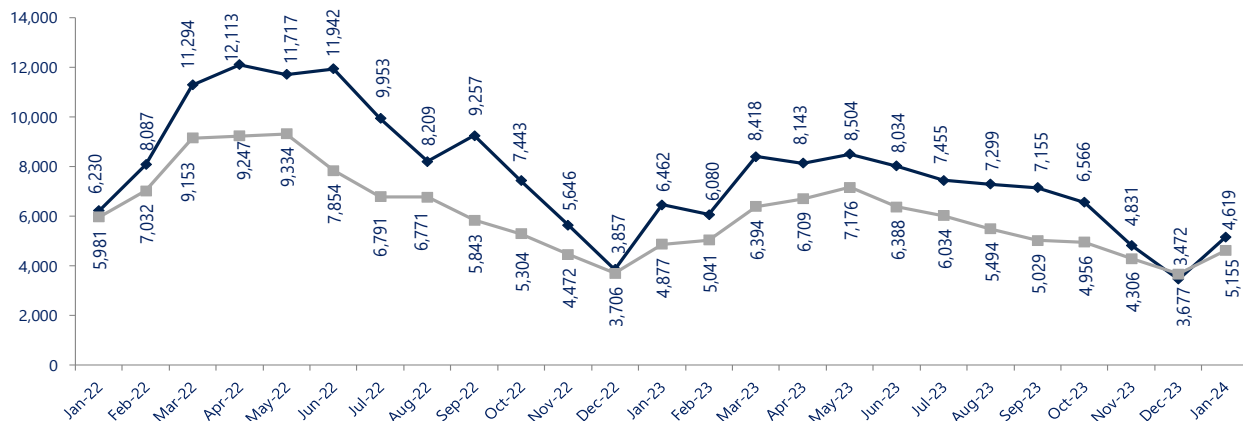
Months of Supply	
Current Month	One Year Ago
2.0	2.5
Down -20% Vs. Year Ago	

# Long & Foster Market Conditions Report

## Washington D.C. Metropolitan Area - January 2024

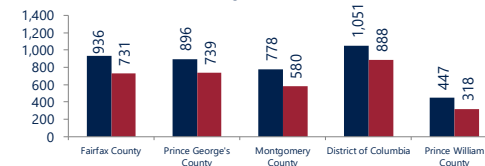
### New Listings & New Contracts

— New Listings — New Contracts (Under Active Contract Status)



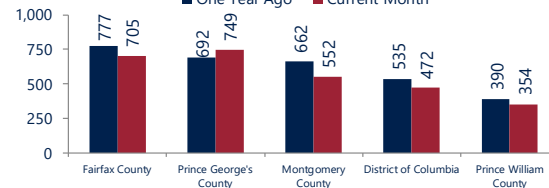
### New Listings

Of Top Five Counties/Cities Based on Total Units Sold  
■ One Year Ago ■ Current Month



### New Contracts

Of Top Five Counties/Cities Based on Total Units Sold  
■ One Year Ago ■ Current Month



### Supply/Demand Ratio

Number of New Listings to New Contracts



### Highlights

- Based on this month's amount of new listings and new contracts, the ratio of home supply (new listings) to current home demand (new contracts) was 1.1, a decrease of 16% from January 2023.

#### New Listings

Current Month	One Year Ago
5,155	6,462

**Down -20% Vs. Year Ago**

#### New Contracts

Current Month	One Year Ago
4,619	4,877

**Down -5% Vs. Year Ago**

# Market Conditions Report

Baltimore, MD Area

January 2024

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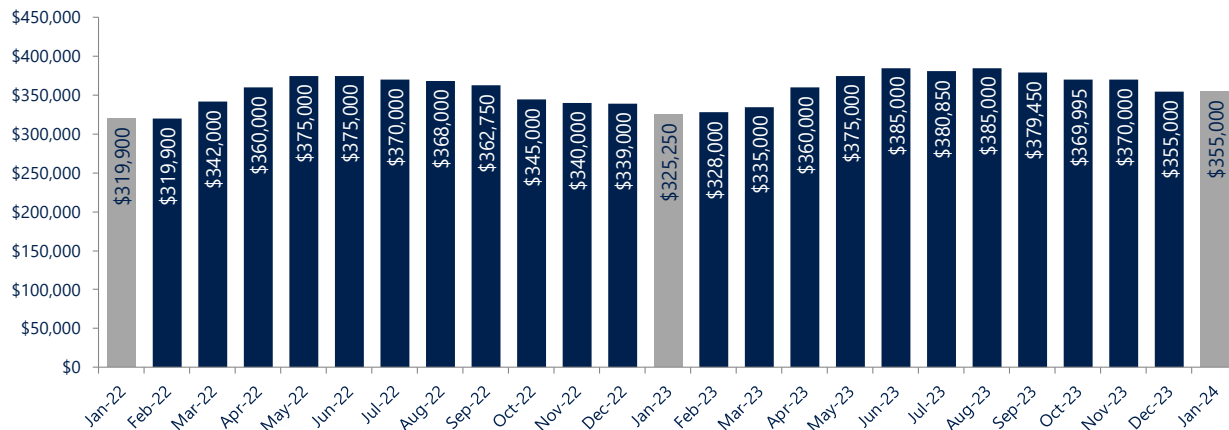
Forbes Global Properties | Leading Real Estate Companies of the World® | Luxury Portfolio International | Who's Who in Luxury Real Estate



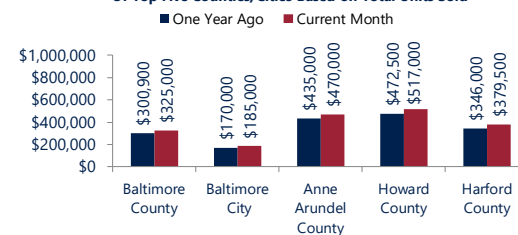
# Long & Foster Market Conditions Report

## Baltimore Metropolitan Area - January 2024

### Median Sales Price



### Median Sale Price Of Top Five Counties/Cities Based on Total Units Sold

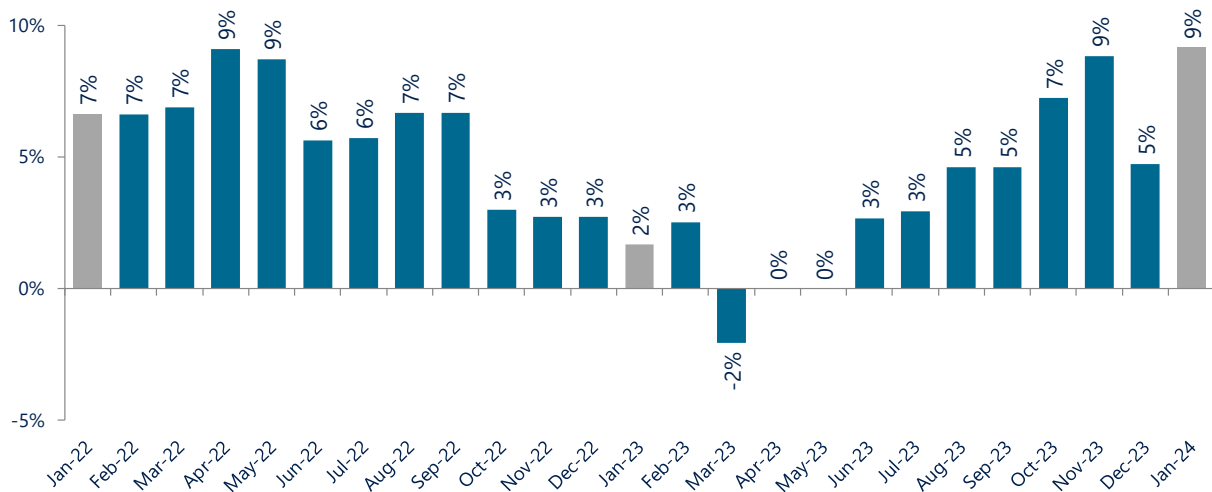


### Highlights

- This January, the current median sale price of \$355,000 was similar to the median sale price of last month.
- The current median sale price was 9% higher than the same month last year.

### Median Sale Price

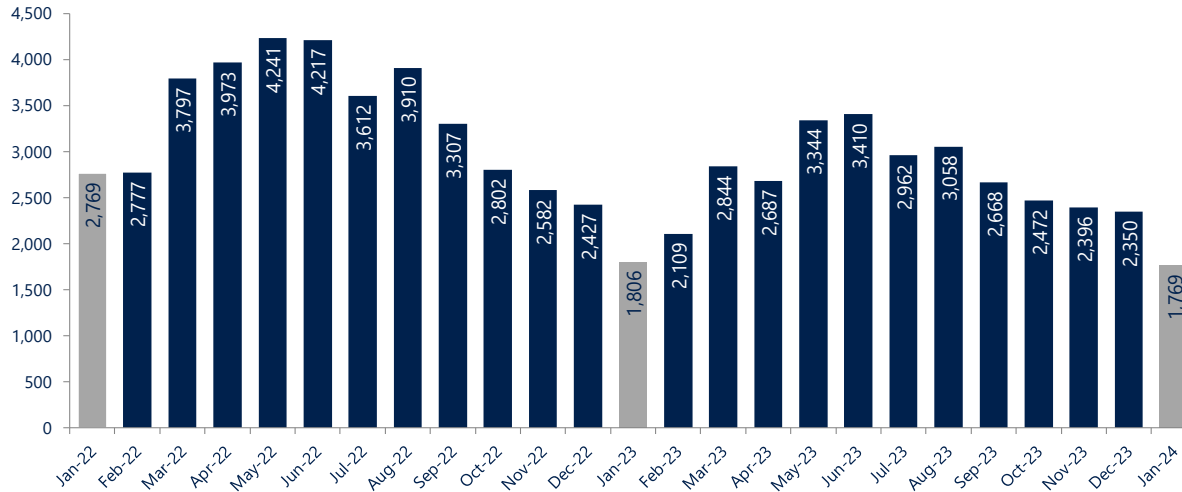
#### Percent Change Year/Year



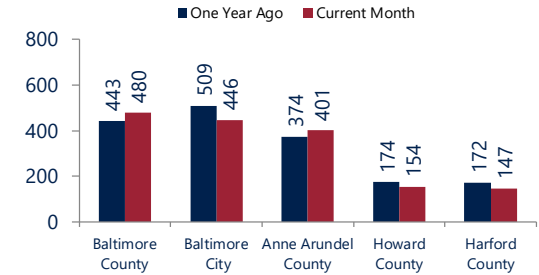
# Long & Foster Market Conditions Report

## Baltimore Metropolitan Area - January 2024

**Total Units Sold**



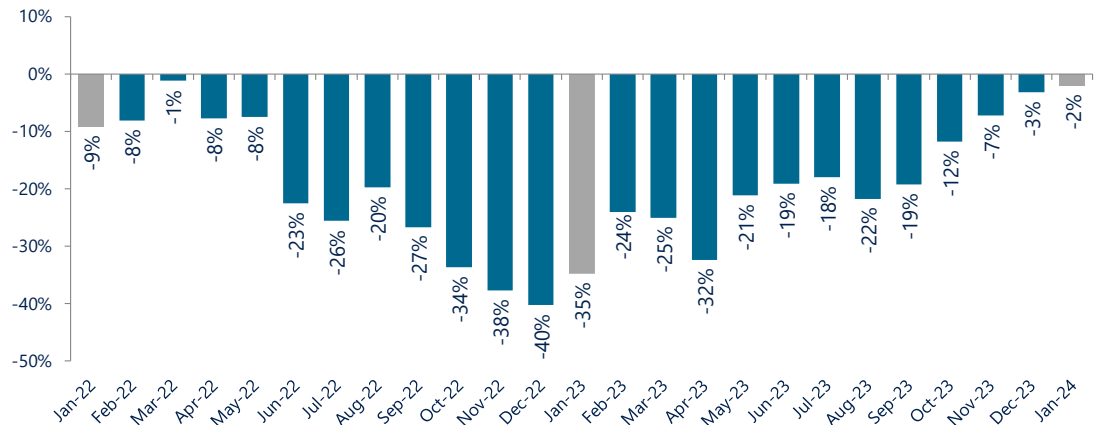
**Total Units Sold**  
Of Top Five Counties/Cities Based on Total Units Sold



### Highlights

- This month's total units sold was lower than at this time last year, a decrease of 2% versus January 2023.
- There was a decrease of 25% in total units sold in January compared to December.

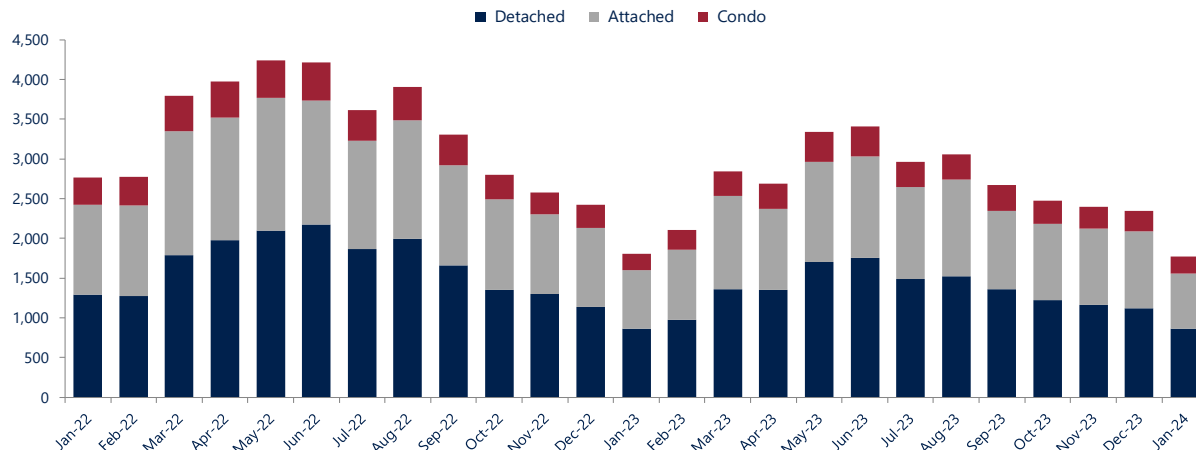
**Total Units Sold**  
Percent Change Year/Year



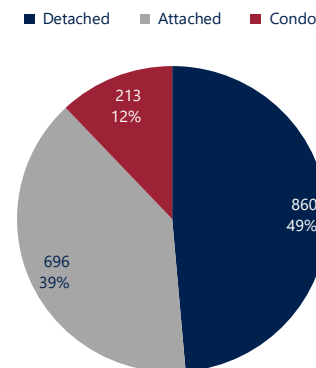
# Long & Foster Market Conditions Report

## Baltimore Metropolitan Area - January 2024

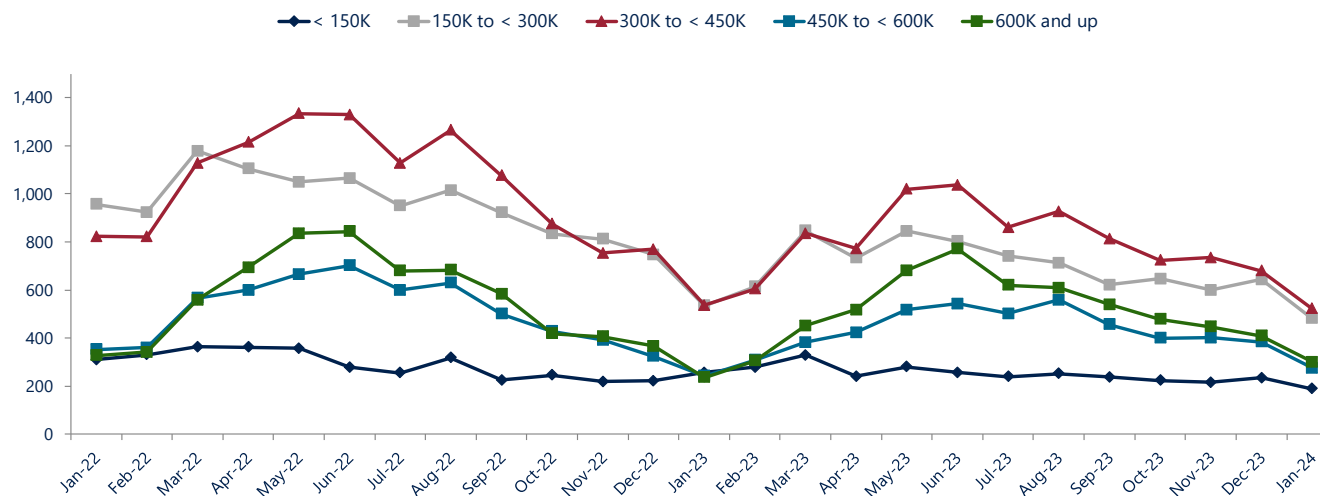
**Total Units Sold by Type**



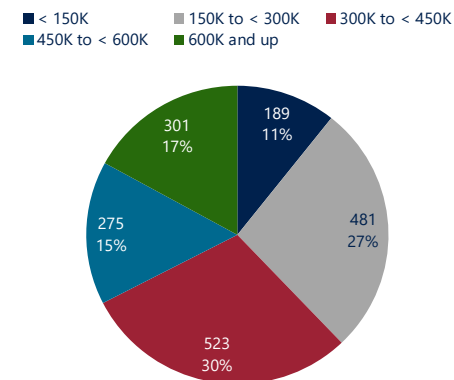
**Total Units Sold by Type**  
Current Month



**Total Units Sold by Price Range**



**Total Units Sold by Price Range**  
Current Month

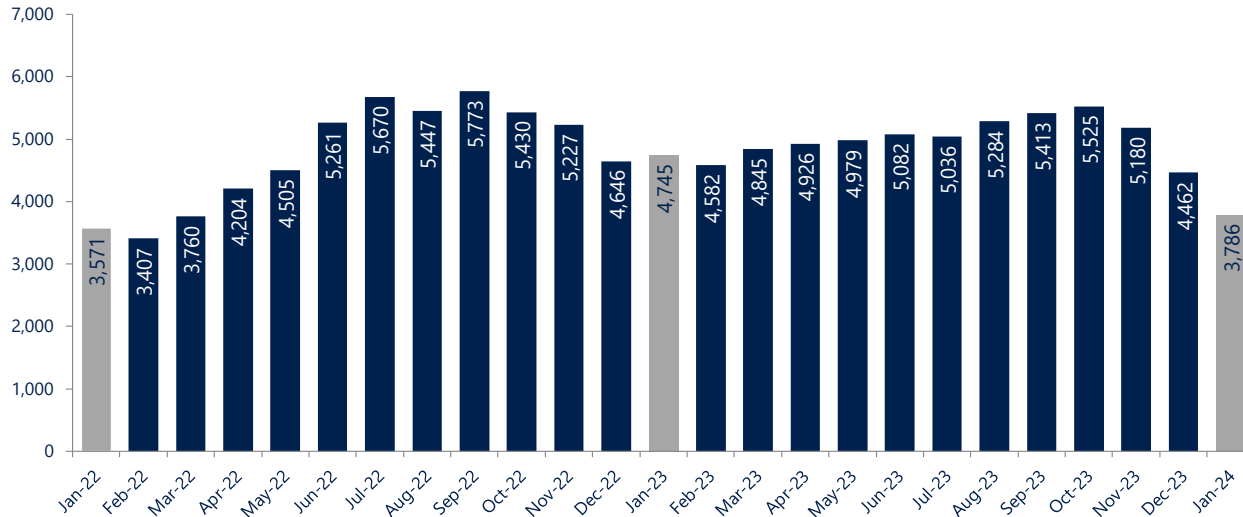




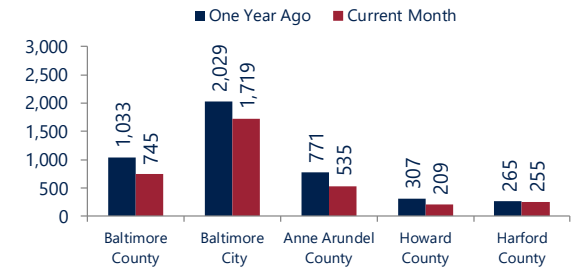
# Long & Foster Market Conditions Report

## Baltimore Metropolitan Area - January 2024

### Total Active Inventory



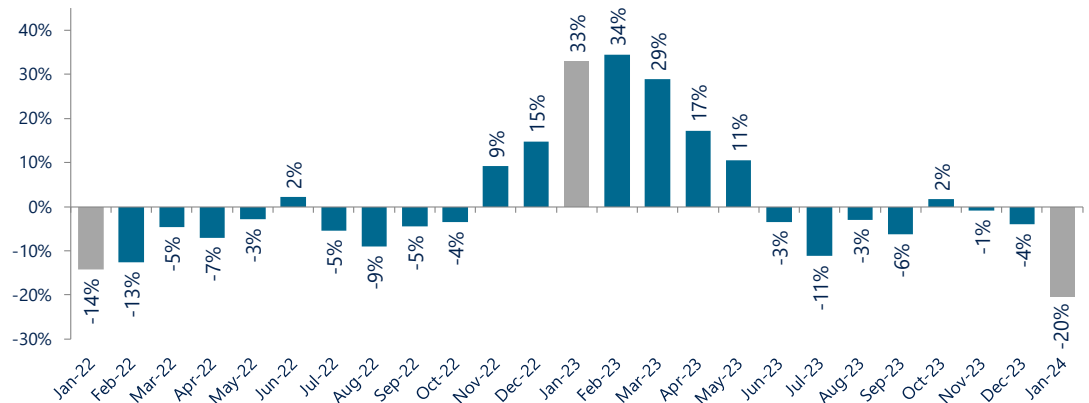
### Total Active Inventory Of Top Five Counties/Cities Based on Total Units Sold



### Highlights

- January's total active inventory of 3,786 units was 15% lower than the previous month's supply of inventory.
- Versus last January, the total number of homes available was lower by 959 units or 20%.

### Total Active Inventory Percent Change Year/Year

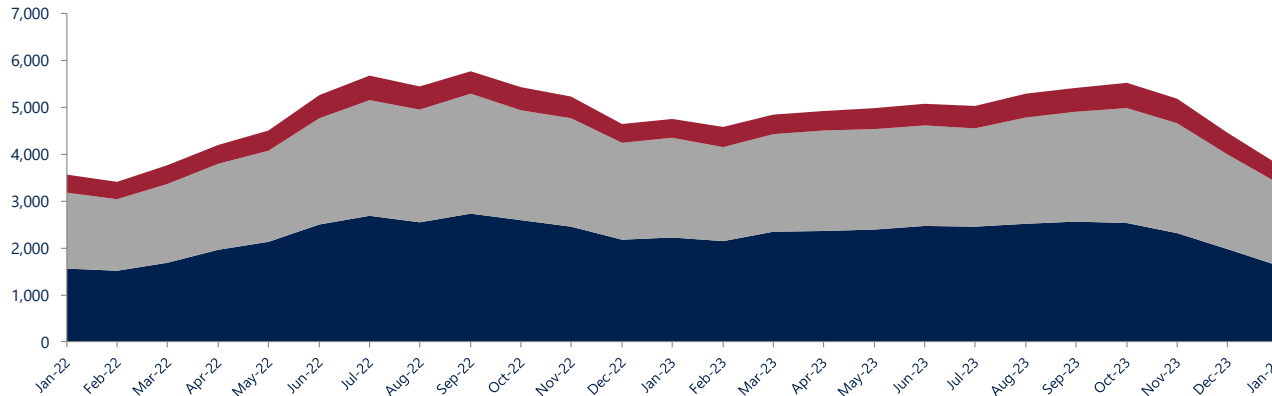


# Long & Foster Market Conditions Report

## Baltimore Metropolitan Area - January 2024

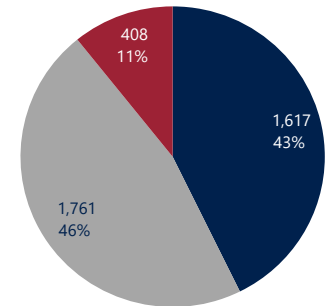
### Total Active Inventory by Type

■ Detached ■ Attached ■ Condo



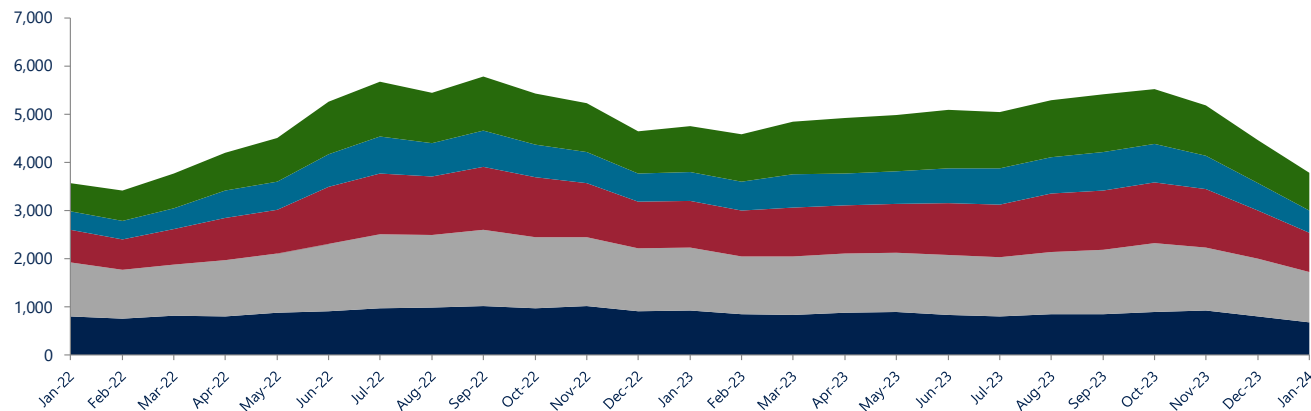
### Total Active Inventory by Type Current Month

■ Detached ■ Attached ■ Condo



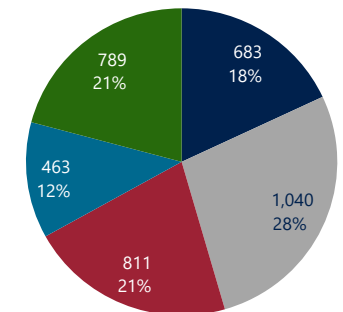
### Total Active Inventory by Price Range

■ < 150K ■ 150K to < 300K ■ 300K to < 450K ■ 450K to < 600K ■ 600K and up



### Total Active Inventory by Price Range Current Month

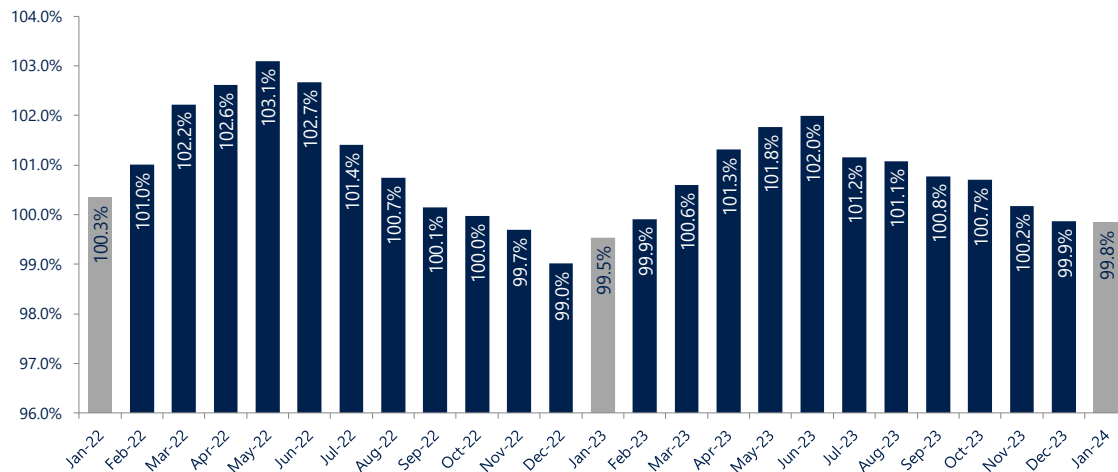
■ < 150K ■ 150K to < 300K ■ 300K to < 450K ■ 450K to < 600K ■ 600K and up



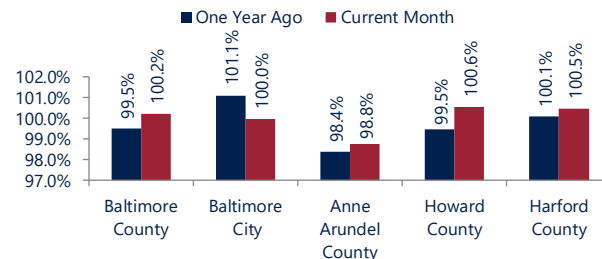
# Long & Foster Market Conditions Report

## Baltimore Metropolitan Area - January 2024

**Average Sale Price as a Percent of List Price**



**Sale Price as % of List Price**  
Of Top Five Counties/Cities Based on Total Units Sold



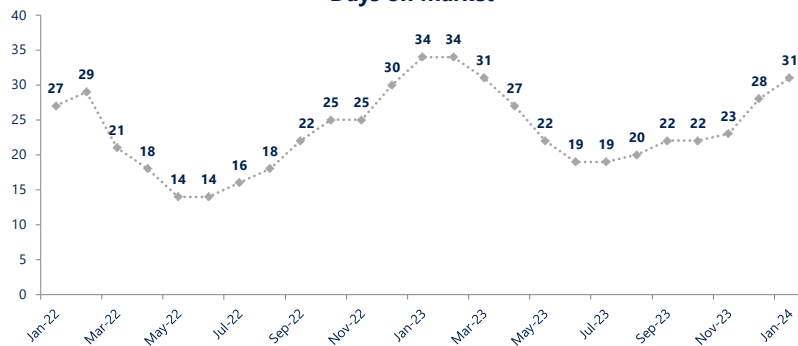
**Days on Market**

Current Month	One Year Ago
31	34
Down -9% Vs. Year Ago	

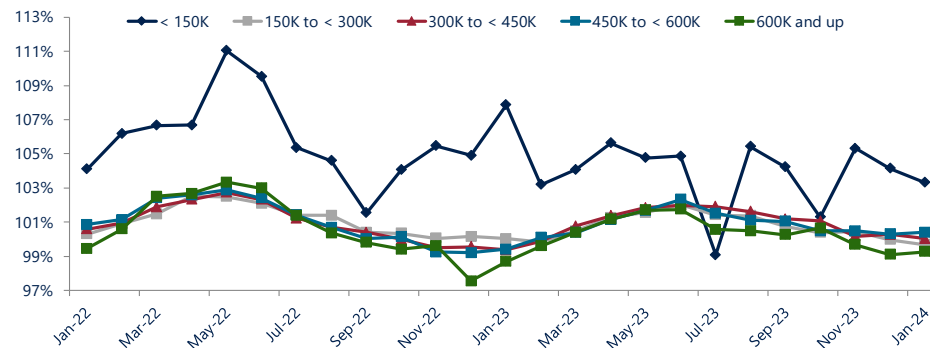
**Avg Sale Price as % of List Price**

Current Month	One Year Ago
99.8%	99.5%
Up 0.3% Vs. Year Ago	

**Days on Market**



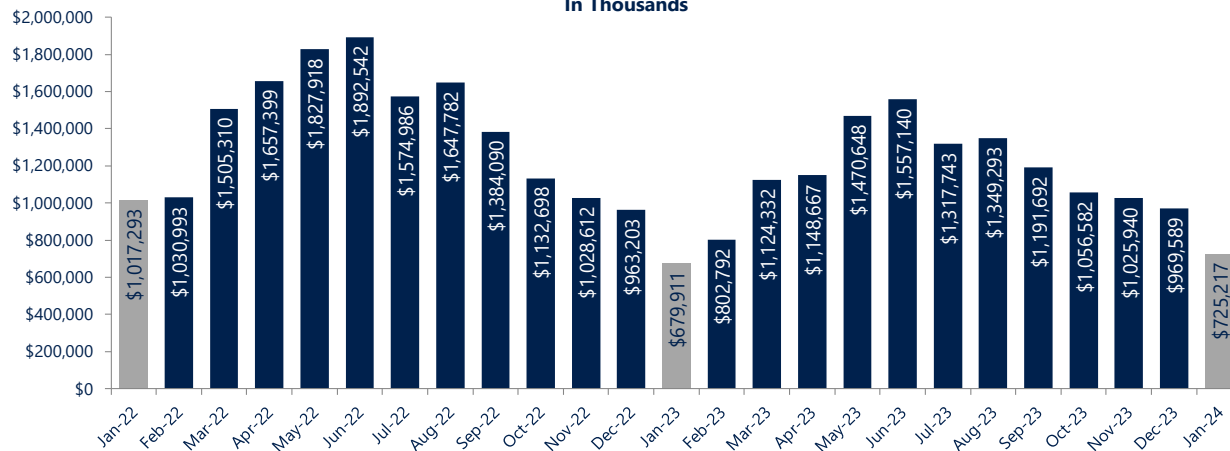
**Average Sale Price as a Percent of List Price by Price Range**



# Long & Foster Market Conditions Report

## Baltimore Metropolitan Area - January 2024

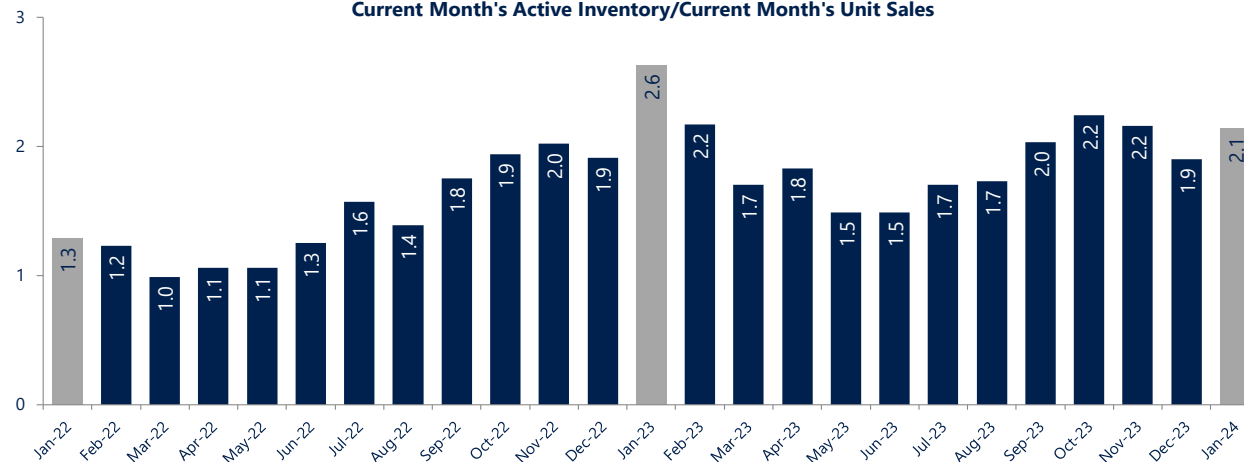
**Total Dollar Volume Sold**  
In Thousands



### Highlights

- Total volume sold this January was 7% greater than the same month one year ago.
- In January, there was 2.1 months of supply available, compared to 2.6 in January 2023. That was a decrease of 19% versus a year ago.

**Months of Supply**  
Current Month's Active Inventory/Current Month's Unit Sales



### Total Dollar Volume Sold

Current Month	One Year Ago
\$725,217,008	\$679,911,029

Up 7% Vs. Year Ago

### Months of Supply

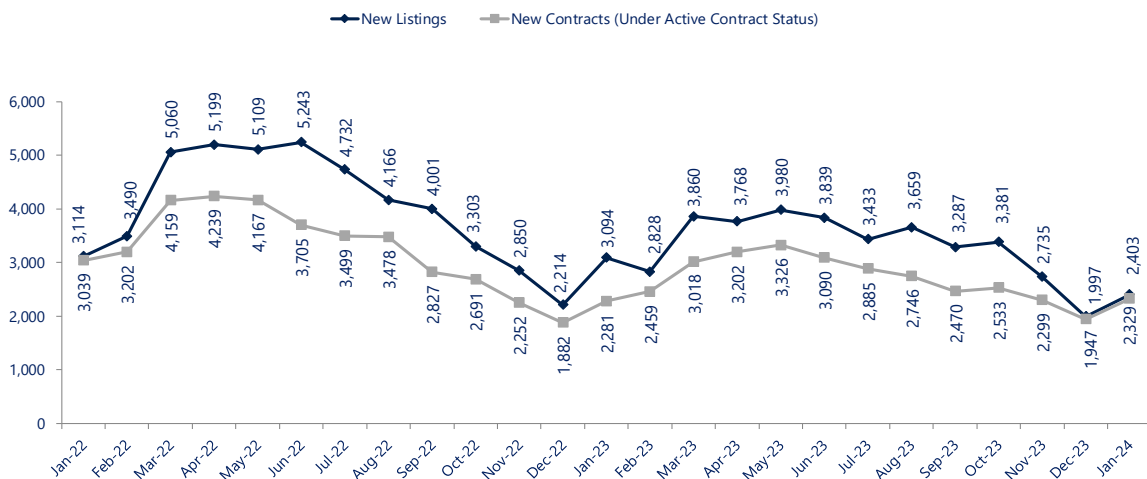
Current Month	One Year Ago
2.1	2.6

Down -19% Vs. Year Ago

# Long & Foster Market Conditions Report

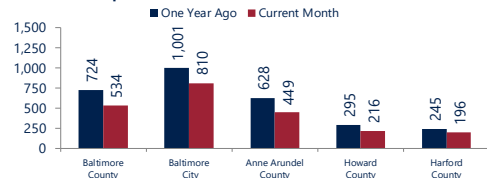
## Baltimore Metropolitan Area - January 2024

### New Listings & New Contracts



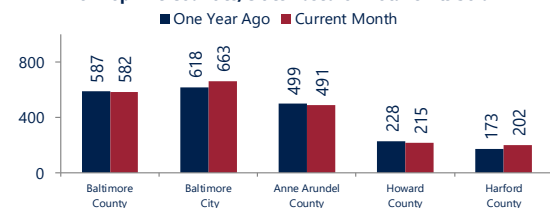
### New Listings

Of Top Five Counties/Cities Based on Total Units Sold



### New Contracts

Of Top Five Counties/Cities Based on Total Units Sold



New Listings	
Current Month	One Year Ago
2,403	3,094
Down -22% Vs. Year Ago	

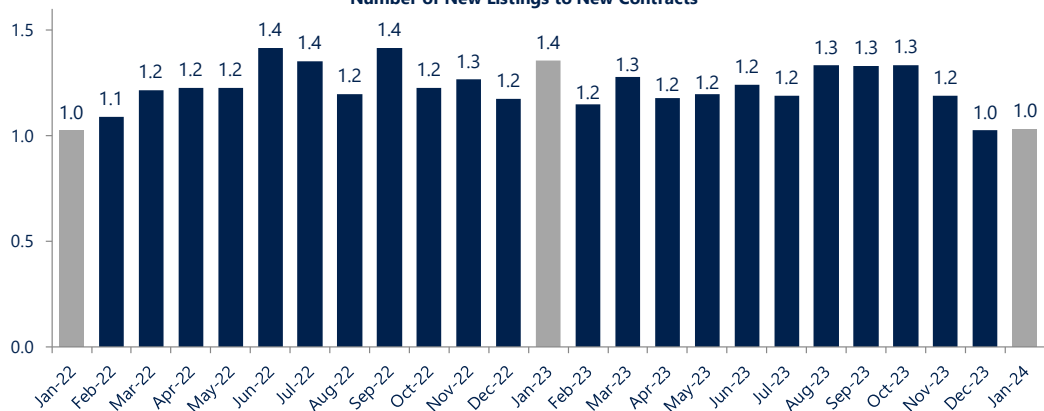
### Highlights

- Based on this month's amount of new listings and new contracts, the ratio of home supply (new listings) to current home demand (new contracts) was 1.0, a decrease of 24% from January 2023.

New Contracts	
Current Month	One Year Ago
2,329	2,281
Up 2% Vs. Year Ago	

### Supply/Demand Ratio

Number of New Listings to New Contracts

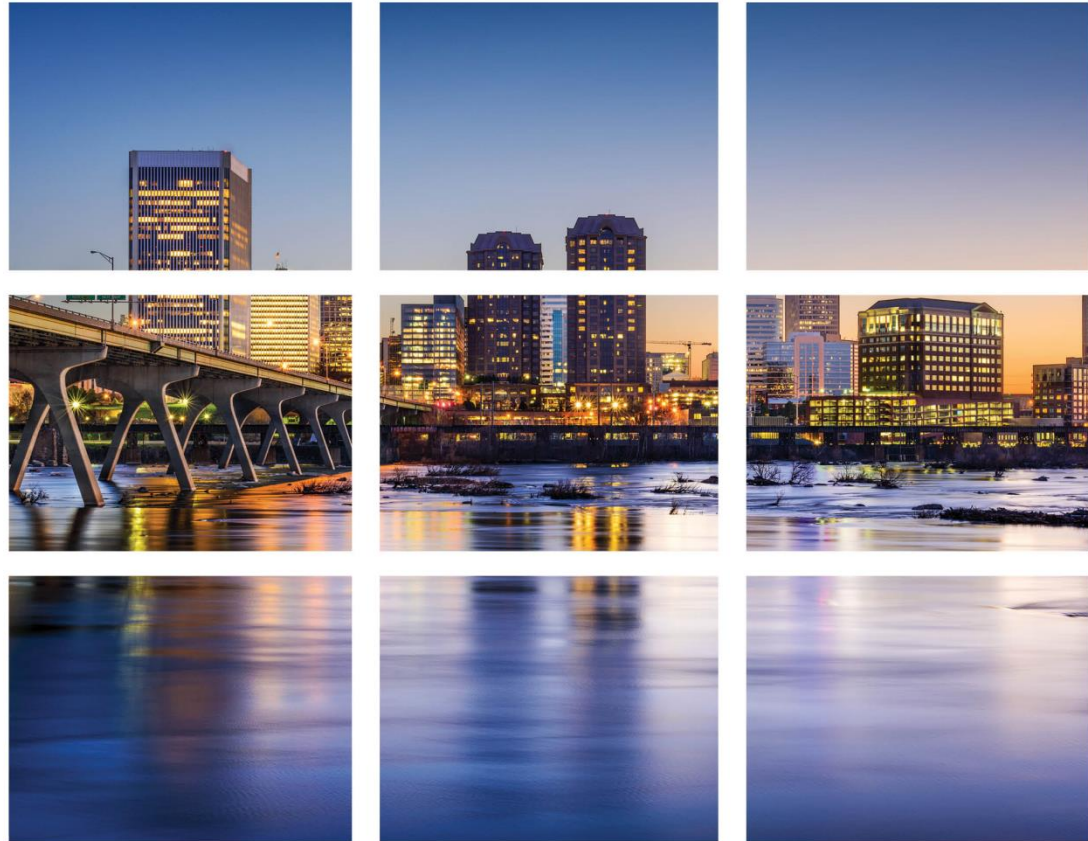


# Market Conditions Report

Richmond, VA Area

January 2024

**LONG & FOSTER**  
REAL ESTATE



Long & Foster's All-Inclusive Services

Real Estate | Mortgage | Home Inspection | Title | Insurance | Moving | Property Management | Vacation Rentals | Relocation

Global Partnerships

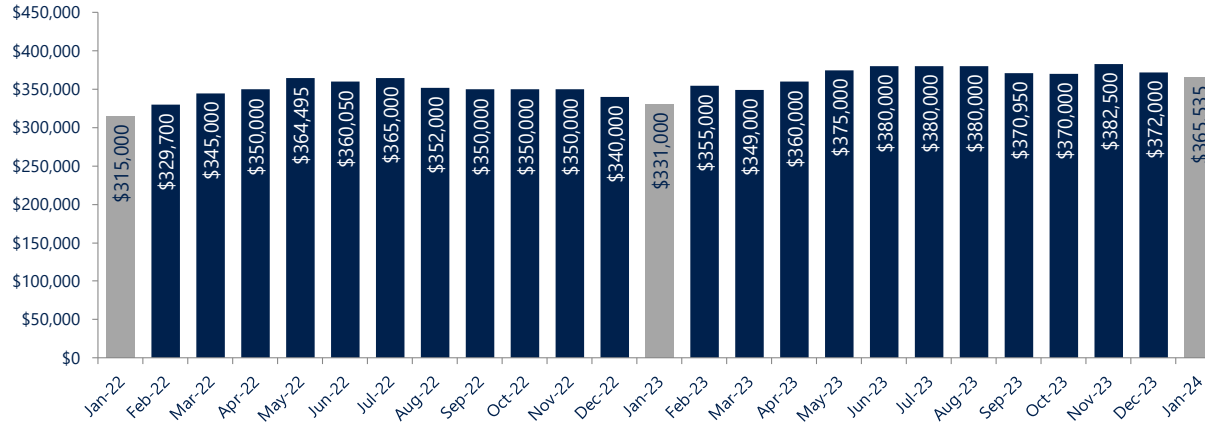
Forbes Global Properties | Leading Real Estate Companies of the World® | Luxury Portfolio International | Who's Who in Luxury Real Estate



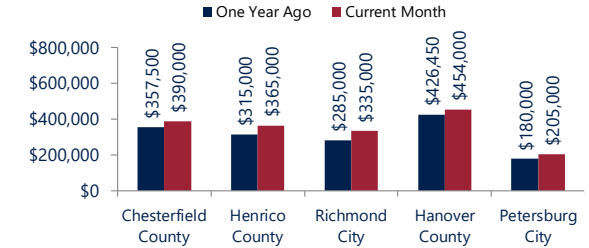
# Long & Foster Market Conditions Report

## Richmond Metropolitan Area - January 2024

### Median Sales Price



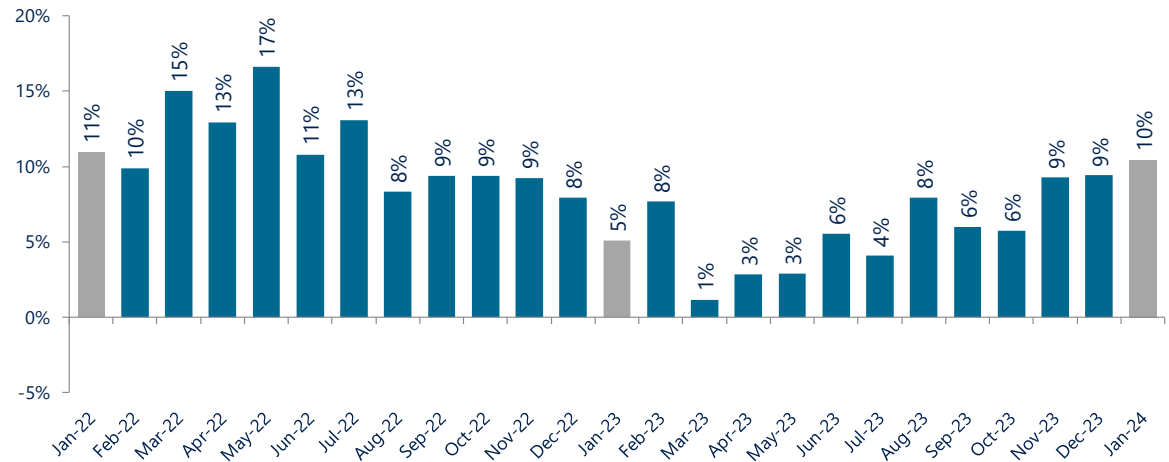
### Median Sale Price Of Top Five Counties/Cities Based on Total Units Sold



### Highlights

- This January, the median sale price was \$365,535, an increase of 10% compared to last year.
- The current median sale price was 2% lower than in December.

### Median Sale Price Percent Change Year/Year

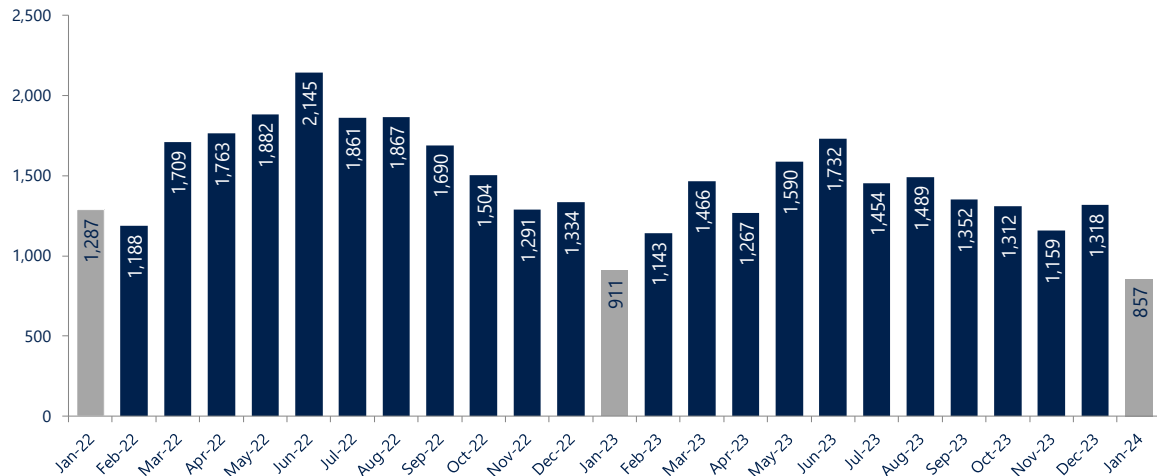




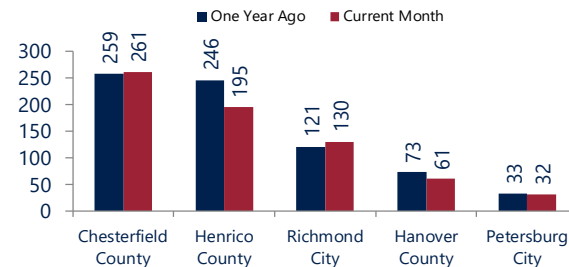
# Long & Foster Market Conditions Report

## Richmond Metropolitan Area - January 2024

**Total Units Sold**



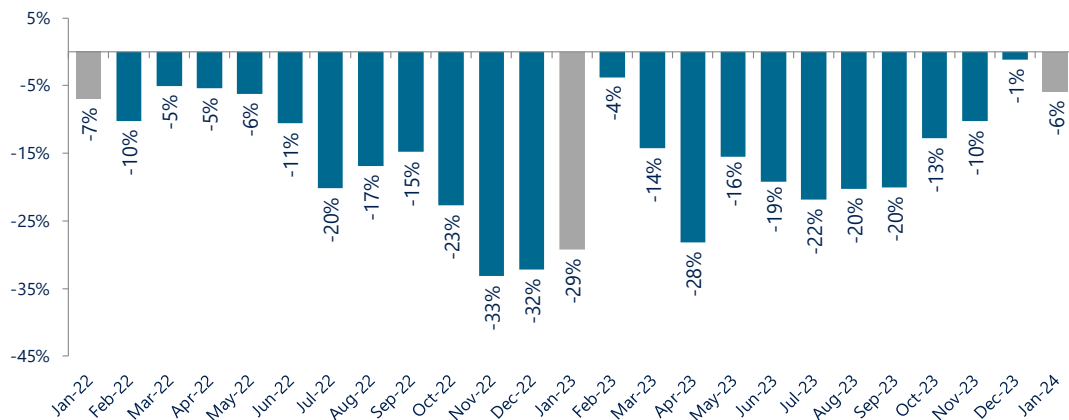
**Total Units Sold**  
Of Top Five Counties/Cities Based on Total Units Sold



### Highlights

- This month's total units sold was lower than at this time last year, a decrease of 6% versus January 2023.
- There was a decrease of 35% in total units sold in January compared to December.

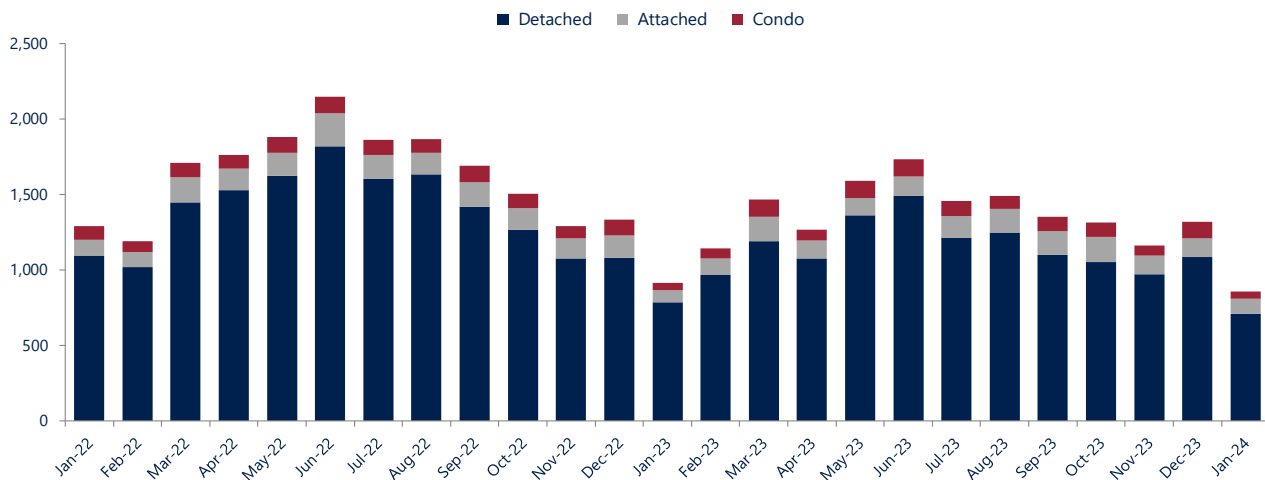
**Total Units Sold**  
Percent Change Year/Year



# Long & Foster Market Conditions Report

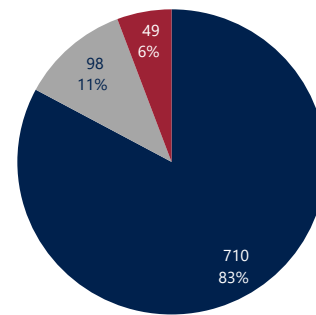
## Richmond Metropolitan Area - January 2024

**Total Units Sold by Type**

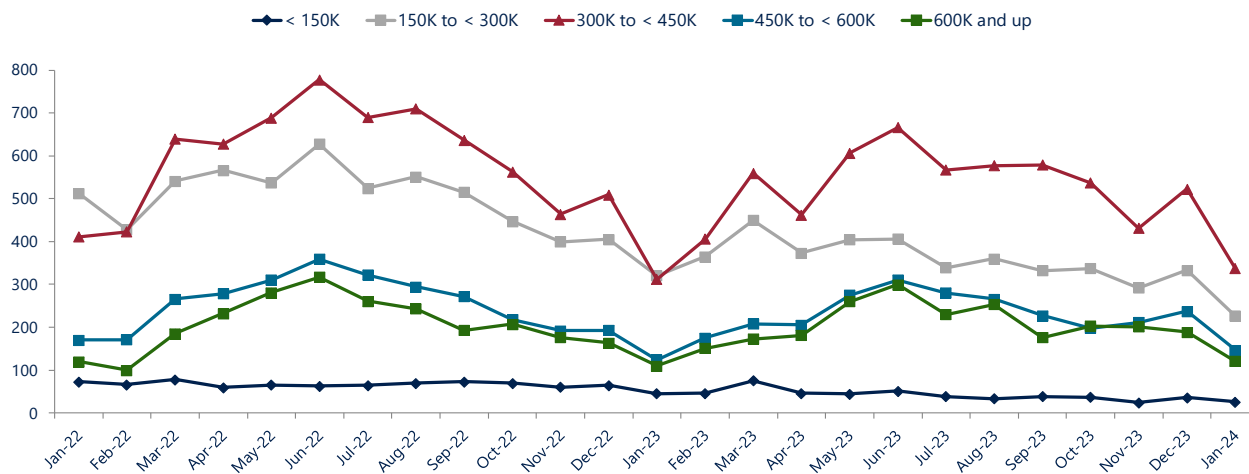


**Total Units Sold by Type**  
Current Month

■ Detached ■ Attached ■ Condo

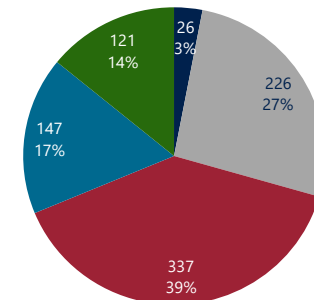


**Total Units Sold by Price Range**



**Total Units Sold by Price Range**  
Current Month

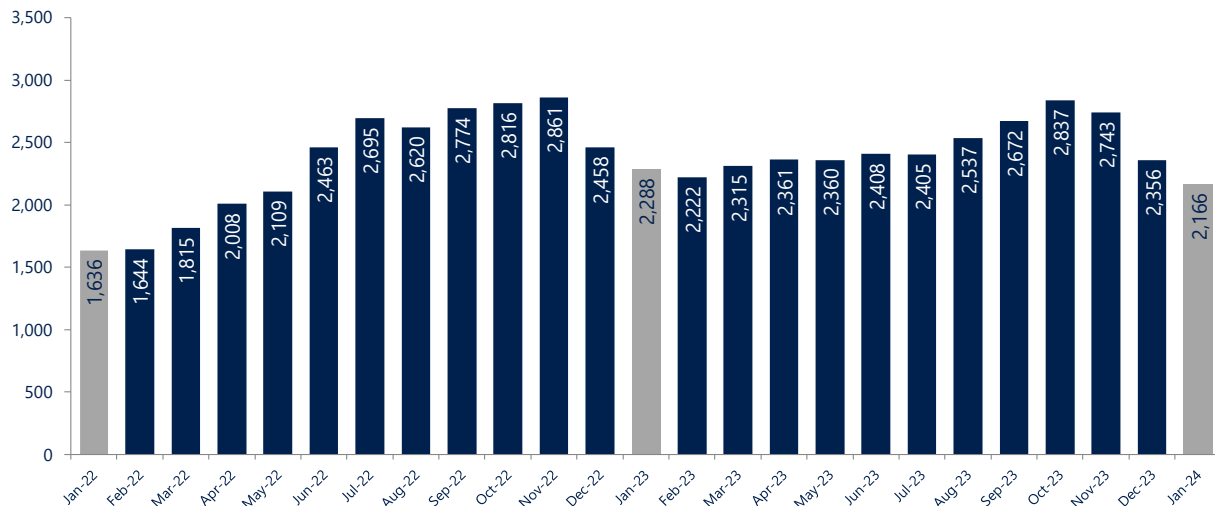
■ < 150K ■ 150K to < 300K ■ 300K to < 450K ■ 450K to < 600K ■ 600K and up



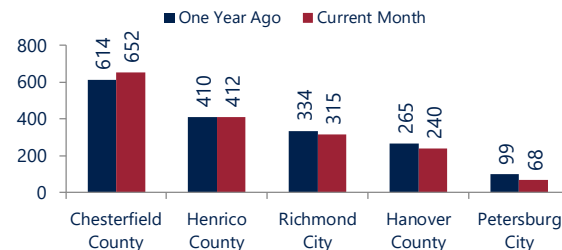
# Long & Foster Market Conditions Report

## Richmond Metropolitan Area - January 2024

### Total Active Inventory



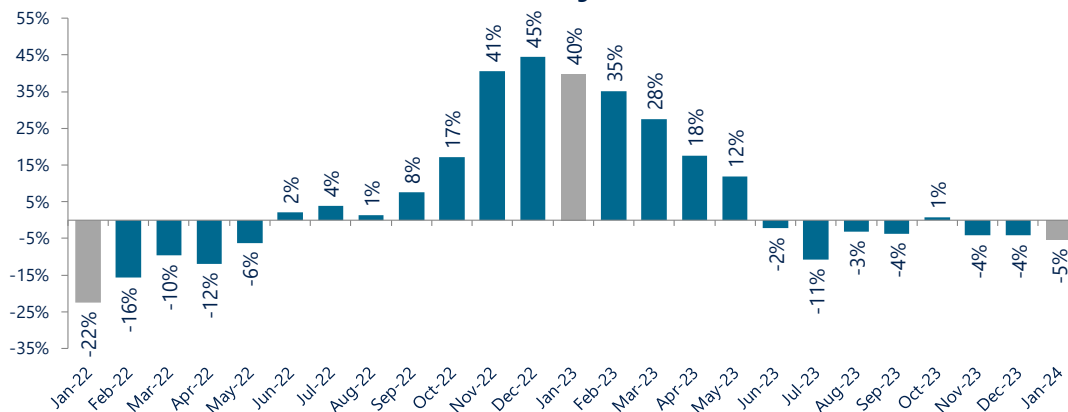
### Total Active Inventory Of Top Five Counties/Cities Based on Total Units Sold



### Highlights

- Versus last January, the total number of homes available this month was lower by 122 units or 5%.
- Active inventory this January was 8% lower than the previous month's supply of available inventory.

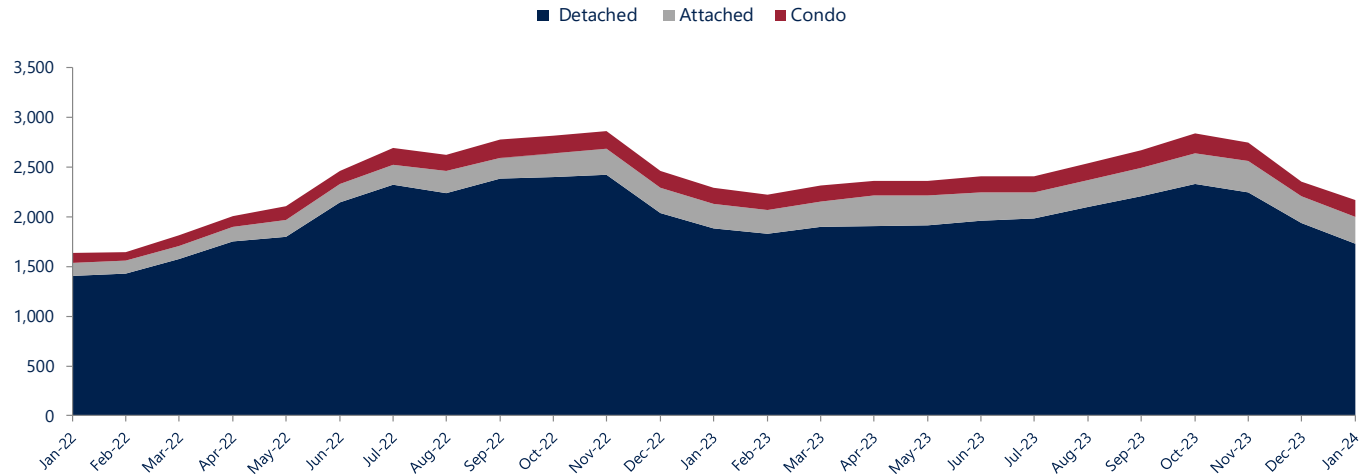
### Total Active Inventory Percent Change Year/Year



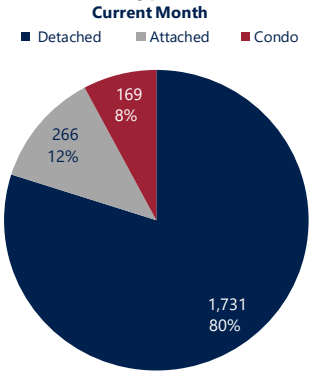
# Long & Foster Market Conditions Report

## Richmond Metropolitan Area - January 2024

### Total Active Inventory by Type

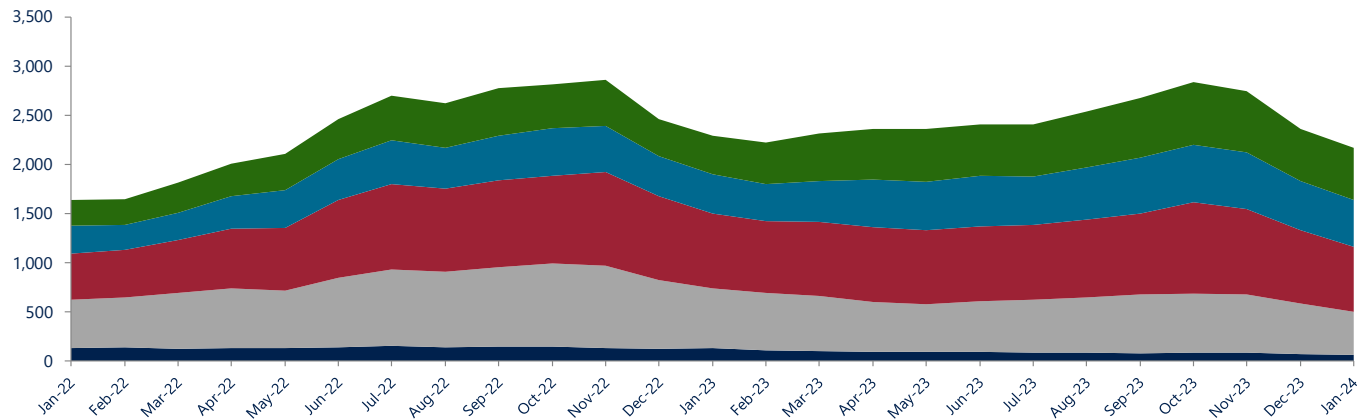


### Total Active Inventory by Type

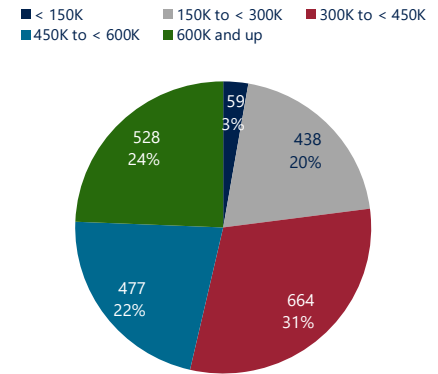


### Total Active Inventory by Price Range

■ < 150K ■ 150K to < 300K ■ 300K to < 450K ■ 450K to < 600K ■ 600K and up



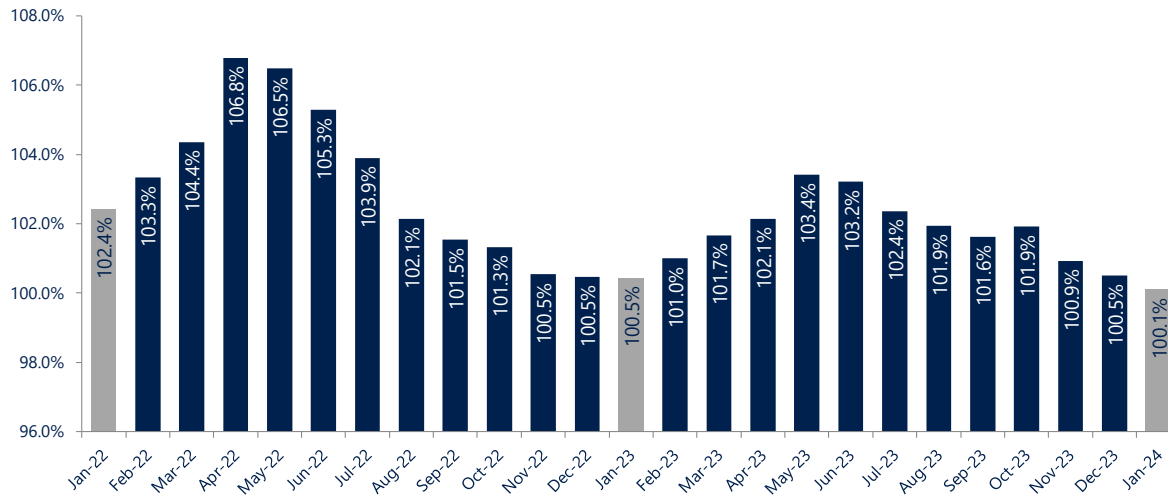
### Total Active Inventory by Price Range



# Long & Foster Market Conditions Report

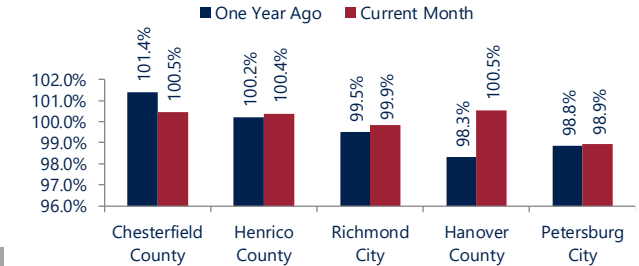
## Richmond Metropolitan Area - January 2024

**Average Sale Price as a Percent of List Price**



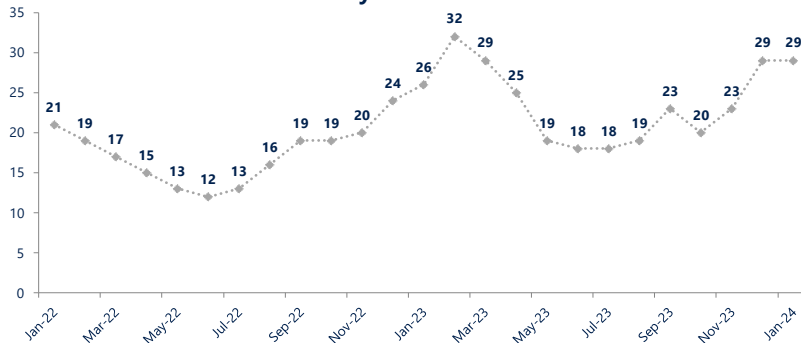
**Sale Price as % of List Price**

Of Top Five Counties/Cities Based on Total Units Sold

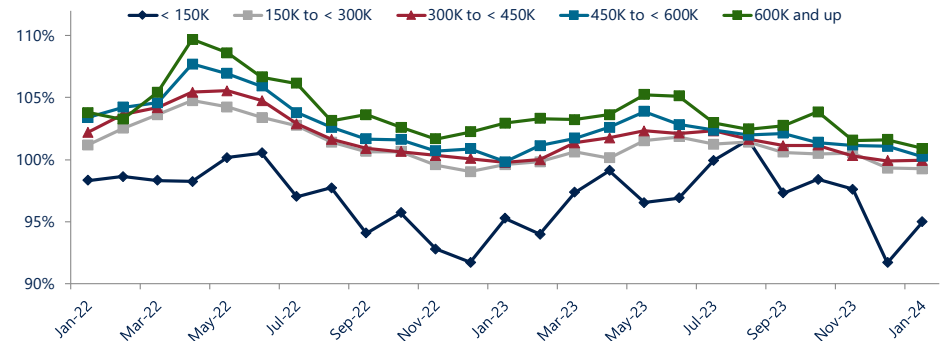


Days on Market		Avg Sale Price as % of List Price	
Current Month	One Year Ago	Current Month	One Year Ago
29	26	100.1%	100.5%
Up 12% Vs. Year Ago		Down -0.3% Vs. Year Ago	

**Days on Market**



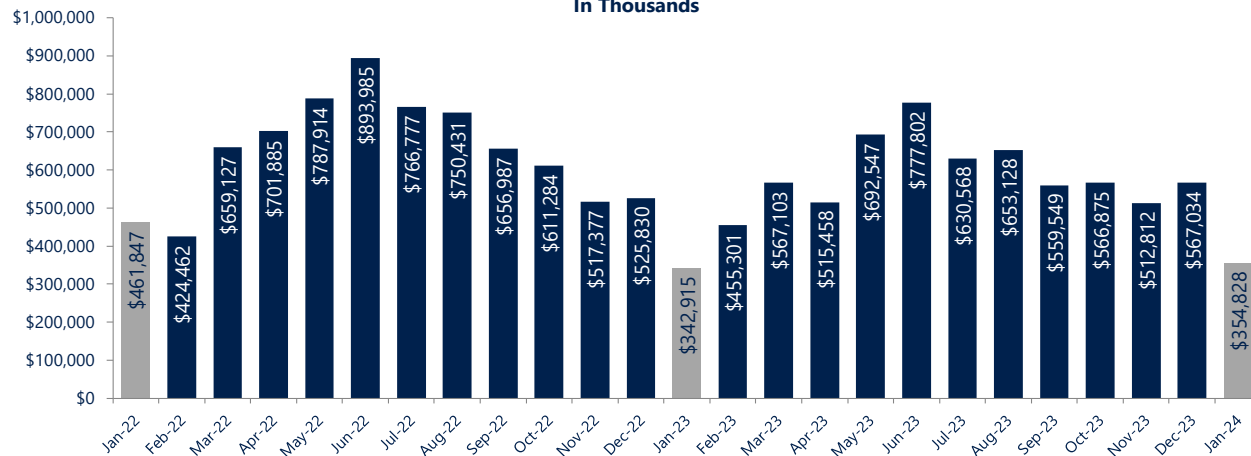
**Average Sale Price as a Percent of List Price by Price Range**



# Long & Foster Market Conditions Report

## Richmond Metropolitan Area - January 2024

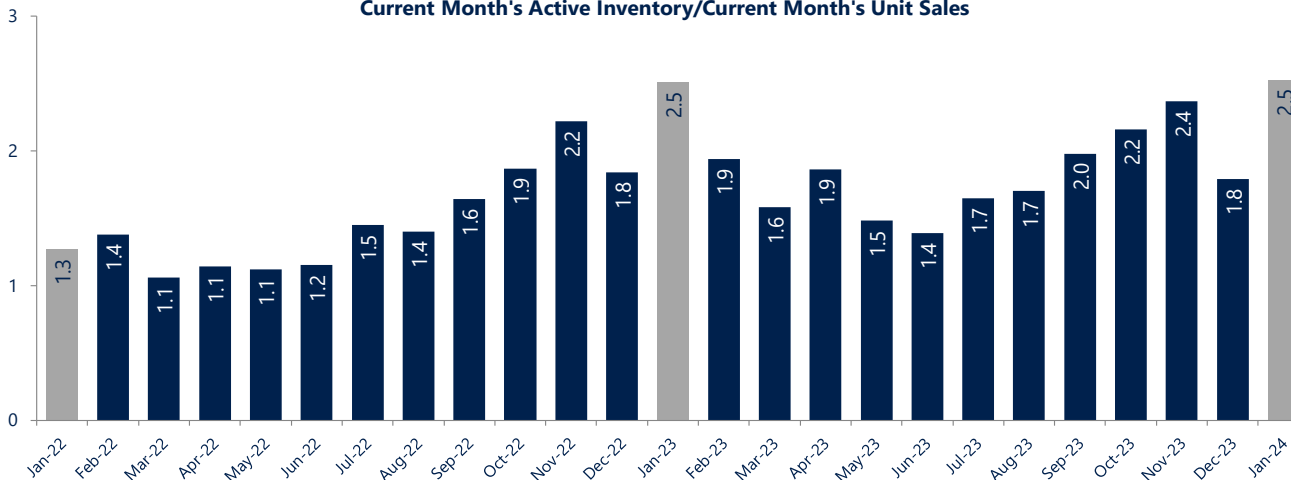
**Total Dollar Volume Sold**  
In Thousands



### Highlights

- Total volume sold this January was 3% greater than the same month one year ago.
- In January, there was 2.5 months of supply available. The amount of supply was similar compared to a year ago.

**Months of Supply**  
Current Month's Active Inventory/Current Month's Unit Sales



### Total Dollar Volume Sold

Current Month	One Year Ago
\$354,828,112	\$342,914,999

**Up 3% Vs. Year Ago**

### Months of Supply

Current Month	One Year Ago
2.5	2.5

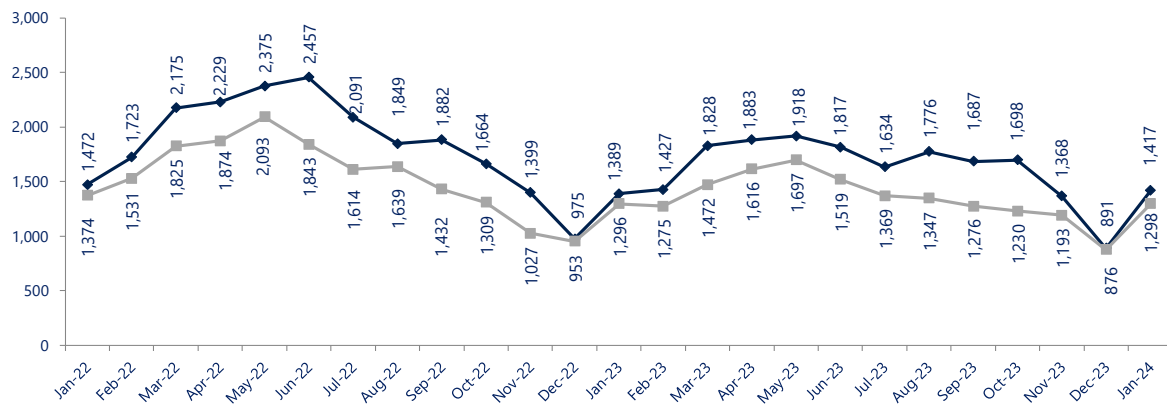
**Up 1% Vs. Year Ago**

# Long & Foster Market Conditions Report

## Richmond Metropolitan Area - January 2024

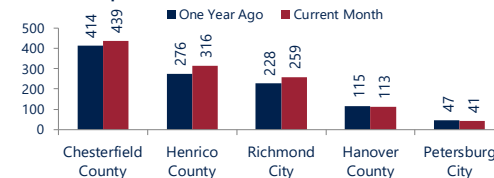
### New Listings & New Contracts

— New Listings — New Contracts (Under Active Contract Status)



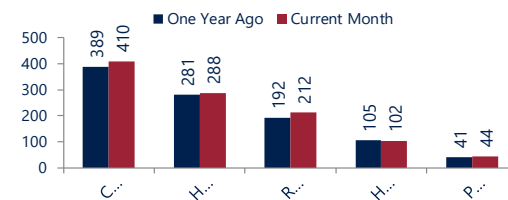
### New Listings

Of Top Five Counties/Cities Based on Total Units Sold



### New Contracts

Of Top Five Counties/Cities Based on Total Units Sold



New Listings	
Current Month	One Year Ago
1,417	1,389
Up 2% Vs. Year Ago	

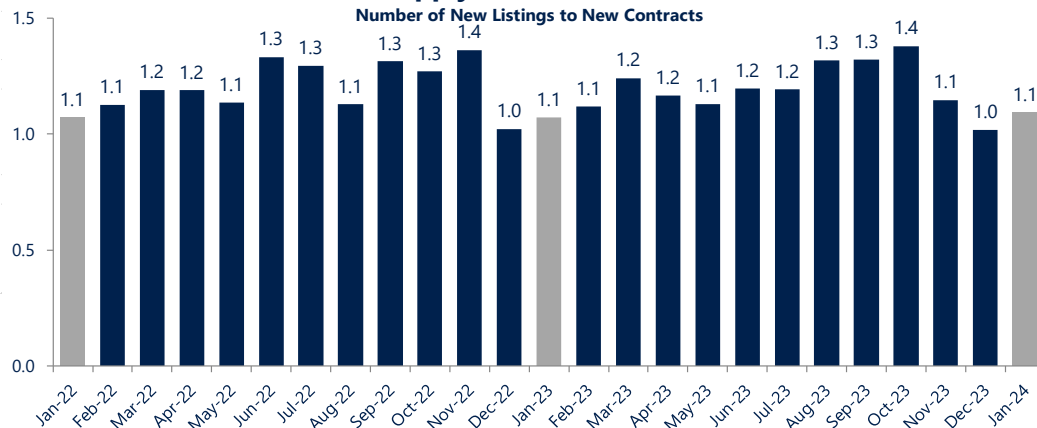
### Highlights

- Based on this month's amount of new listings and new contracts, the ratio of home supply (new listings) to current home demand (new contracts) was 1.1, similar to the ratio from one year ago.

New Contracts	
Current Month	One Year Ago
1,298	1,296
No Change Vs. Year Ago	

### Supply/Demand Ratio

Number of New Listings to New Contracts



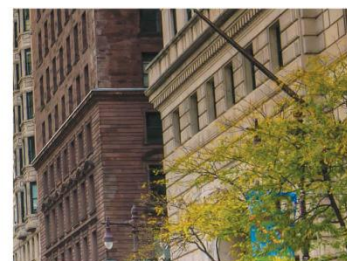


# Market Conditions Report

Philadelphia, PA Area

January 2024

**LONG & FOSTER**  
REAL ESTATE



Long & Foster's All-Inclusive Services

Real Estate | Mortgage | Home Inspection | Title | Insurance | Moving | Property Management | Vacation Rentals | Relocation

Global Partnerships

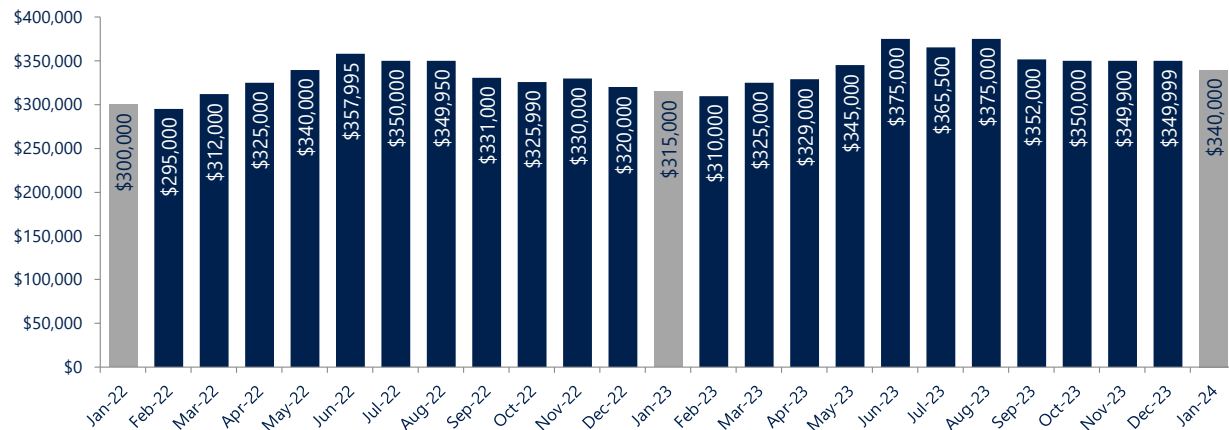
Forbes Global Properties | Leading Real Estate Companies of the World® | Luxury Portfolio International | Who's Who in Luxury Real Estate



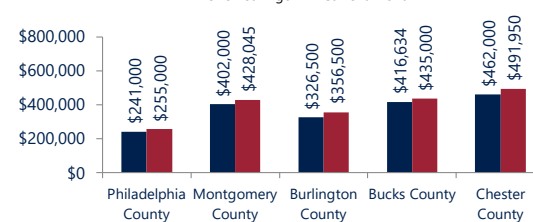
# Long & Foster Market Conditions Report

## Philadelphia Metropolitan Area - January 2024

### Median Sales Price



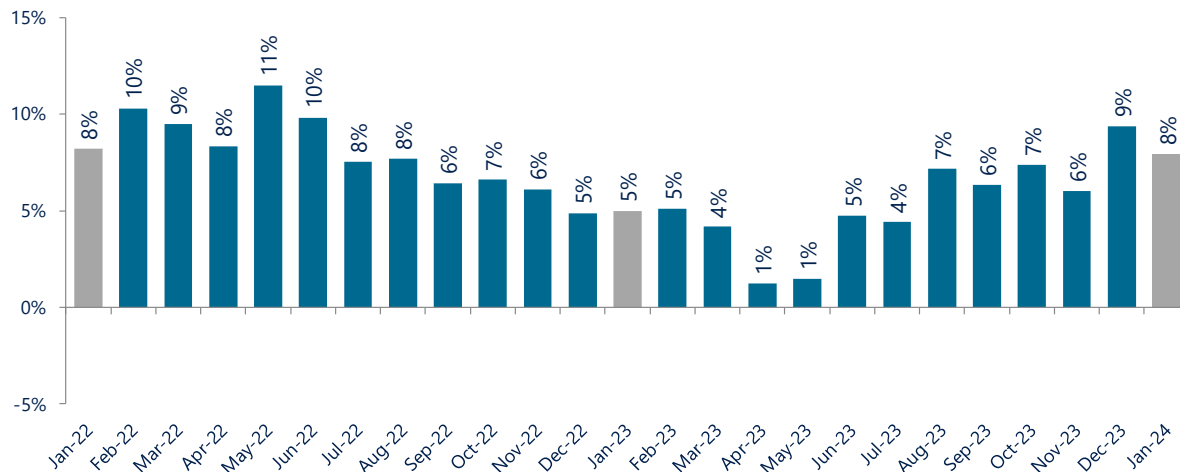
### Median Sale Price Of Top Five Counties/Cities Based on Total Units Sold



### Highlights

- This January, the median sale price was \$340,000, an increase of 8% compared to last year.
- The current median sale price was 3% lower than in December.

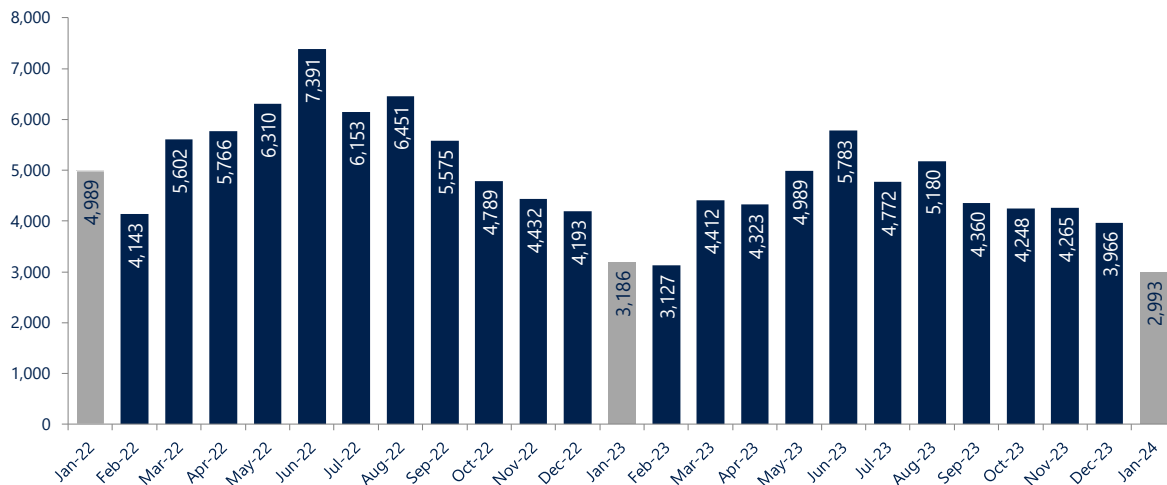
### Median Sale Price Percent Change Year/Year



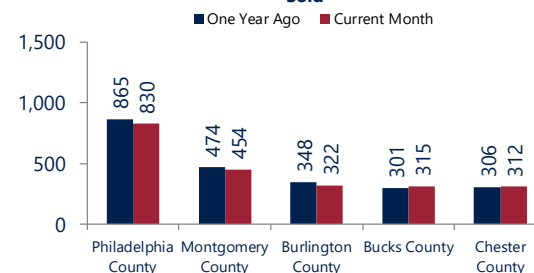
# Long & Foster Market Conditions Report

## Philadelphia Metropolitan Area - January 2024

**Total Units Sold**



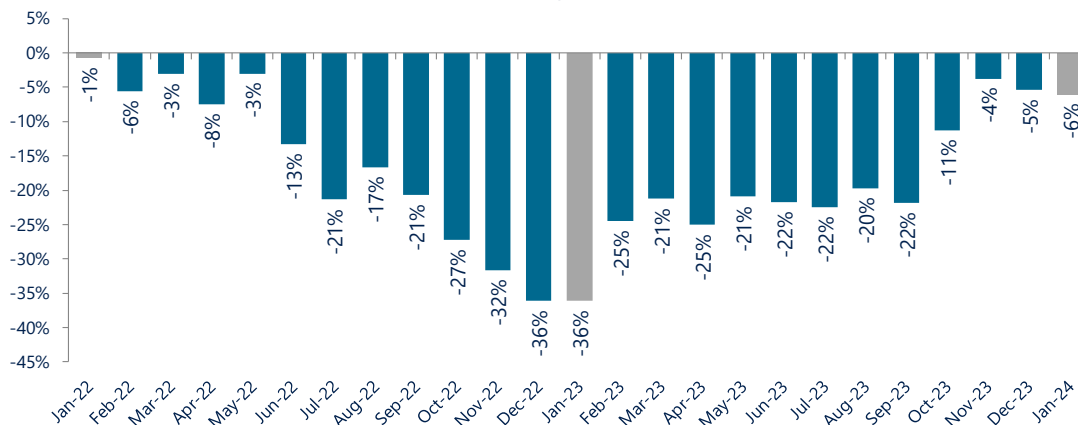
**Total Units Sold  
Of Top Five Counties/Cities Based on Total Units Sold**



### Highlights

- This month's total units sold was lower than at this time last year, a decrease of 6% versus January 2023.
- There was a decrease of 25% in total units sold in January compared to December.

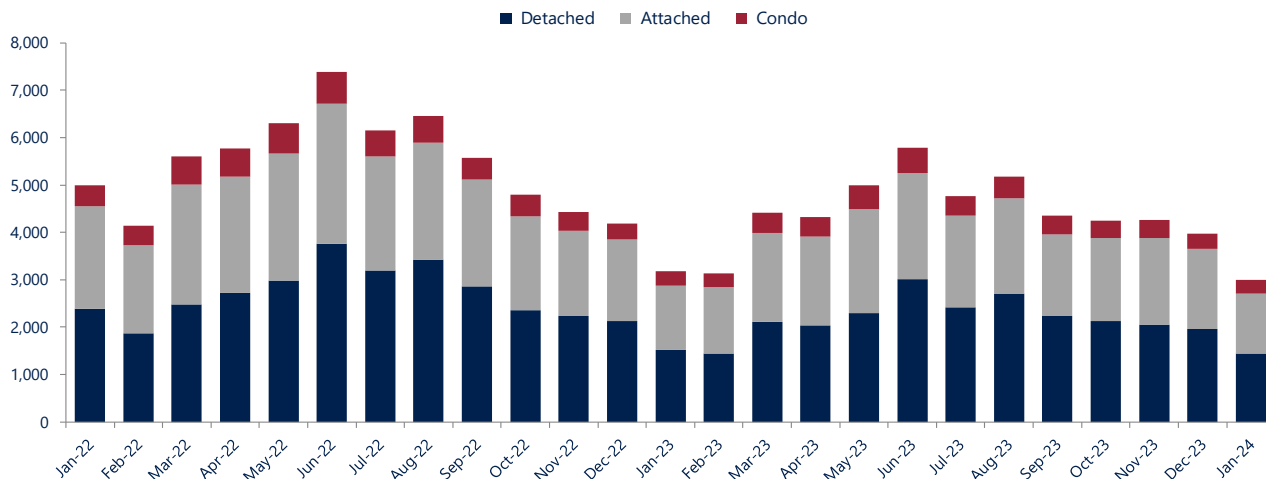
**Total Units Sold  
Percent Change Year/Year**



# Long & Foster Market Conditions Report

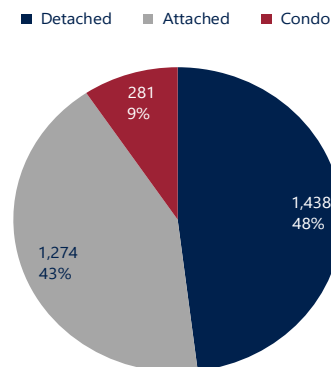
## Philadelphia Metropolitan Area - January 2024

**Total Units Sold by Type**

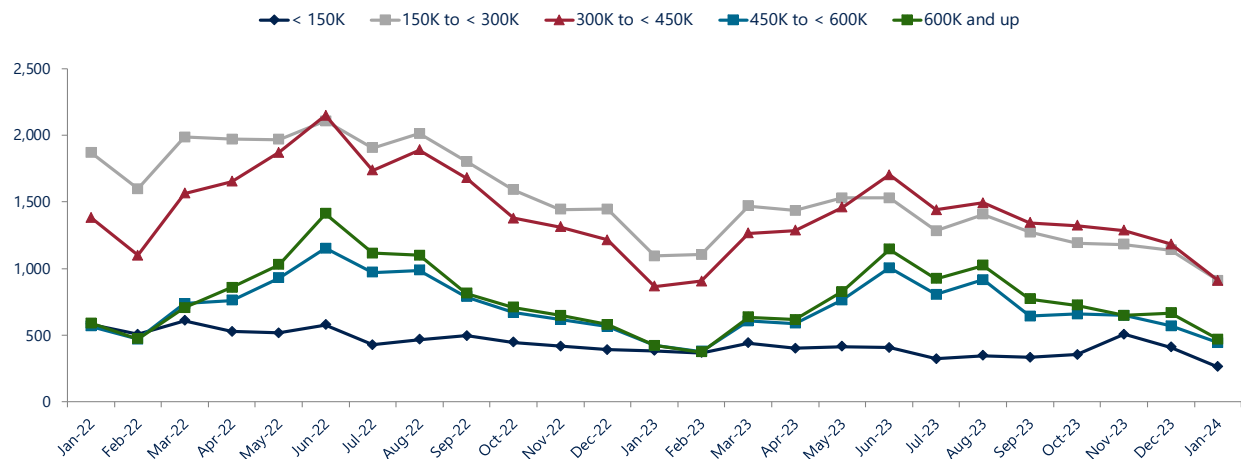


**Total Units Sold by Type**

Current Month

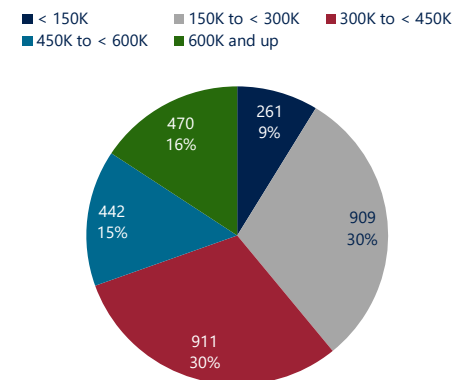


**Total Units Sold by Price Range**



**Total Units Sold by Price Range**

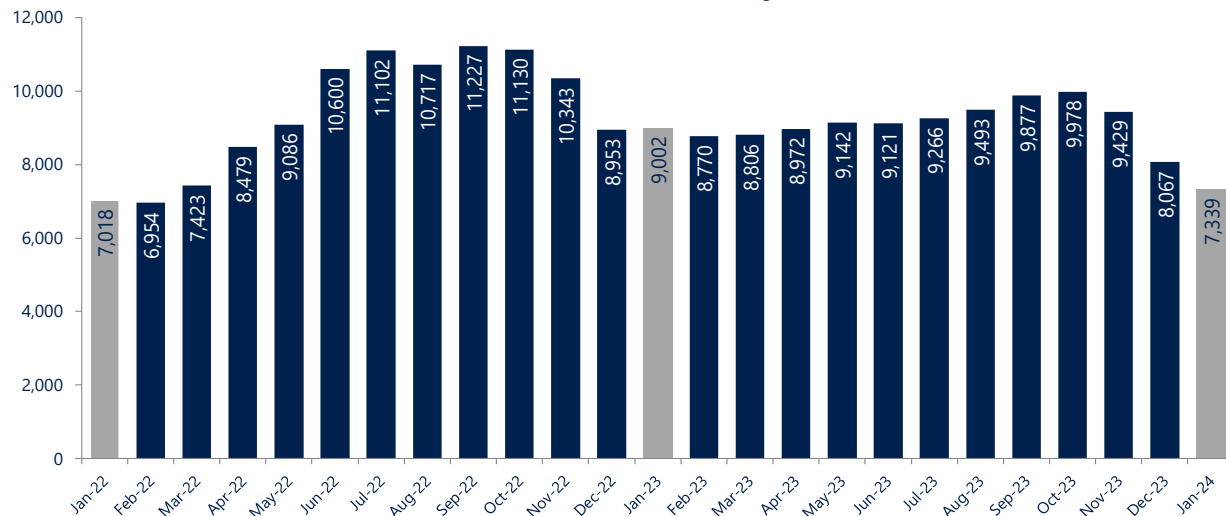
Current Month



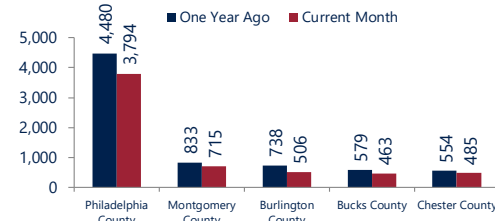
# Long & Foster Market Conditions Report

## Philadelphia Metropolitan Area - January 2024

### Total Active Inventory



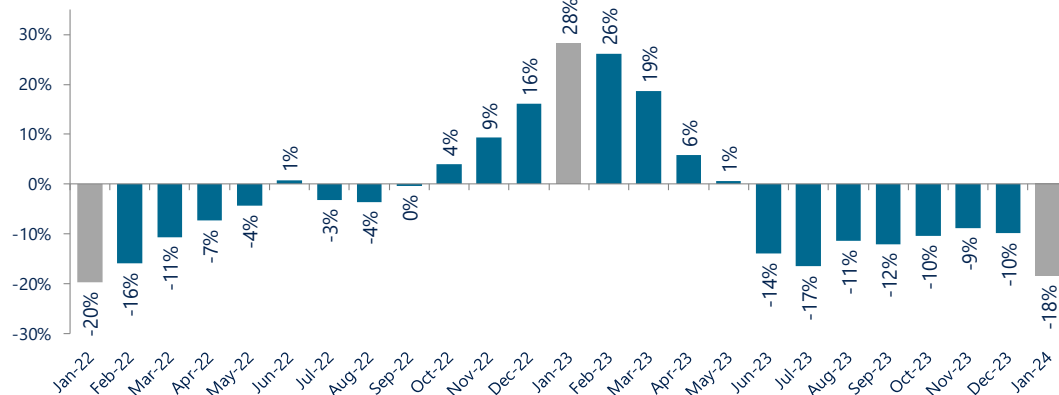
### Total Active Inventory Of Top Five Counties/Cities Based on Total Units Sold



### Highlights

- January's total active inventory of 7,339 units was 9% lower than the previous month's supply of inventory.
- Versus last January, the total number of homes available was lower by 1,663 units or 18%.

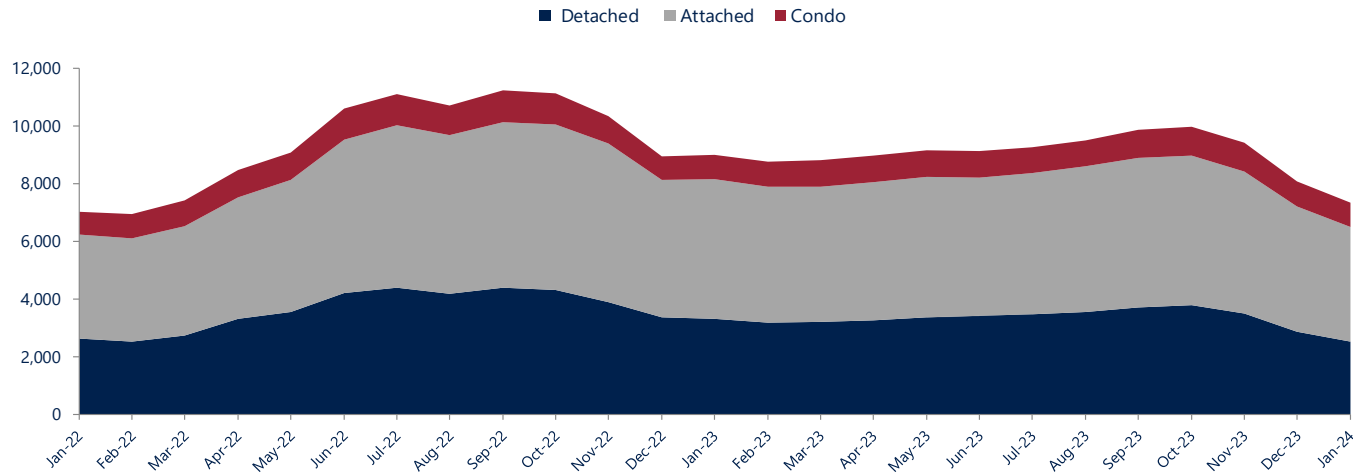
### Total Active Inventory Percent Change Year/Year



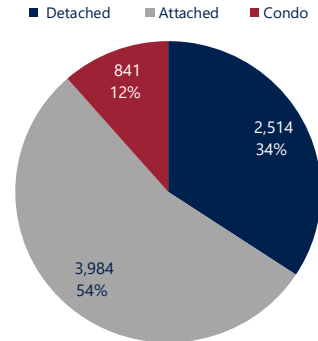
# Long & Foster Market Conditions Report

## Philadelphia Metropolitan Area - January 2024

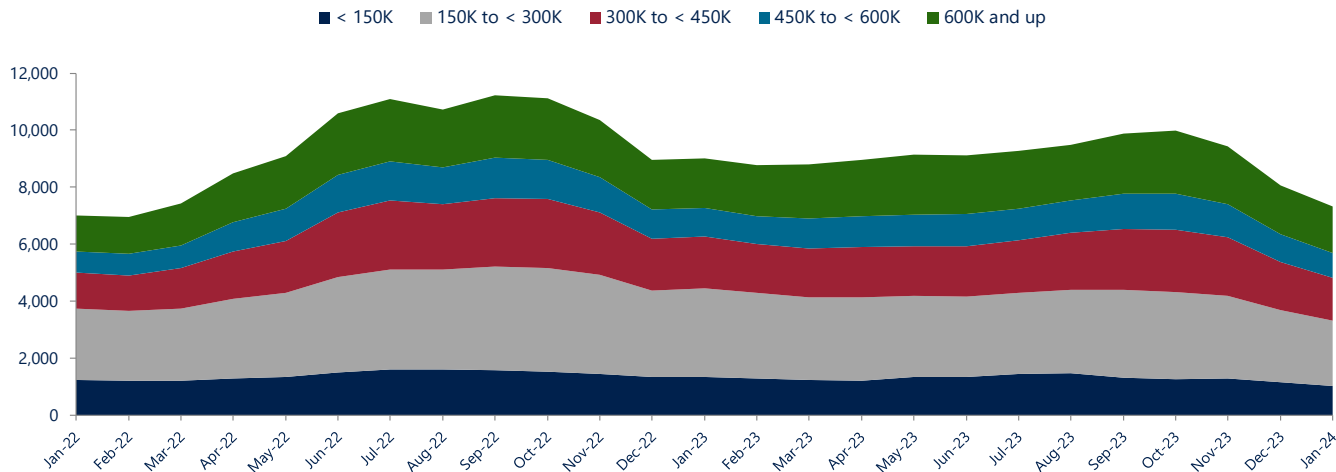
### Total Active Inventory by Type



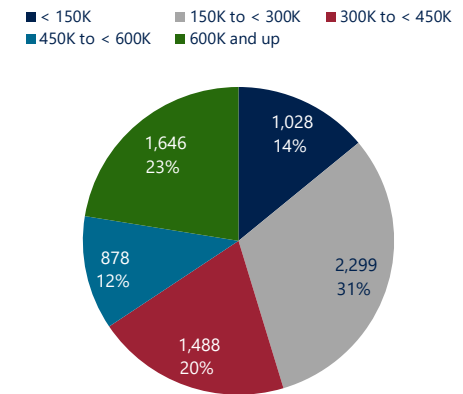
### Total Active Inventory by Type Current Month



### Total Active Inventory by Price Range



### Total Active Inventory by Price Range Current Month

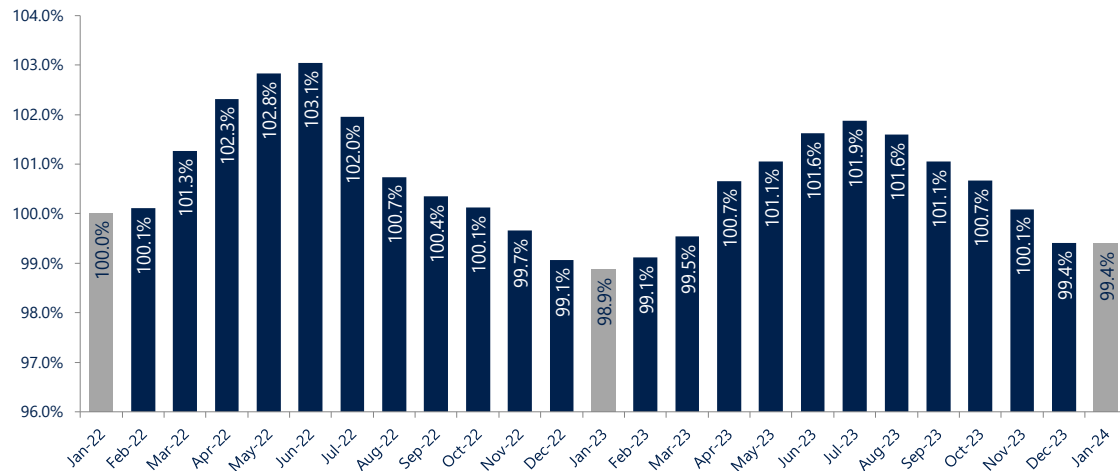




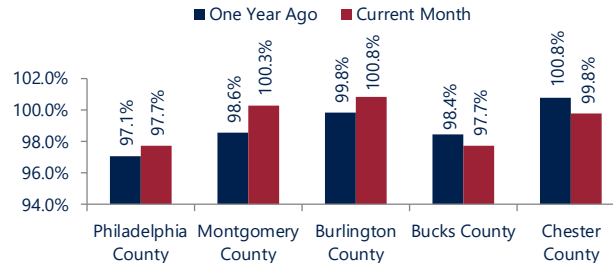
# Long & Foster Market Conditions Report

## Philadelphia Metropolitan Area - January 2024

**Average Sale Price as a Percent of List Price**



**Sale Price as % of List Price**  
Of Top Five Counties/Cities Based on Total Units Sold



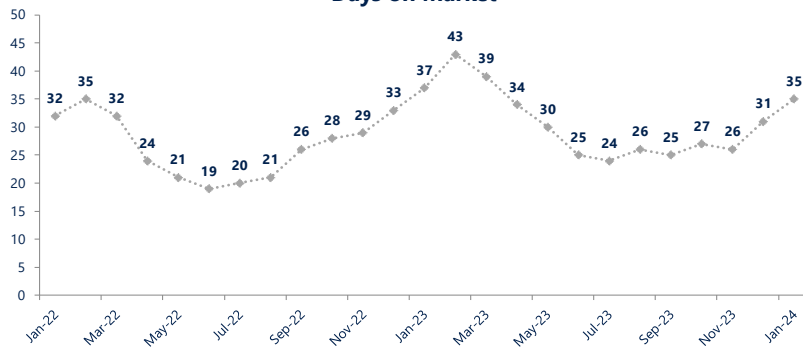
**Days on Market**

Current Month	One Year Ago
35	37
Down -5% Vs. Year Ago	

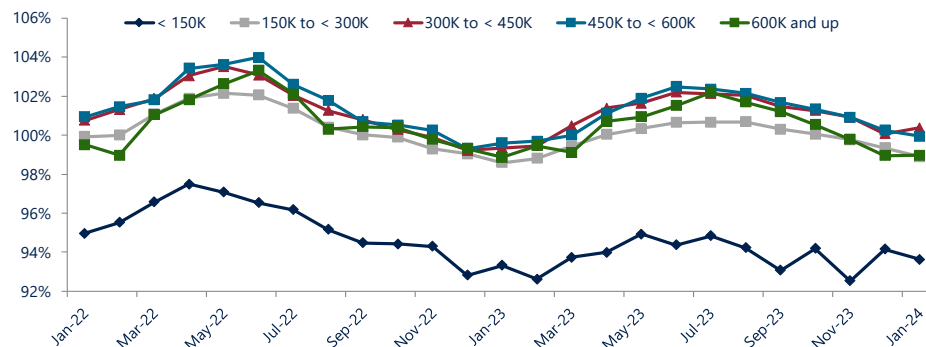
**Avg Sale Price as % of List Price**

Current Month	One Year Ago
99.4%	98.9%
Up 0.5% Vs. Year Ago	

**Days on Market**



**Average Sale Price as a Percent of List Price by Price Range**

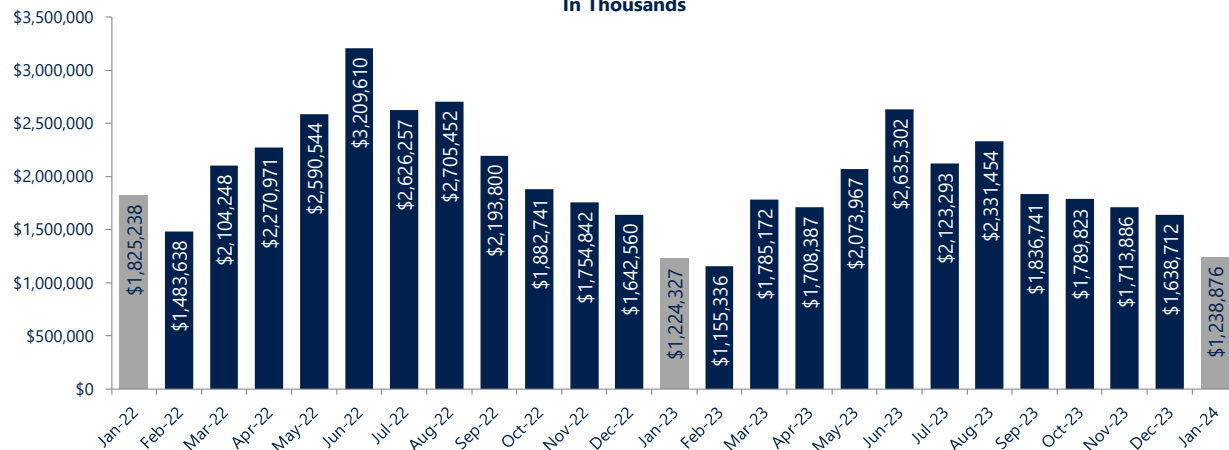




# Long & Foster Market Conditions Report

## Philadelphia Metropolitan Area - January 2024

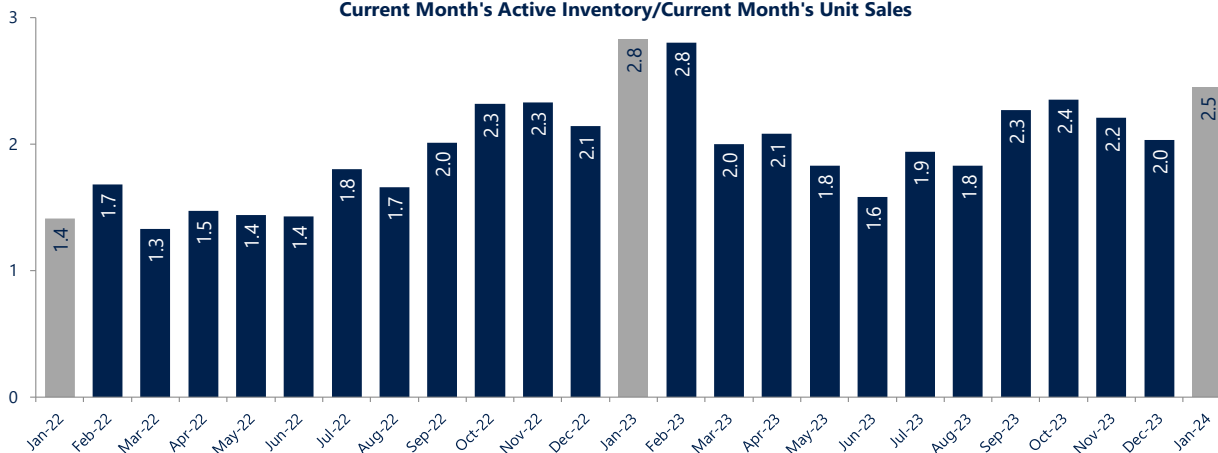
**Total Dollar Volume Sold**  
In Thousands



### Highlights

- Total volume sold this January was similar to the dollar volume sold one year ago.
- In January, there was 2.5 months of supply available, compared to 2.8 in January 2023. That was a decrease of 13% versus a year ago.

**Months of Supply**  
Current Month's Active Inventory/Current Month's Unit Sales



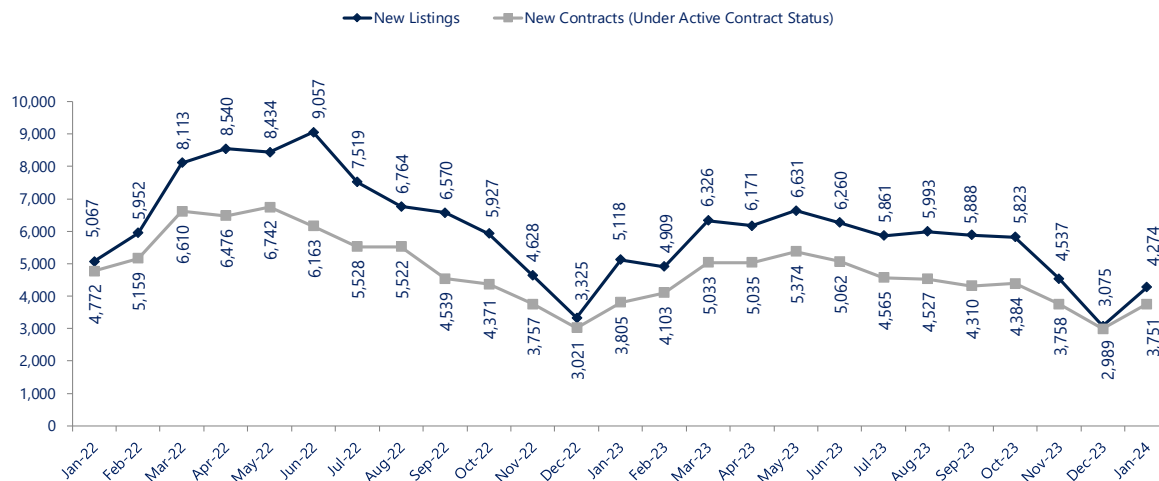
Total Dollar Volume Sold	
Current Month	One Year Ago
\$1,238,876,113	\$1,224,326,749
Up 1% Vs. Year Ago	

Months of Supply	
Current Month	One Year Ago
2.5	2.8
Down -13% Vs. Year Ago	

# Long & Foster Market Conditions Report

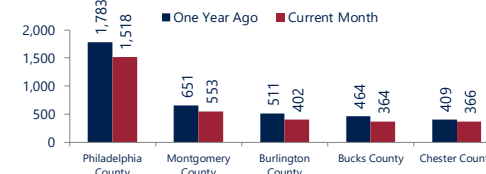
## Philadelphia Metropolitan Area - January 2024

### New Listings & New Contracts



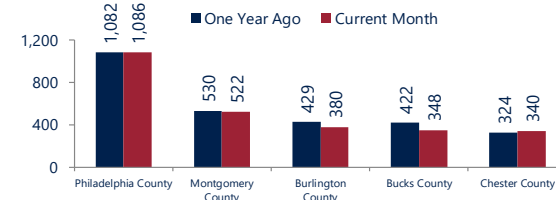
### New Listings

Of Top Five Counties/Cities Based on Total Units Sold



### New Contracts

Of Top Five Counties/Cities Based on Total Units Sold



### New Listings

Current Month	One Year Ago
4,274	5,118

Down -16% Vs. Year Ago

### New Contracts

Current Month	One Year Ago
3,751	3,805

Down -1% Vs. Year Ago

### Highlights

- Based on this month's amount of new listings and new contracts, the ratio of home supply (new listings) to current home demand (new contracts) was 1.1, a decrease of 15% from January 2023.

### Supply/Demand Ratio

Number of New Listings to New Contracts

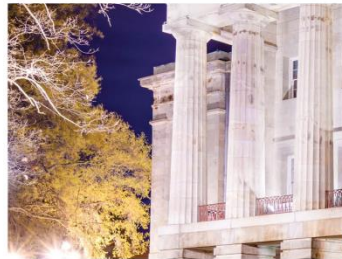


# Market Conditions Report

The Triangle, NC Area

January 2024

**LONG & FOSTER**  
REAL ESTATE



Long & Foster's All-Inclusive Services

Real Estate | Mortgage | Home Inspection | Title | Insurance | Moving | Property Management | Vacation Rentals | Relocation

Global Partnerships

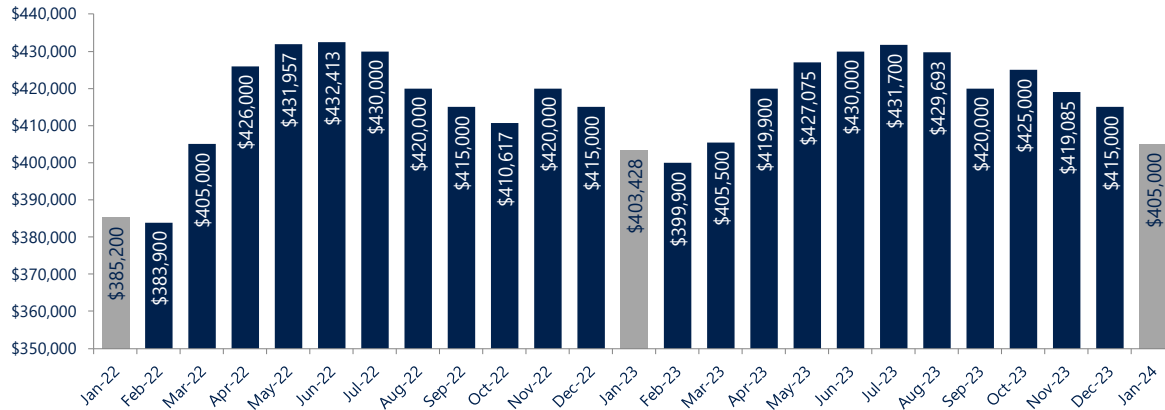
Forbes Global Properties | Leading Real Estate Companies of the World® | Luxury Portfolio International | Who's Who in Luxury Real Estate



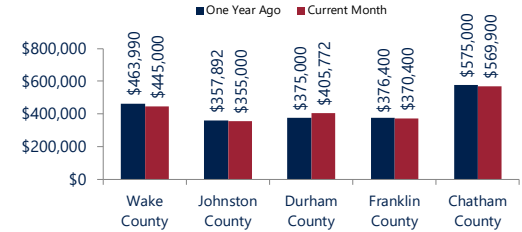
# Long & Foster Market Conditions Report

## The Triangle, NC Area - January 2024

### Median Sales Price



### Median Sale Price Of Top Five Counties/Cities Based on Total Units Sold

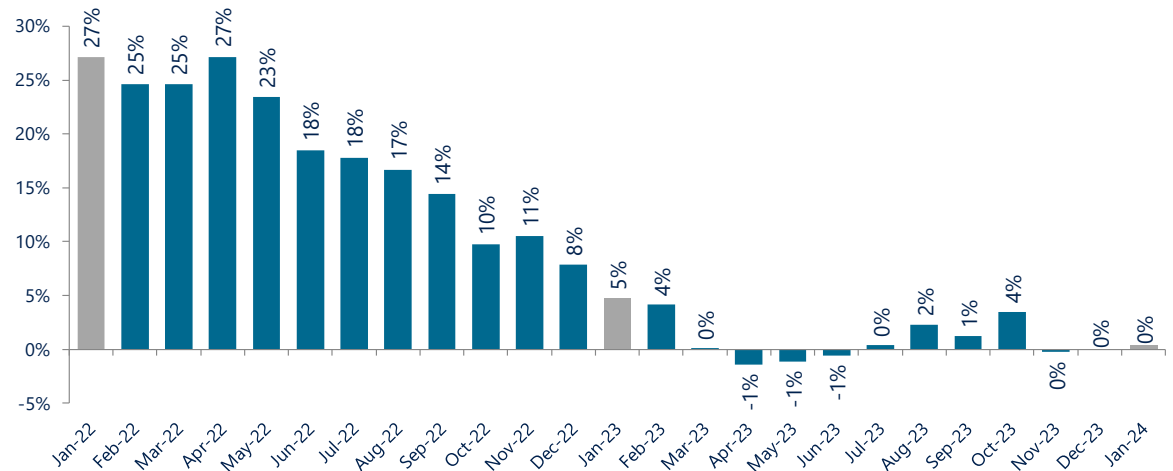


### Highlights

- This January, the median sale price was \$405,000, which was similar to the median sale price of January 2023.
- The current median sale price was 2% lower than in December.

### Median Sale Price

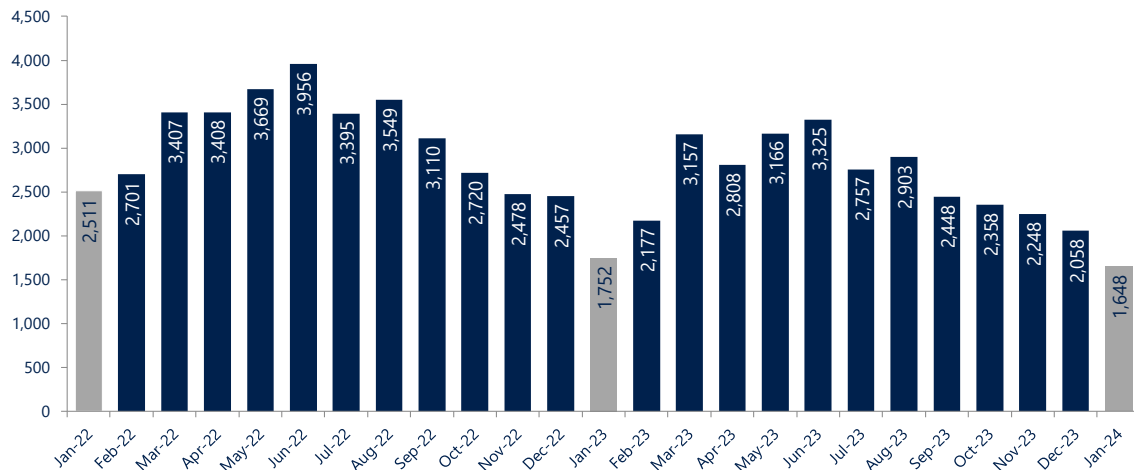
#### Percent Change Year/Year



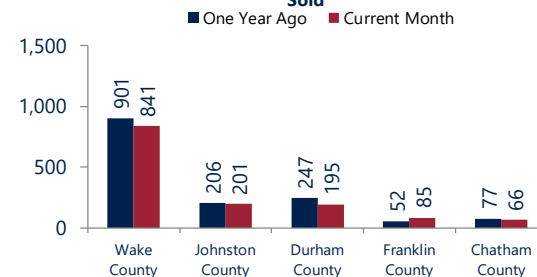
# Long & Foster Market Conditions Report

## The Triangle, NC Area - January 2024

**Total Units Sold**



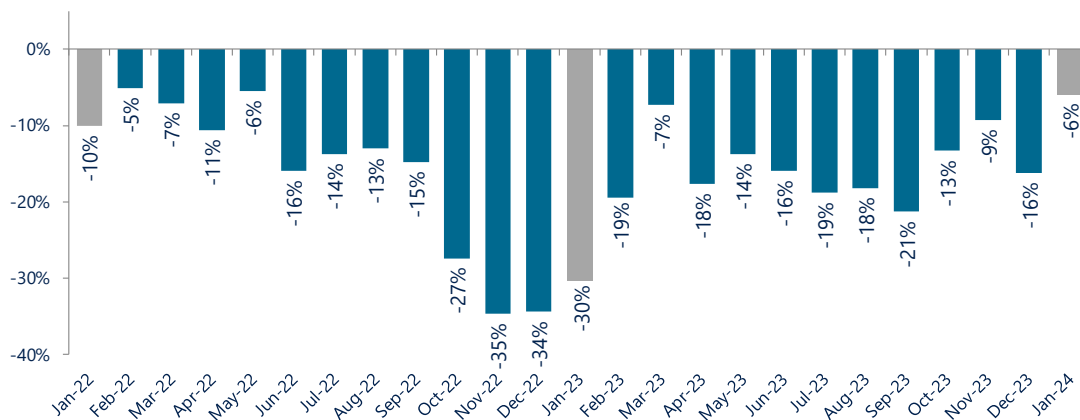
**Total Units Sold**  
Of Top Five Counties/Cities Based on Total Units Sold



### Highlights

- This month's total units sold was lower than at this time last year, a decrease of 6% versus January 2023.
- There was a decrease of 20% in total units sold in January compared to December.

**Total Units Sold**  
Percent Change Year/Year

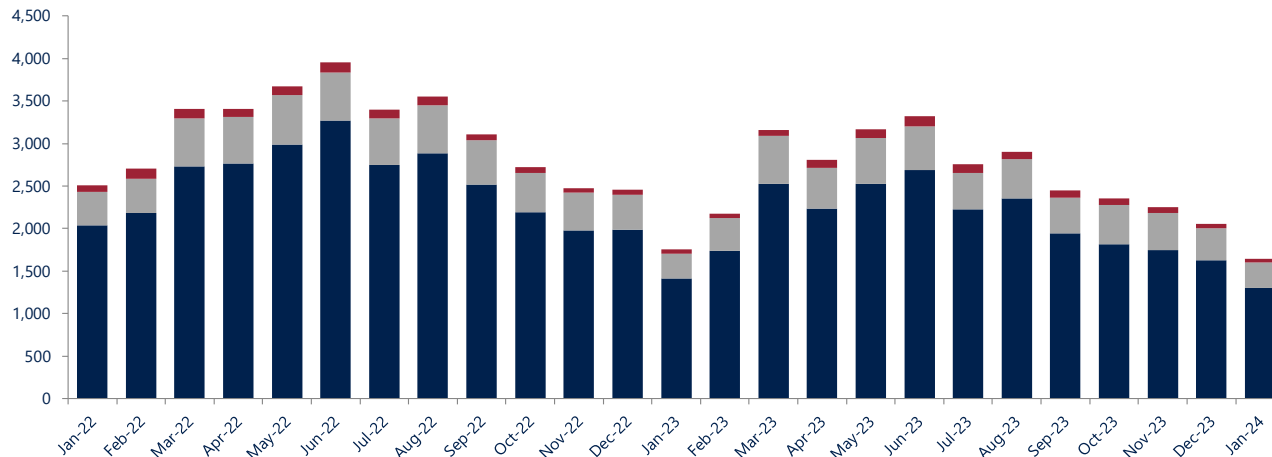


# Long & Foster Market Conditions Report

## The Triangle, NC Area - January 2024

**Total Units Sold by Type**

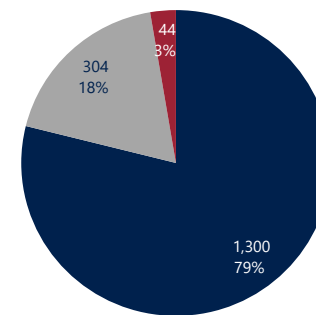
■ Detached ■ Attached ■ Condo



**Total Units Sold by Type**

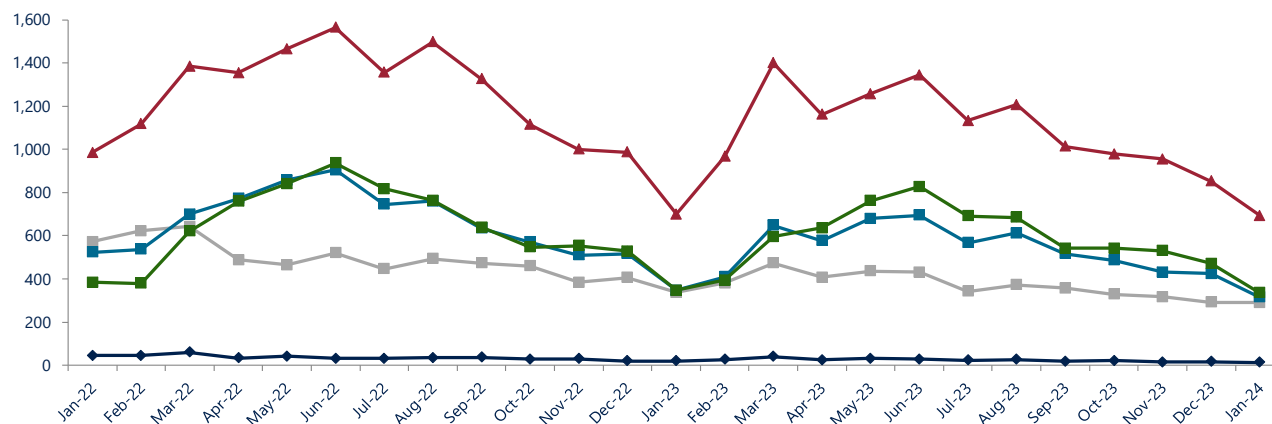
**Current Month**

■ Detached ■ Attached ■ Condo



**Total Units Sold by Price Range**

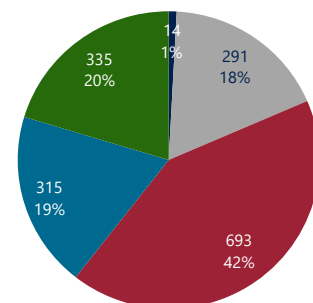
◆ < 150K ■ 150K to < 300K ▲ 300K to < 450K ◆ 450K to < 600K ■ 600K and up



**Total Units Sold by Price Range**

**Current Month**

■ < 150K ■ 150K to < 300K ▲ 300K to < 450K ◆ 450K to < 600K ■ 600K and up

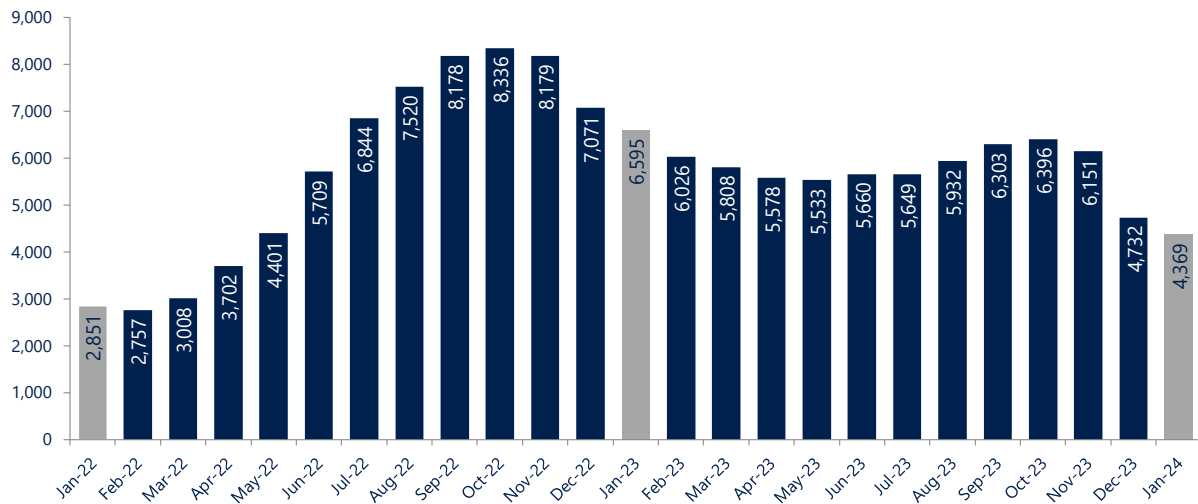




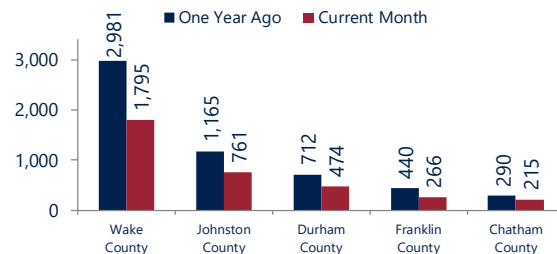
# Long & Foster Market Conditions Report

## The Triangle, NC Area - January 2024

### Total Active Inventory



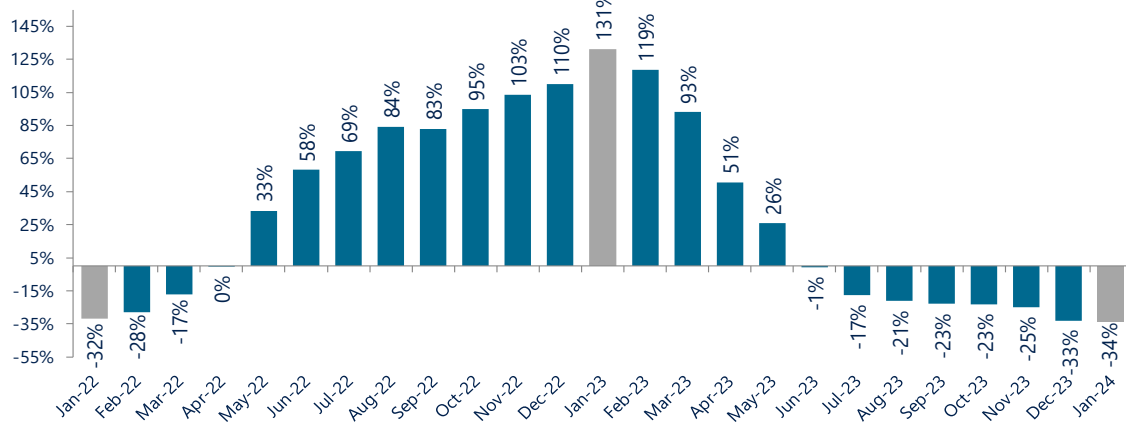
### Total Active Inventory Of Top Five Counties/Cities Based on Total Units Sold



### Highlights

- January's total active inventory of 4,369 units was 8% lower than the previous month's supply of inventory.
- Versus last January, the total number of homes available was lower by 2,226 units or 34%.

### Total Active Inventory Percent Change Year/Year

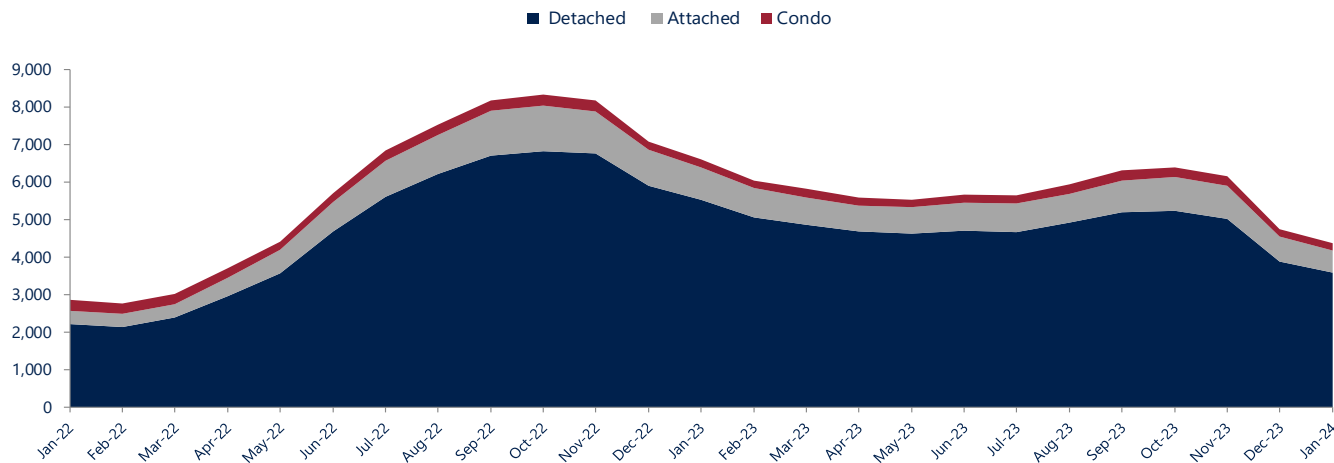




# Long & Foster Market Conditions Report

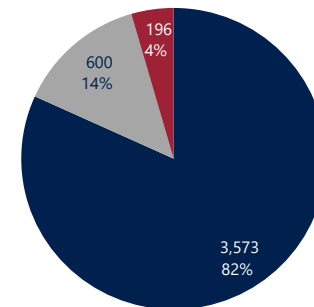
## The Triangle, NC Area - January 2024

### Total Active Inventory by Type



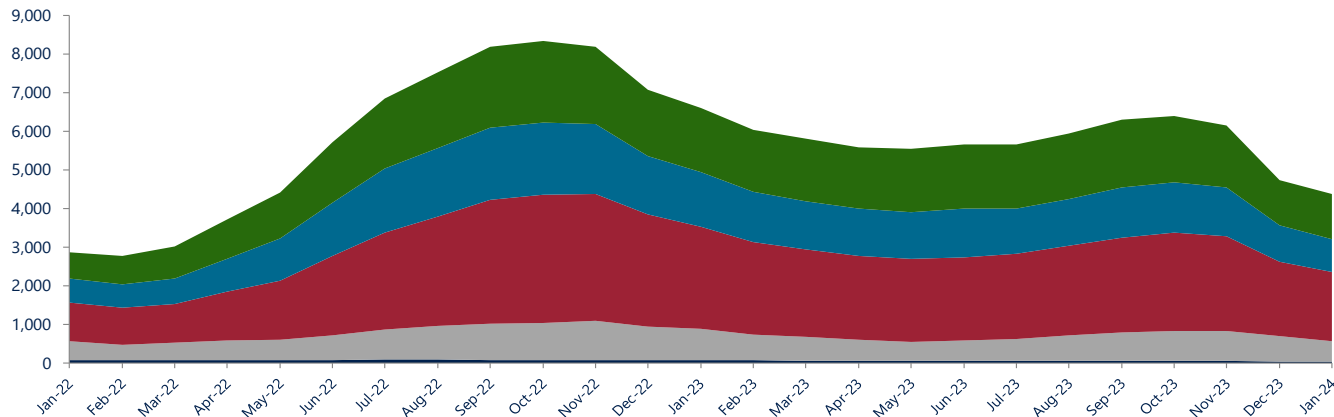
### Total Active Inventory by Type

Current Month  
■ Detached ■ Attached ■ Condo



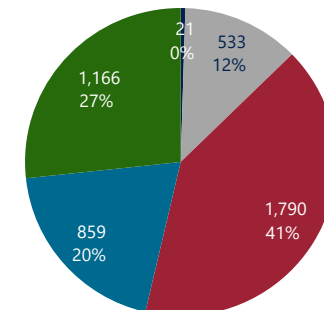
### Total Active Inventory by Price Range

■ < 150K ■ 150K to < 300K ■ 300K to < 450K ■ 450K to < 600K ■ 600K and up



### Total Active Inventory by Price Range

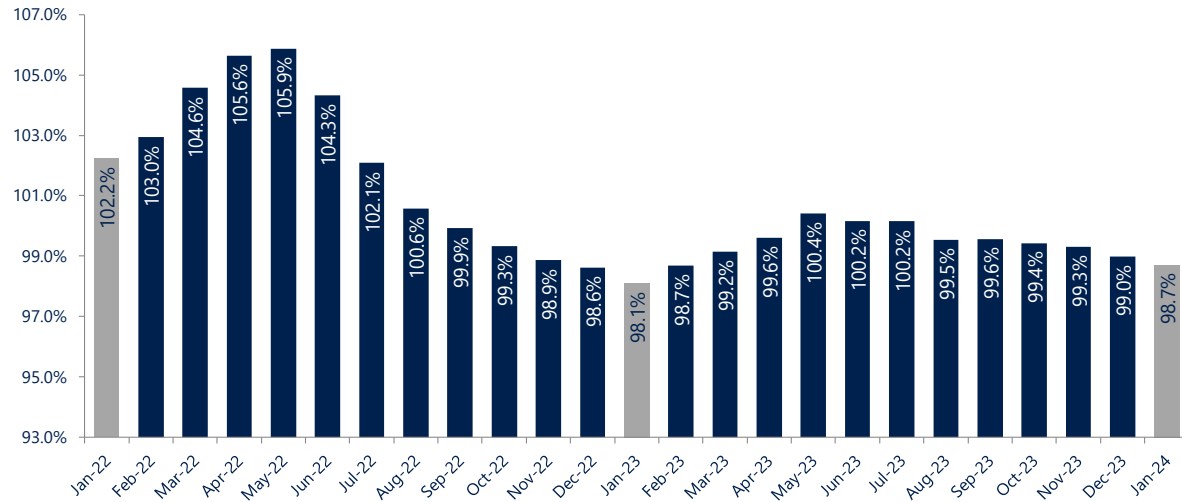
Current Month  
■ < 150K ■ 150K to < 300K ■ 300K to < 450K ■ 450K to < 600K ■ 600K and up



# Long & Foster Market Conditions Report

## The Triangle, NC Area - January 2024

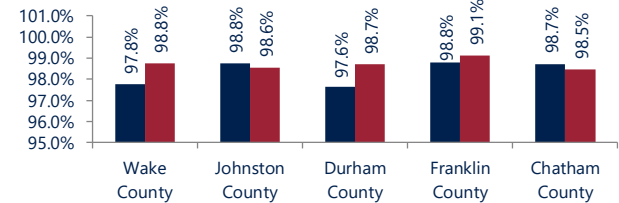
**Average Sale Price as a Percent of List Price**



**Sale Price as % of List Price**

Of Top Five Counties/Cities Based on Total Units Sold

■ One Year Ago ■ Current Month



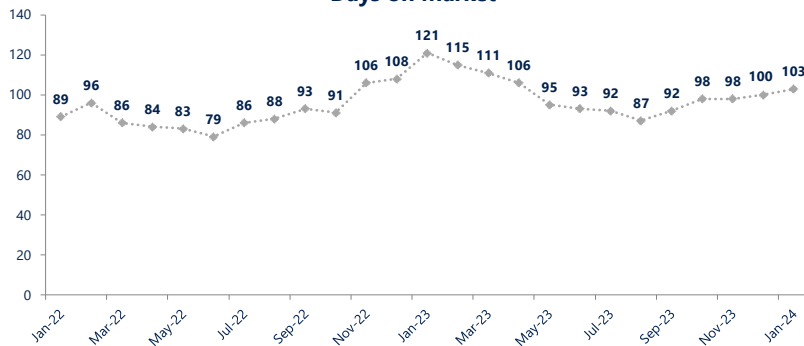
**Days on Market**

Current Month	One Year Ago
103	121
Down -15% Vs. Year Ago	

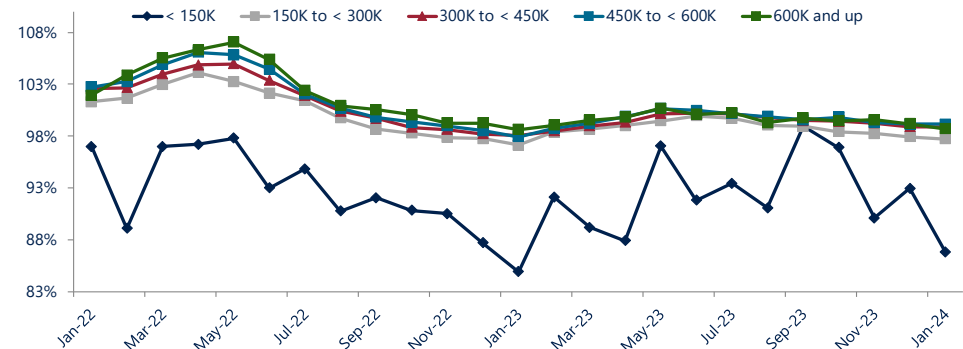
**Avg Sale Price as % of List Price**

Current Month	One Year Ago
98.7%	98.1%
Up 0.6% Vs. Year Ago	

**Days on Market**



**Average Sale Price as a Percent of List Price by Price Range**

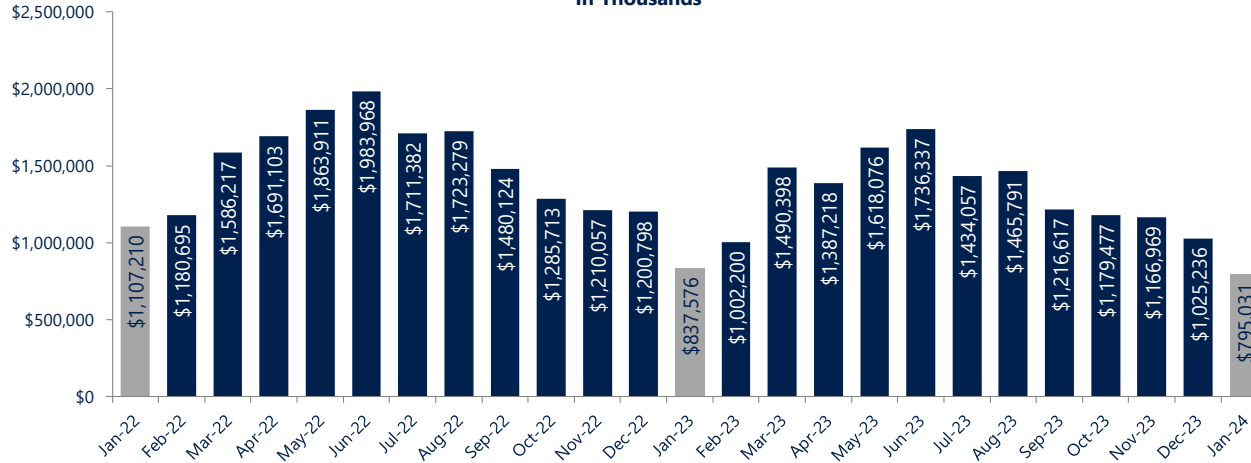


# Long & Foster Market Conditions Report

## The Triangle, NC Area - January 2024

### Total Dollar Volume Sold

In Thousands

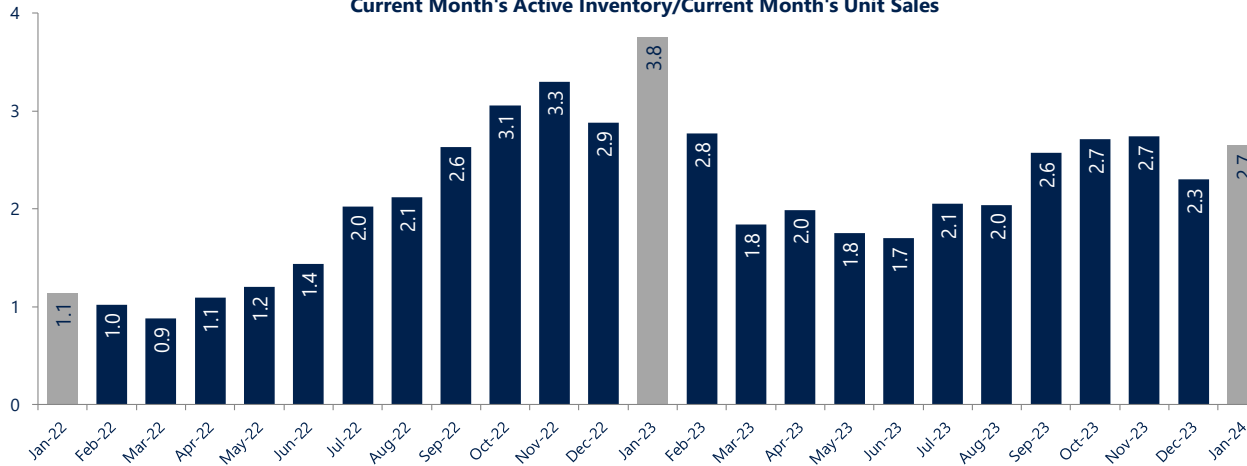


### Highlights

- Total volume sold this January was 5% less than the same month one year ago.
- In January, there was 2.7 months of supply available, compared to 3.8 in January 2023. That was a decrease of 30% versus a year ago.

### Months of Supply

Current Month's Active Inventory/Current Month's Unit Sales



### Total Dollar Volume Sold

Current Month	One Year Ago
\$795,031,391	\$837,576,264

Down -5% Vs. Year Ago

### Months of Supply

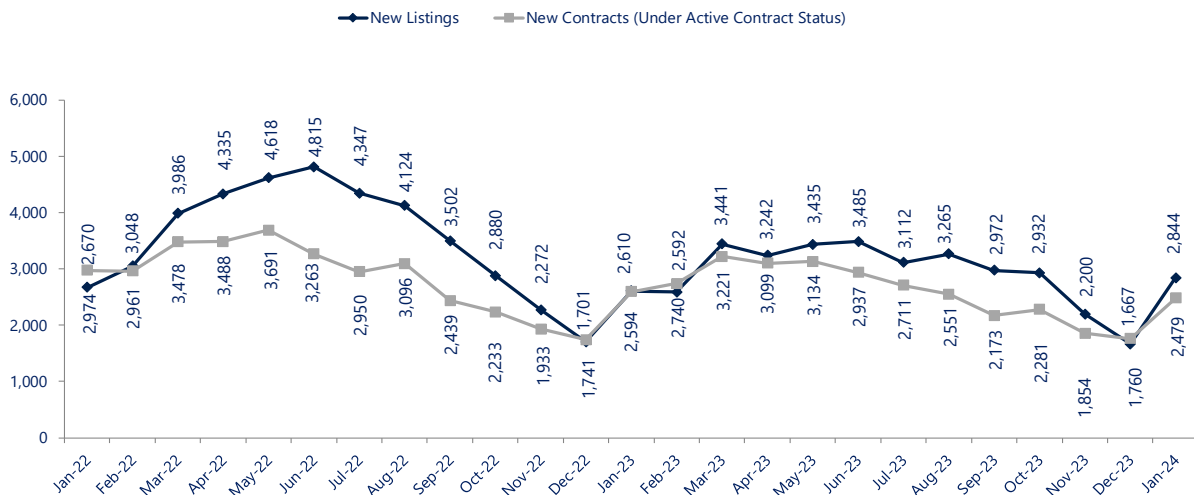
Current Month	One Year Ago
2.7	3.8

Down -30% Vs. Year Ago

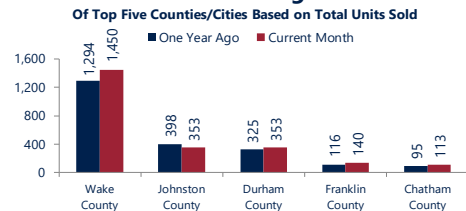
# Long & Foster Market Conditions Report

## The Triangle, NC Area - January 2024

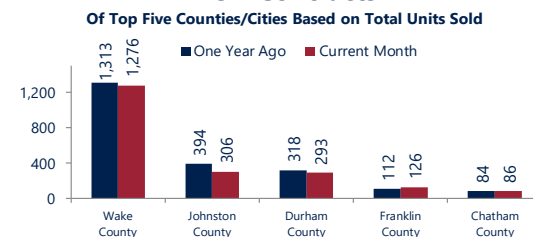
### New Listings & New Contracts



### New Listings



### New Contracts



### New Listings

Current Month	One Year Ago
2,844	2,610

Up 9% Vs. Year Ago

### Highlights

- Based on this month's amount of new listings and new contracts, the ratio of home supply (new listings) to current home demand (new contracts) was 1.1, an increase of 14% from January 2023.

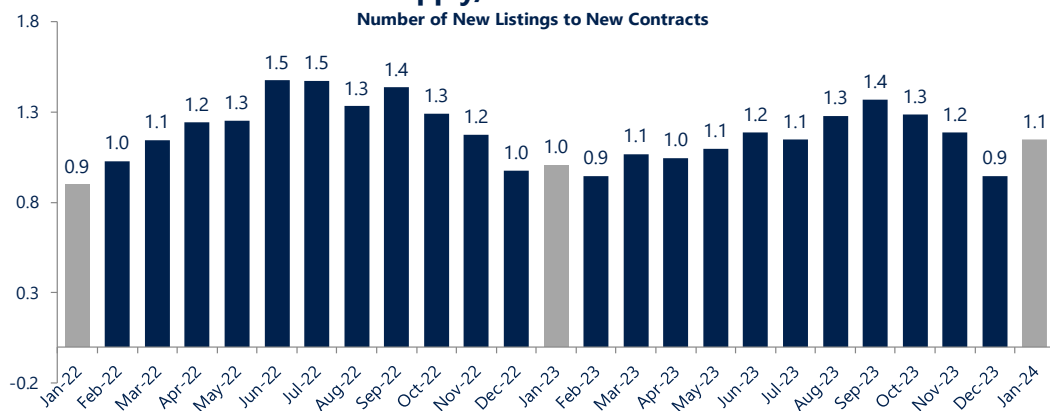
### New Contracts

Current Month	One Year Ago
2,479	2,594

Down -4% Vs. Year Ago

### Supply/Demand Ratio

Number of New Listings to New Contracts



# Market Conditions Report

Charlottesville, VA Area

January 2024

LONG & FOSTER  
REAL ESTATE



Long & Foster's All-Inclusive Services

Real Estate | Mortgage | Home Inspection | Title | Insurance | Moving | Property Management | Vacation Rentals | Relocation

Global Partnerships

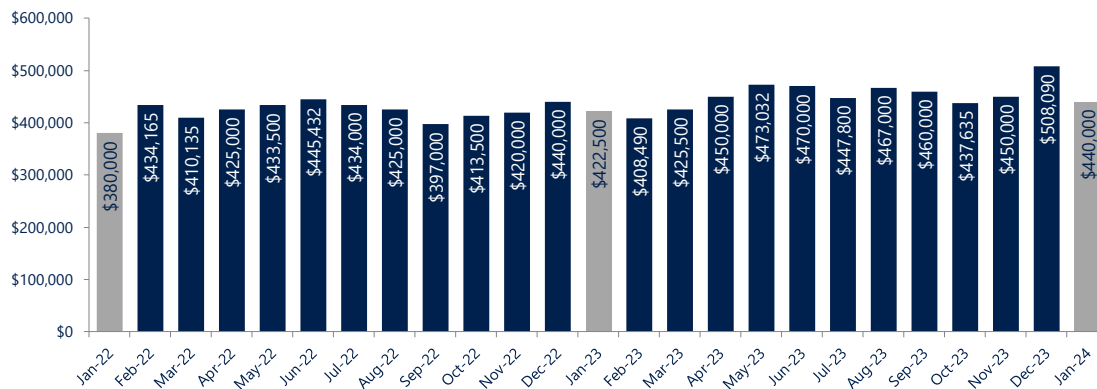
Forbes Global Properties | Leading Real Estate Companies of the World® | Luxury Portfolio International | Who's Who in Luxury Real Estate



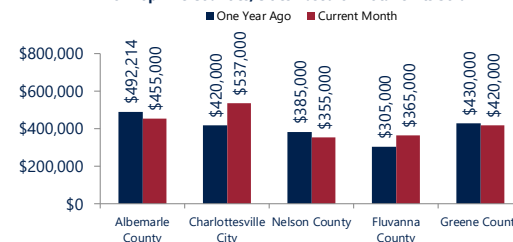
# Long & Foster Market Conditions Report

## Charlottesville Area - January 2024

### Median Sales Price



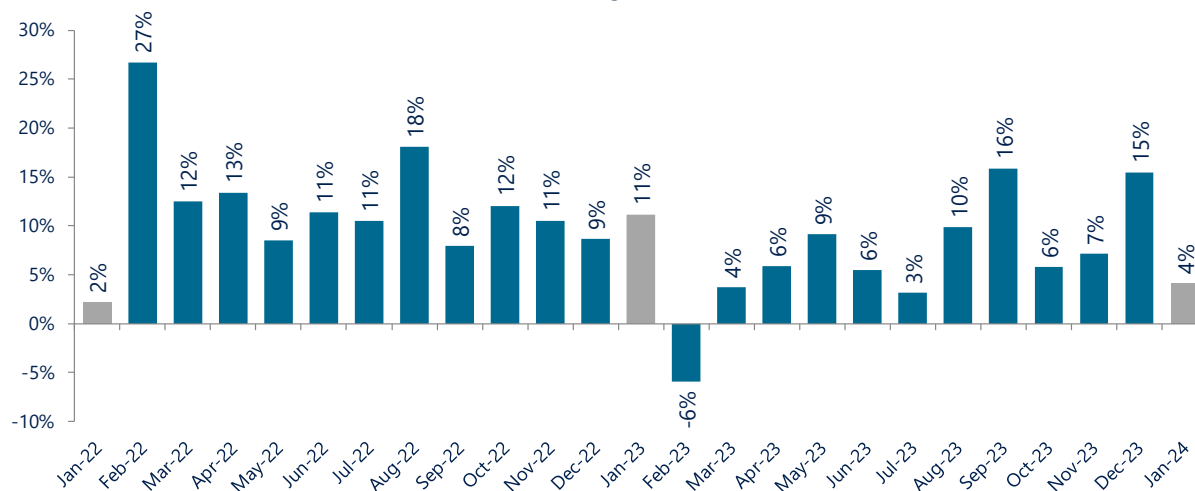
### Median Sale Price Of Top Five Counties/Cities Based on Total Units Sold



### Highlights

- This January, the median sale price was \$440,000, an increase of 4% compared to last year.
- The current median sale price was 13% lower than in December.

### Median Sale Price Percent Change Year/Year

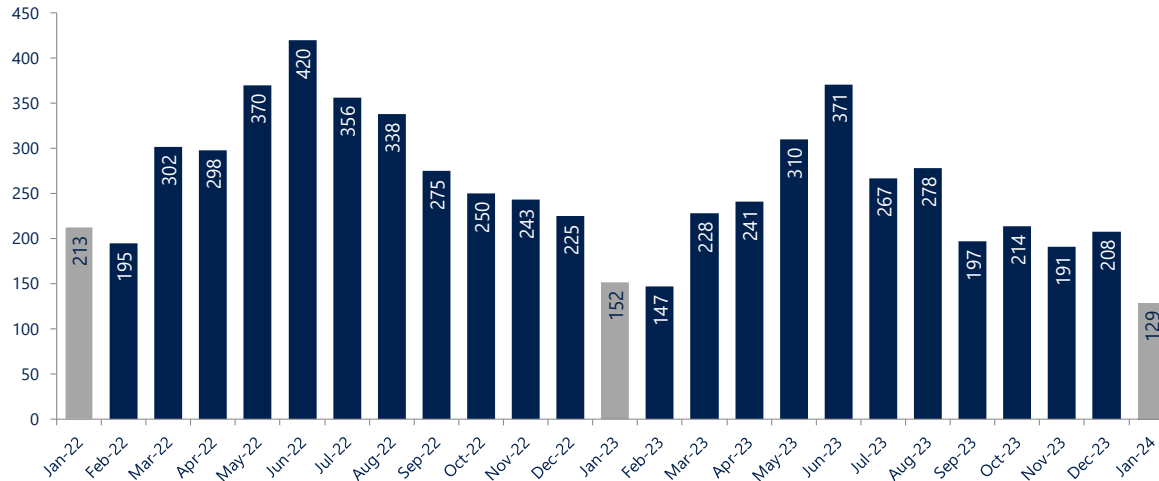




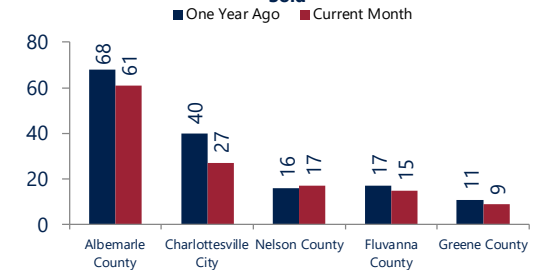
# Long & Foster Market Conditions Report

## Charlottesville Area - January 2024

### Total Units Sold



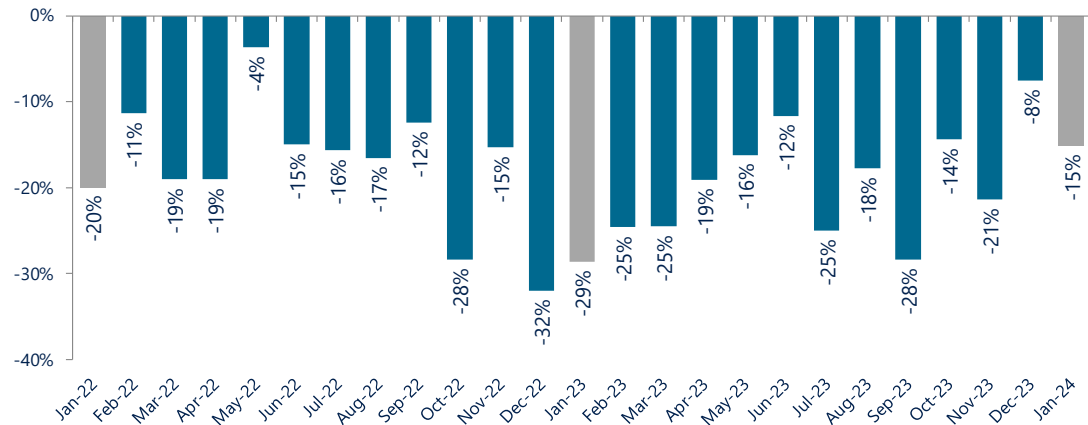
### Total Units Sold Of Top Five Counties/Cities Based on Total Units Sold



### Highlights

- This month's total units sold was lower than at this time last year, a decrease of 15% versus January 2023.
- There was a decrease of 38% in total units sold in January compared to December.

### Total Units Sold Percent Change Year/Year

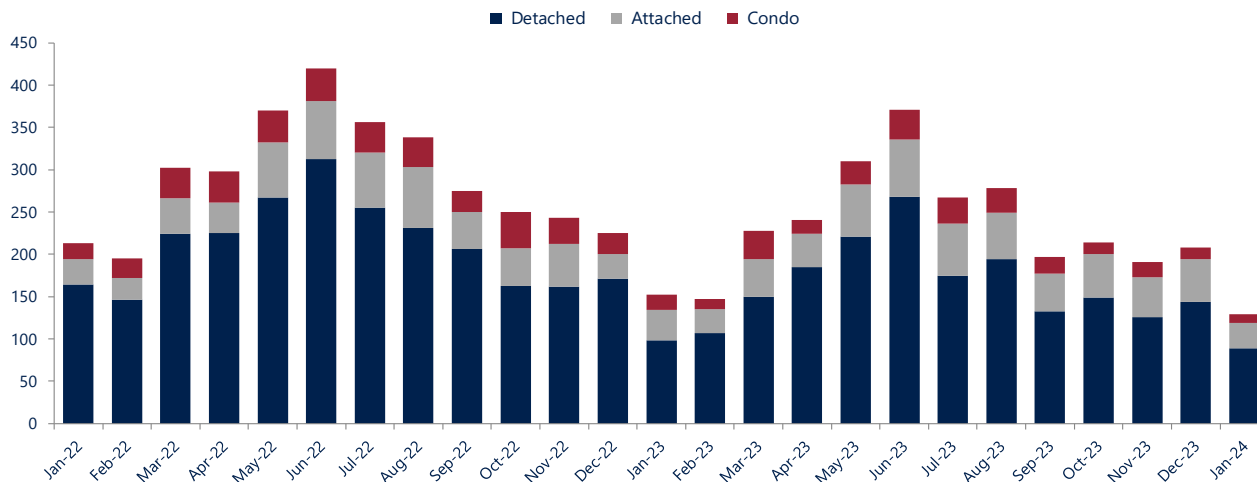




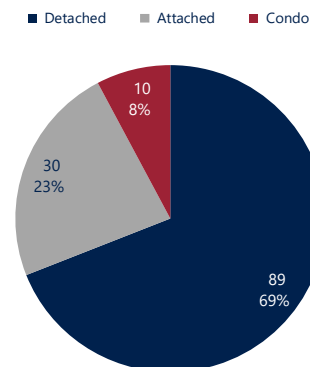
# Long & Foster Market Conditions Report

## Charlottesville Area - January 2024

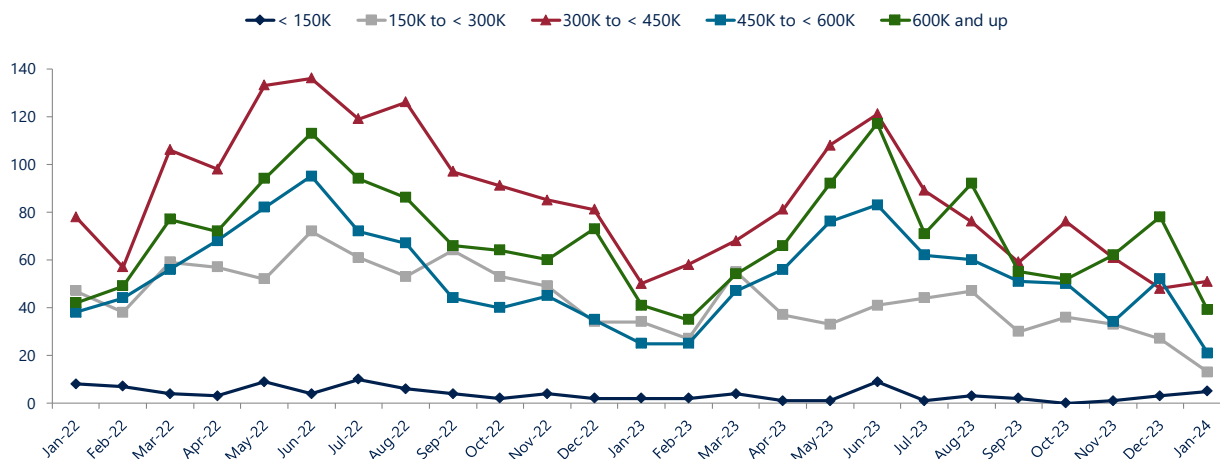
**Total Units Sold by Type**



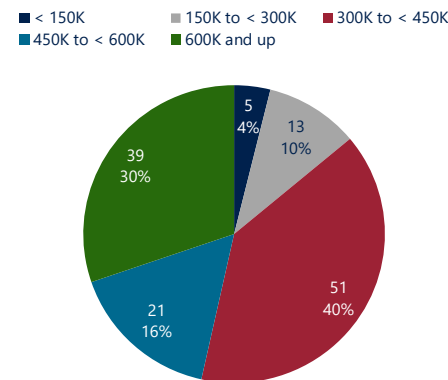
**Total Units Sold by Type**  
Current Month



**Total Units Sold by Price Range**



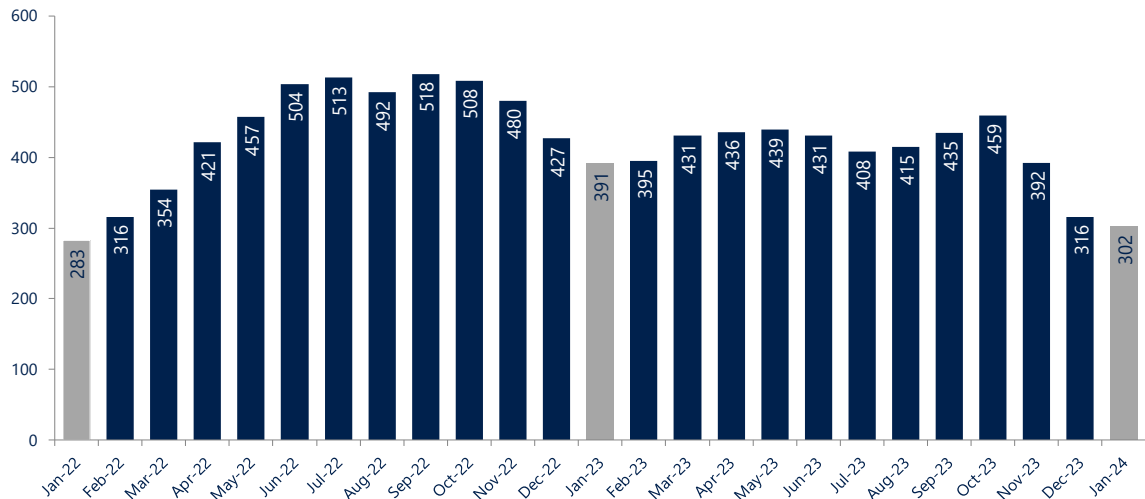
**Total Units Sold by Price Range**  
Current Month



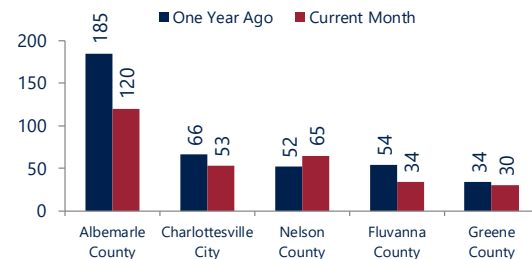
# Long & Foster Market Conditions Report

## Charlottesville Area - January 2024

**Total Active Inventory**



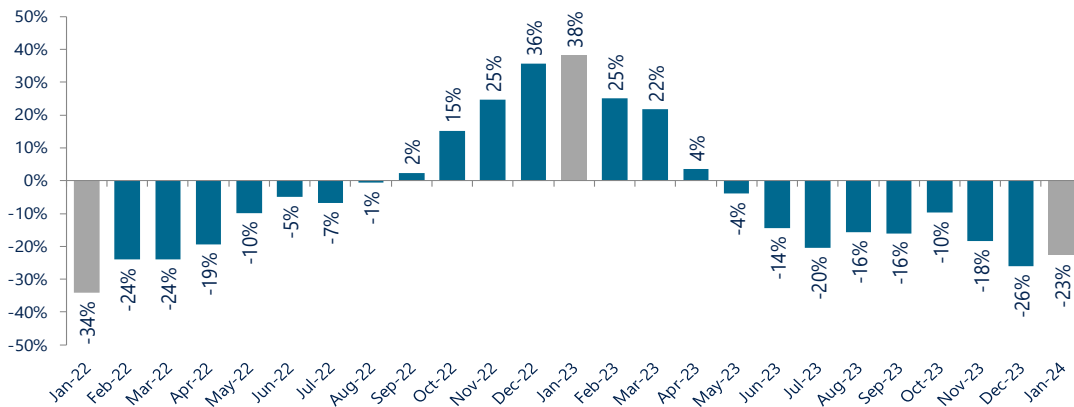
**Total Active Inventory**  
Of Top Five Counties/Cities Based on Total Units Sold



### Highlights

- January's total active inventory of 302 units was 4% lower than the previous month's supply of inventory.
- Versus last January, the total number of homes available was lower by 89 units or 23%.

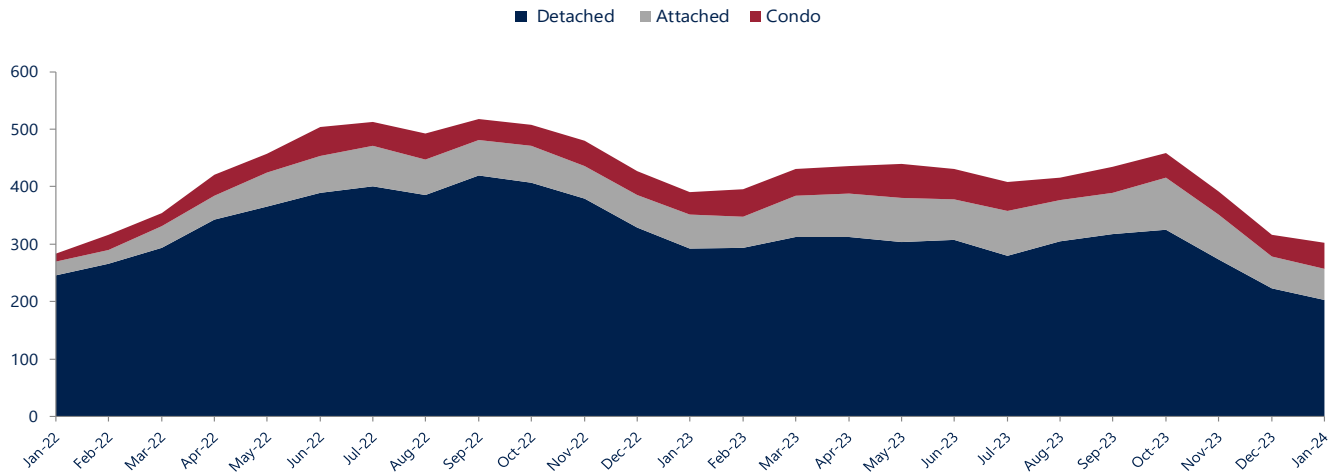
**Total Active Inventory**  
Percent Change Year/Year



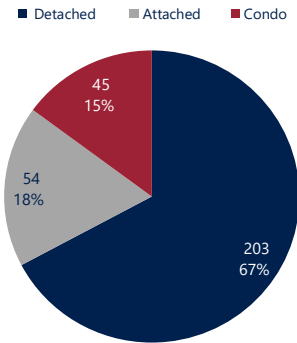
# Long & Foster Market Conditions Report

## Charlottesville Area - January 2024

### Total Active Inventory by Type

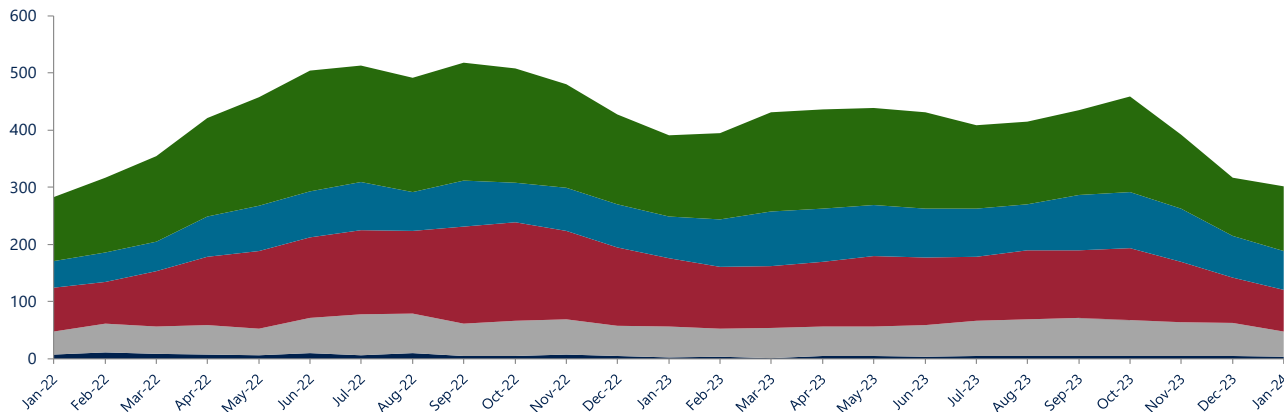


### Total Active Inventory by Type Current Month



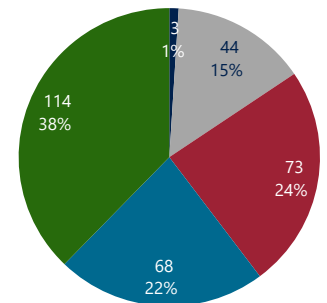
### Total Active Inventory by Price Range

■ < 150K ■ 150K to < 300K ■ 300K to < 450K ■ 450K to < 600K ■ 600K and up



### Total Active Inventory by Price Range Current Month

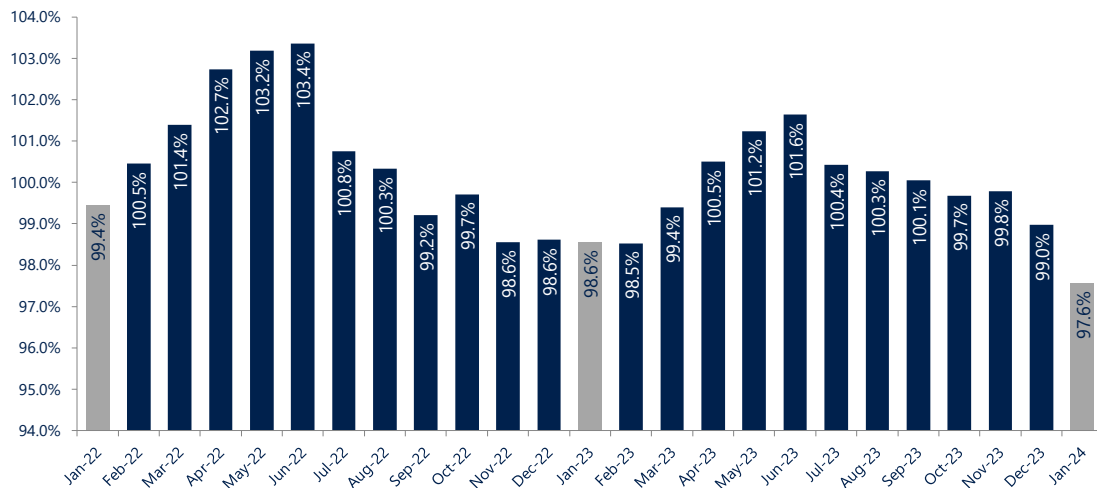
■ < 150K ■ 150K to < 300K ■ 300K to < 450K ■ 450K to < 600K ■ 600K and up



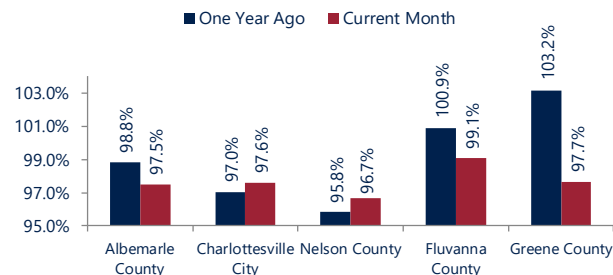
# Long & Foster Market Conditions Report

## Charlottesville Area - January 2024

**Average Sale Price as a Percent of List Price**



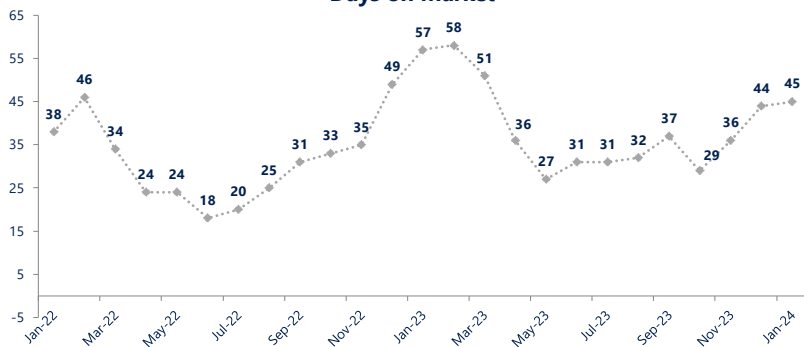
**Sale Price as % of List Price**  
Of Top Five Counties/Cities Based on Total Units Sold



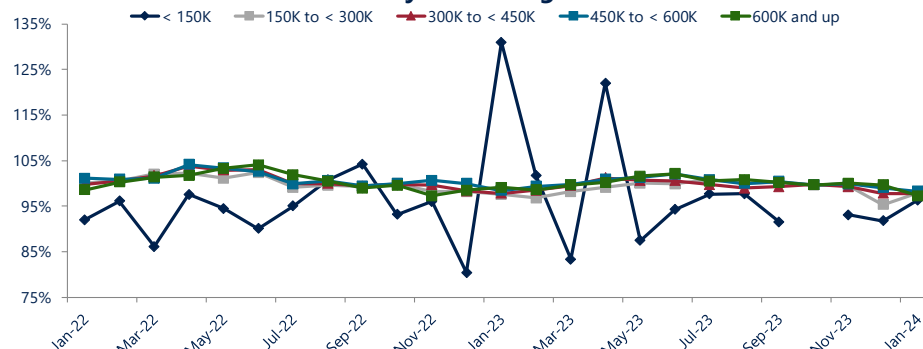
Days on Market	
Current Month	One Year Ago
45	57
Down -21% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
97.6%	98.6%
Down -1.0% Vs. Year Ago	

**Days on Market**



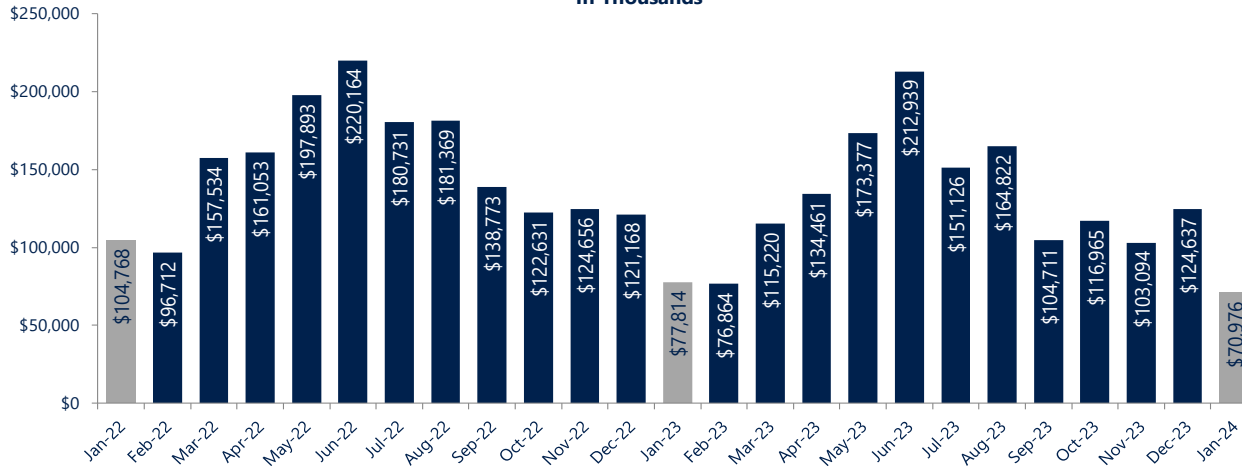
**Average Sale Price as a Percent of List Price by Price Range**



# Long & Foster Market Conditions Report

## Charlottesville Area - January 2024

**Total Dollar Volume Sold**  
In Thousands



### Highlights

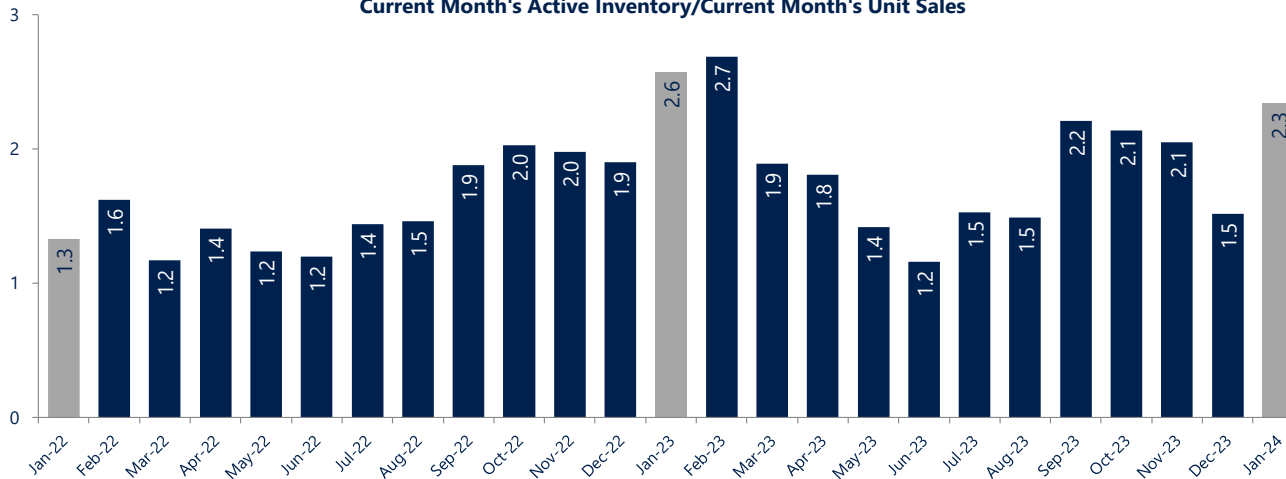
- Total volume sold this January was 9% less than the same month one year ago.
- In January, there was 2.3 months of supply available, compared to 2.6 in January 2023. That was a decrease of 9% versus a year ago.

### Total Dollar Volume Sold

Current Month	One Year Ago
\$70,975,780	\$77,813,948
Down -9% Vs. Year Ago	

### Months of Supply

Current Month's Active Inventory/Current Month's Unit Sales



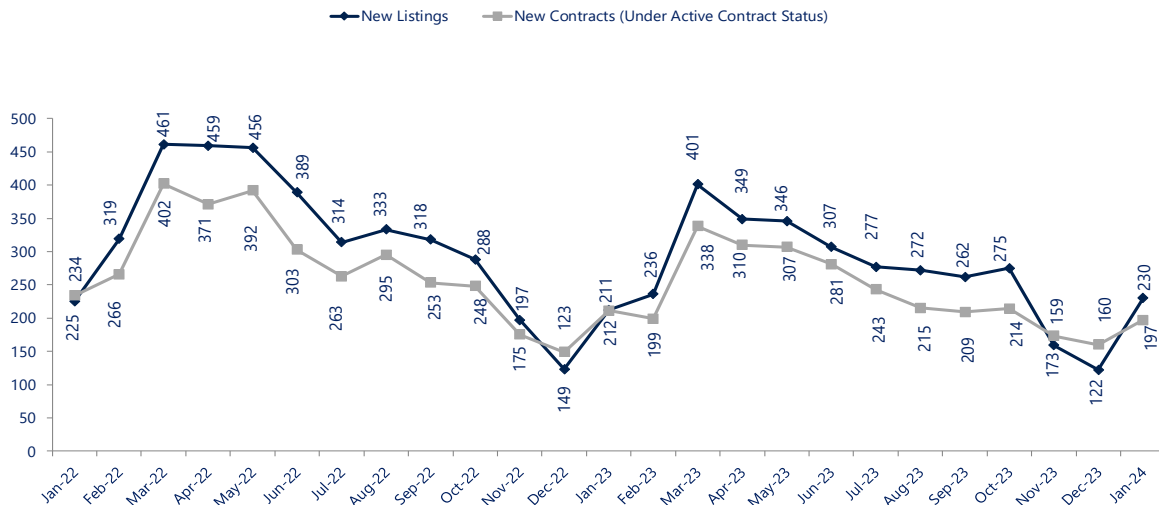
### Months of Supply

Current Month	One Year Ago
2.3	2.6
Down -9% Vs. Year Ago	

# Long & Foster Market Conditions Report

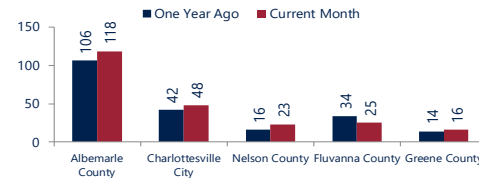
## Charlottesville Area - January 2024

### New Listings & New Contracts



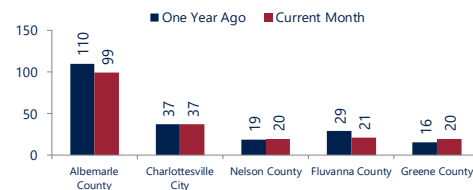
### New Listings

Of Top Five Counties/Cities Based on Total Units Sold



### New Contracts

Of Top Five Counties/Cities Based on Total Units Sold

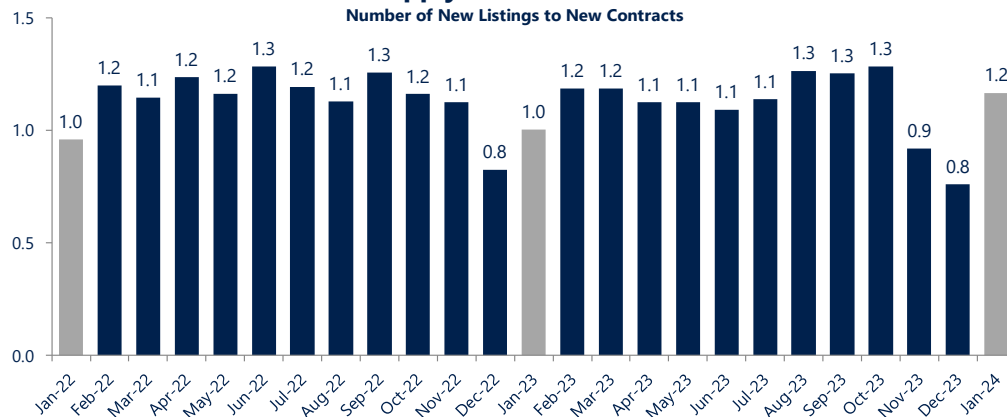


### Highlights

- Based on this month's amount of new listings and new contracts, the ratio of home supply (new listings) to current home demand (new contracts) was 1.2, an increase of 16% from January 2023.

### Supply/Demand Ratio

Number of New Listings to New Contracts



#### New Listings

Current Month	One Year Ago
230	212

Up 8% Vs. Year Ago

#### New Contracts

Current Month	One Year Ago
197	211

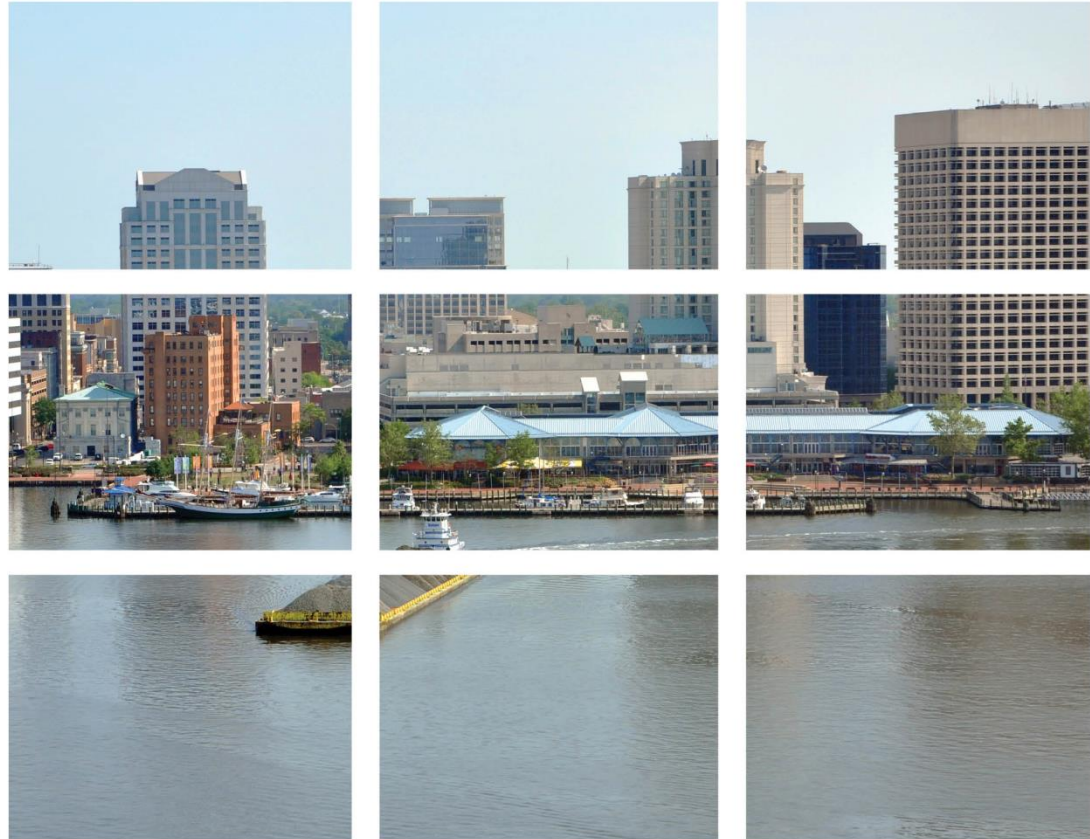
Down -7% Vs. Year Ago

# Market Conditions Report

Hampton Roads, VA Area

January 2024

**LONG & FOSTER**  
REAL ESTATE



Long & Foster's All-Inclusive Services

Real Estate | Mortgage | Home Inspection | Title | Insurance | Moving | Property Management | Vacation Rentals | Relocation

Global Partnerships

Forbes Global Properties | Leading Real Estate Companies of the World® | Luxury Portfolio International | Who's Who in Luxury Real Estate

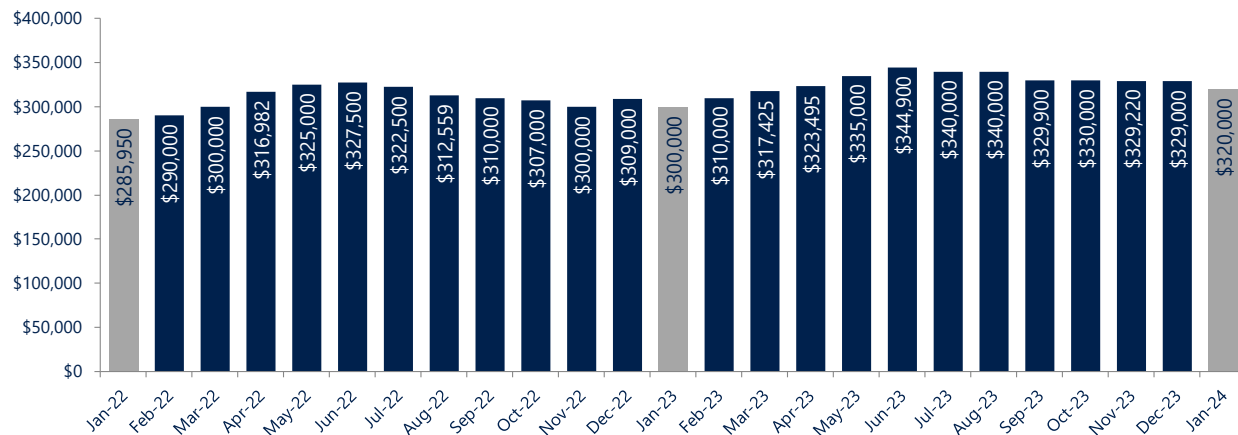




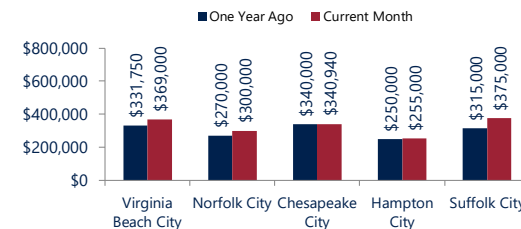
# Long & Foster Market Conditions Report

## Hampton Roads Area - January 2024

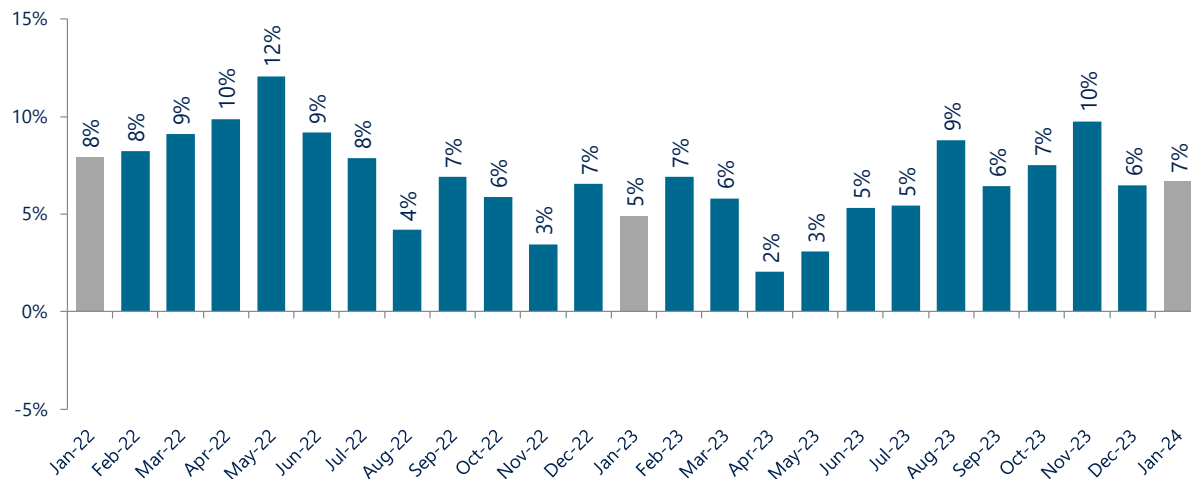
### Median Sales Price



### Median Sale Price Of Top Five Counties/Cities Based on Total Units Sold



### Median Sale Price Percent Change Year/Year



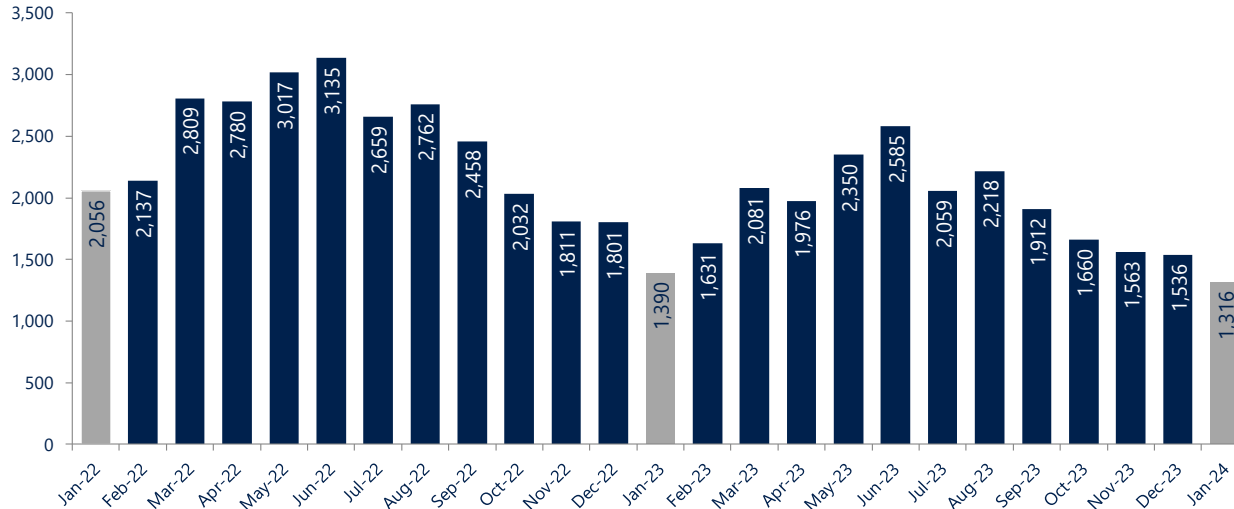
### Highlights

- This January, the median sale price was \$320,000, an increase of 7% compared to last year.
- The current median sale price was 3% lower than in December.

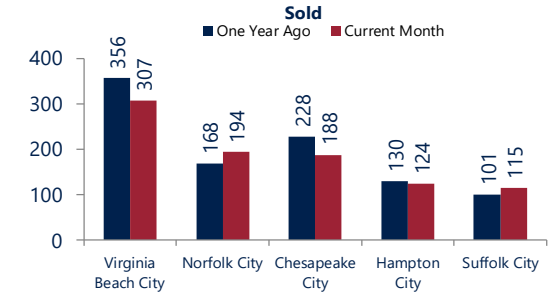
# Long & Foster Market Conditions Report

## Hampton Roads Area - January 2024

### Total Units Sold



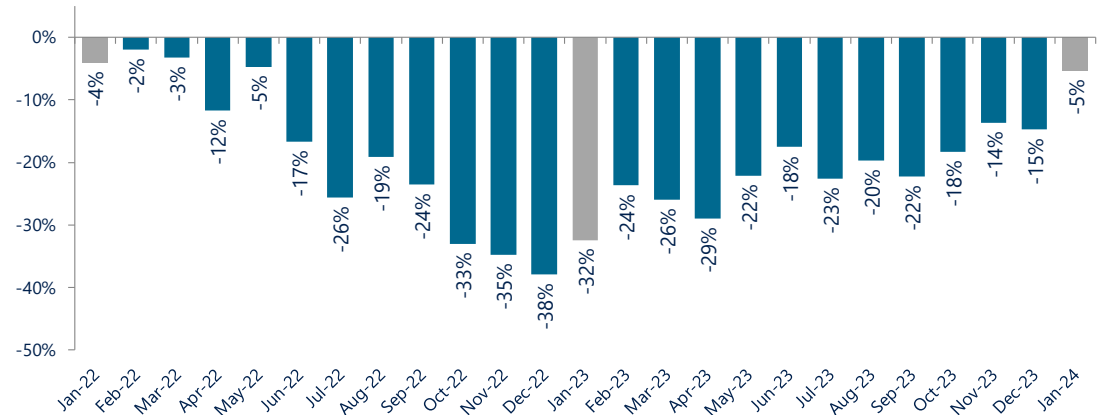
### Total Units Sold Of Top Five Counties/Cities Based on Total Units Sold



### Highlights

- This month's total units sold was lower than at this time last year, a decrease of 5% versus January 2023.
- There was a decrease of 14% in total units sold in January compared to December.

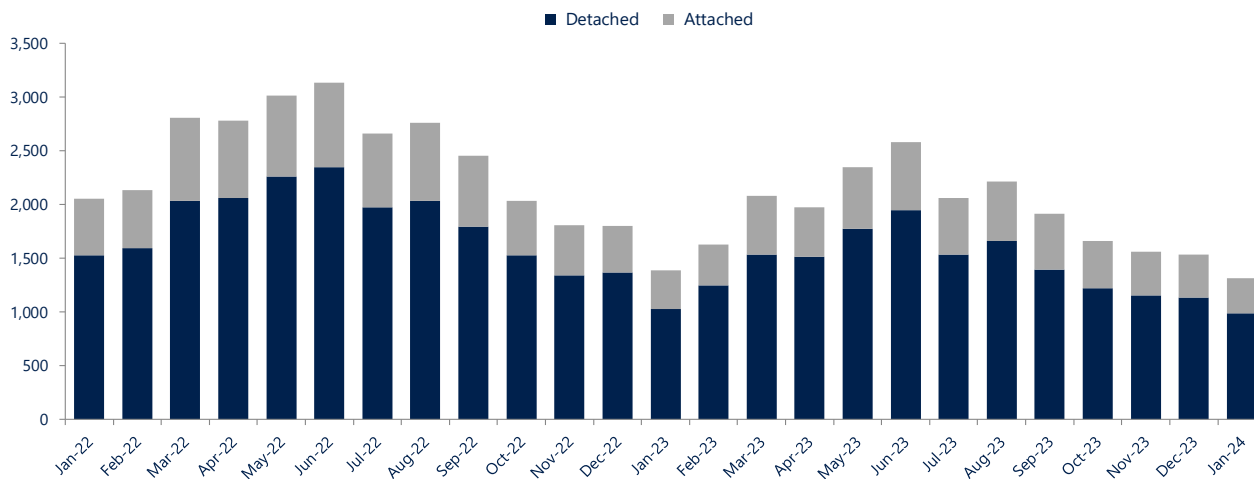
### Total Units Sold Percent Change Year/Year



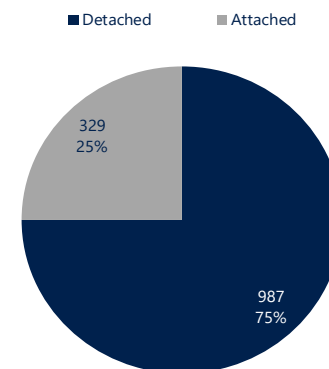
# Long & Foster Market Conditions Report

## Hampton Roads Area - January 2024

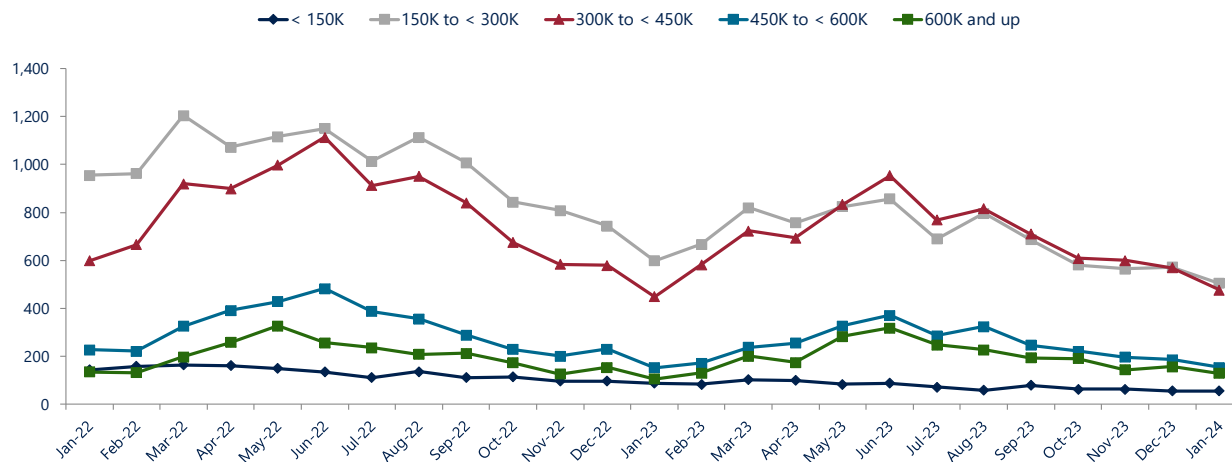
**Total Units Sold by Type**



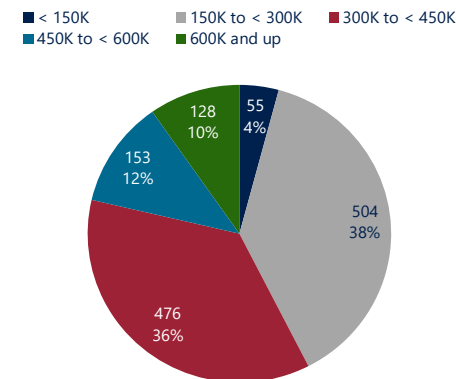
**Total Units Sold by Type**  
Current Month



**Total Units Sold by Price Range**



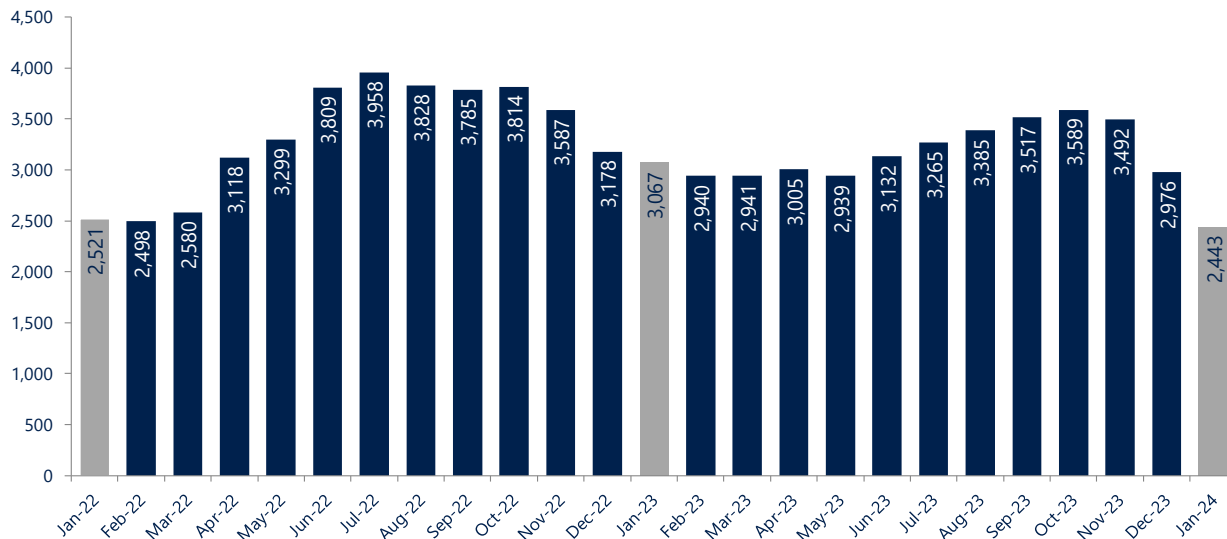
**Total Units Sold by Price Range**  
Current Month



# Long & Foster Market Conditions Report

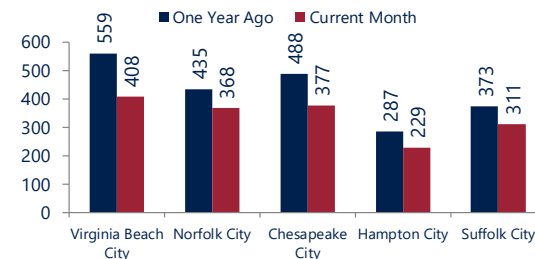
## Hampton Roads Area - January 2024

### Total Active Inventory



### Total Active Inventory

Of Top Five Counties/Cities Based on Total Units Sold

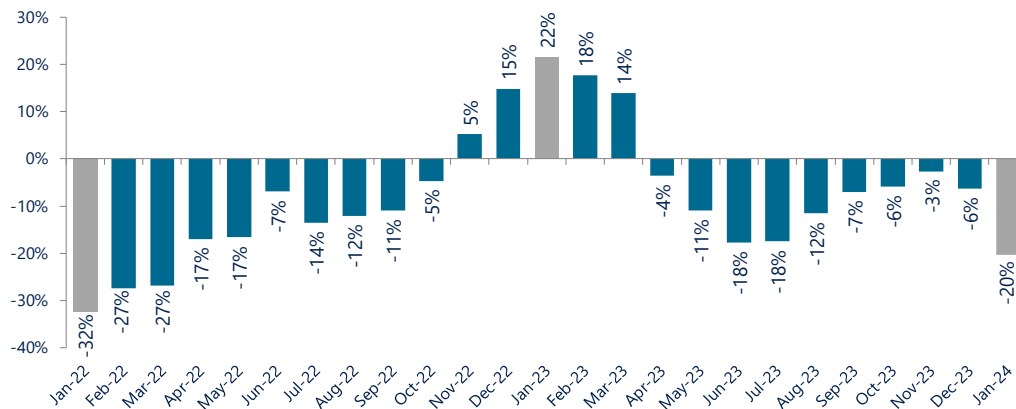


### Highlights

- January's total active inventory of 2,443 units was 18% lower than the previous month's supply of inventory.
- Versus last January, the total number of homes available was lower by 624 units or 20%.

### Total Active Inventory

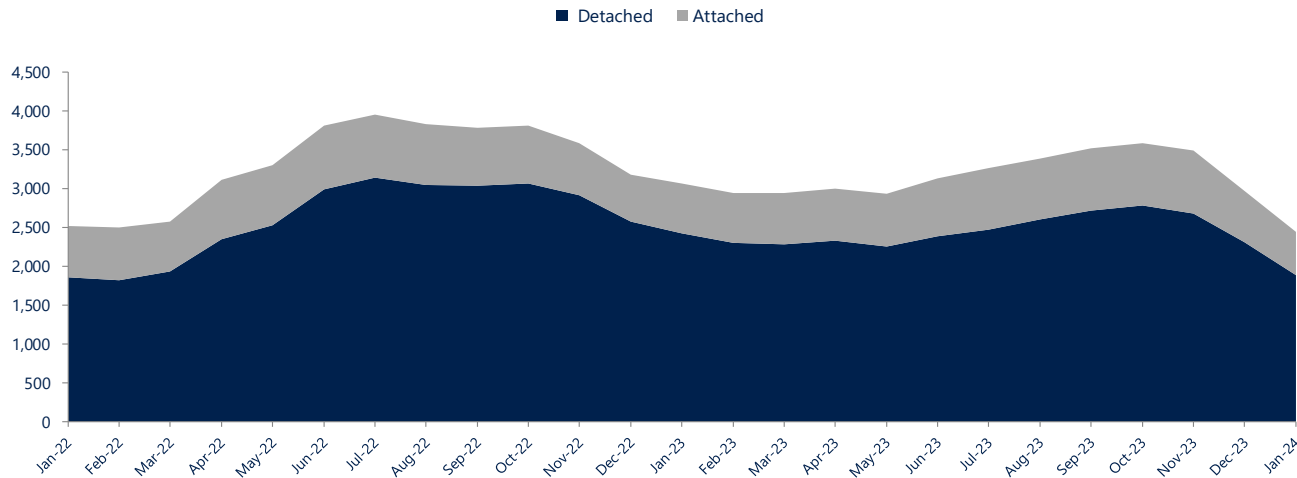
Percent Change Year/Year



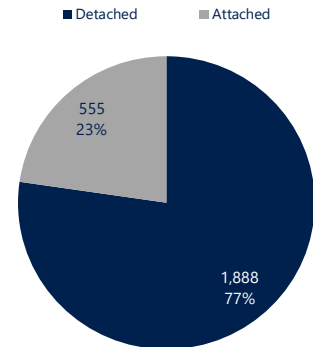
# Long & Foster Market Conditions Report

## Hampton Roads Area - January 2024

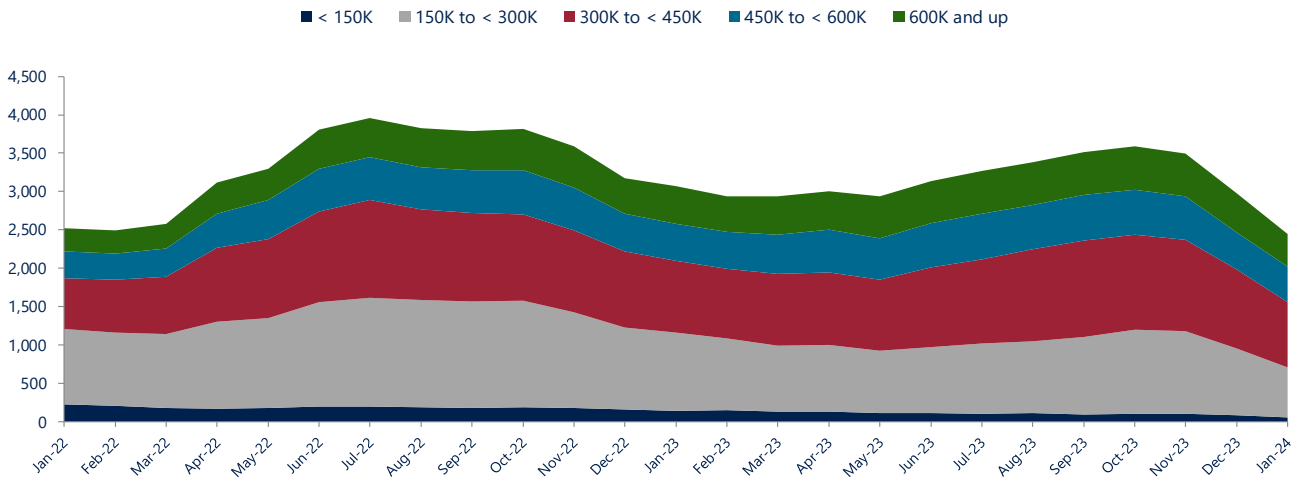
### Total Active Inventory by Type



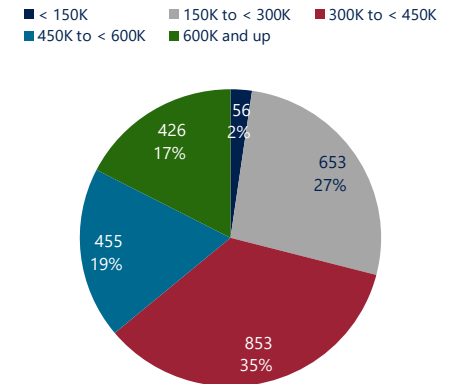
### Total Active Inventory by Type Current Month



### Total Active Inventory by Price Range



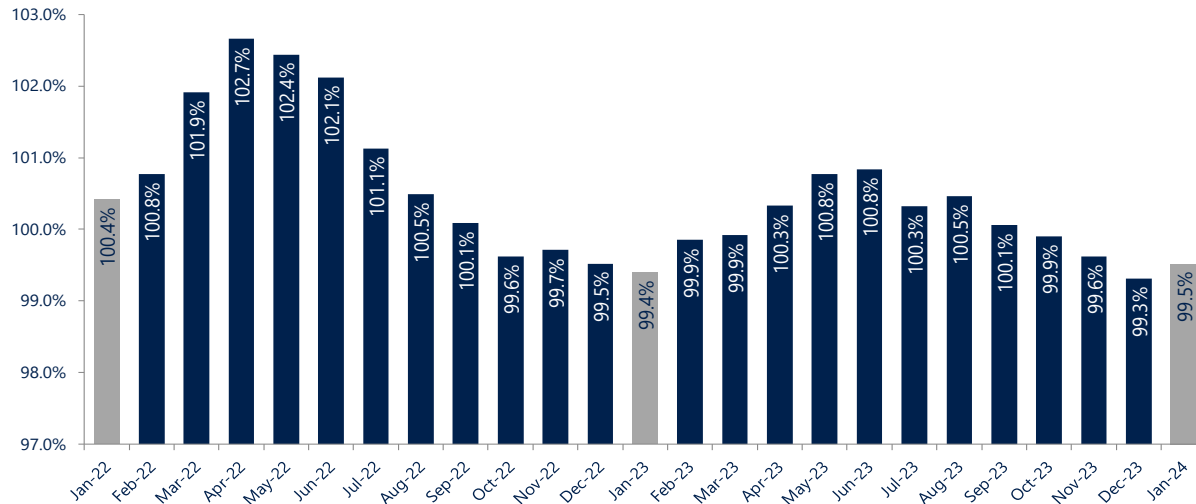
### Total Active Inventory by Price Range Current Month



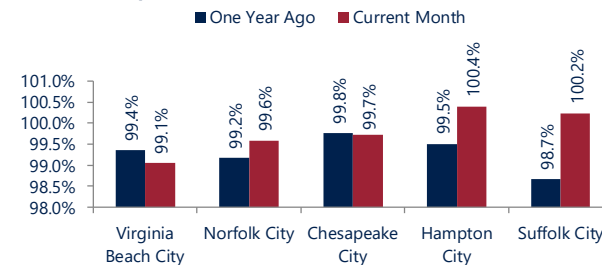
# Long & Foster Market Conditions Report

## Hampton Roads Area - January 2024

**Average Sale Price as a Percent of List Price**



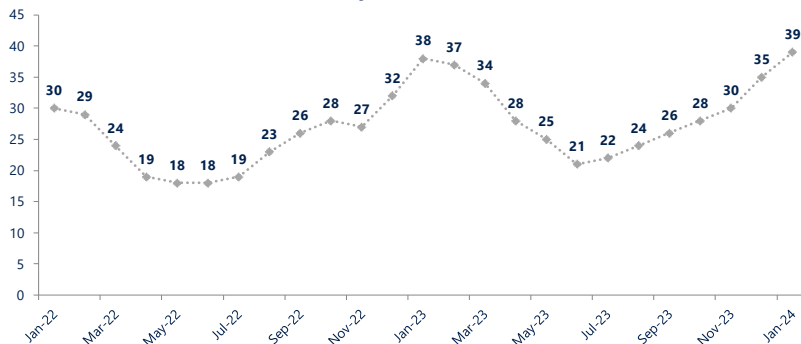
**Sale Price as % of List Price**  
Of Top Five Counties/Cities Based on Total Units Sold



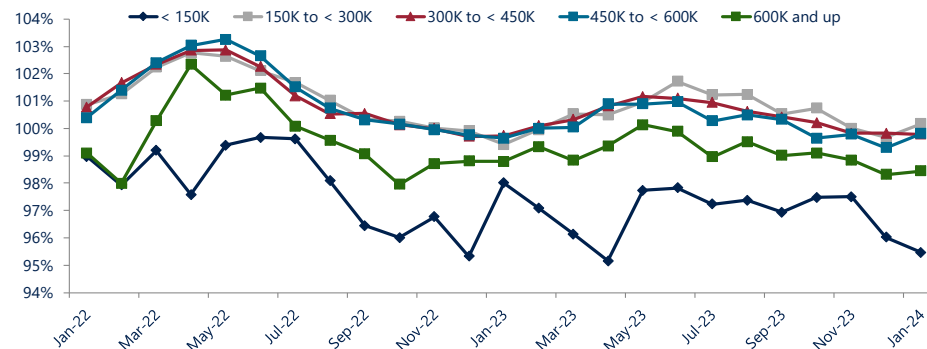
Days on Market	
Current Month	One Year Ago
39	38
Up 3% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
99.5%	99.4%
Up 0.1% Vs. Year Ago	

**Days on Market**



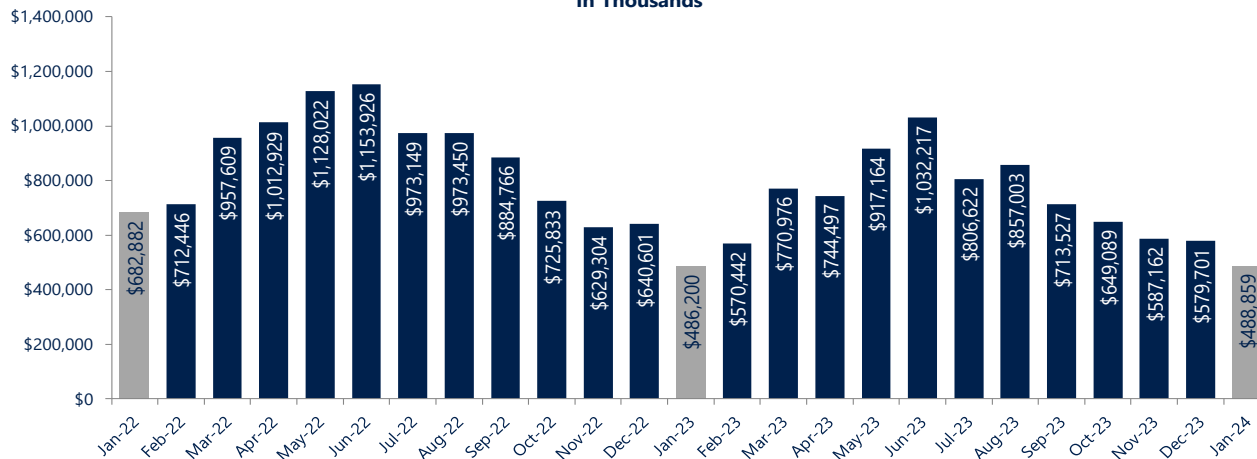
**Average Sale Price as a Percent of List Price by Price Range**



# Long & Foster Market Conditions Report

## Hampton Roads Area - January 2024

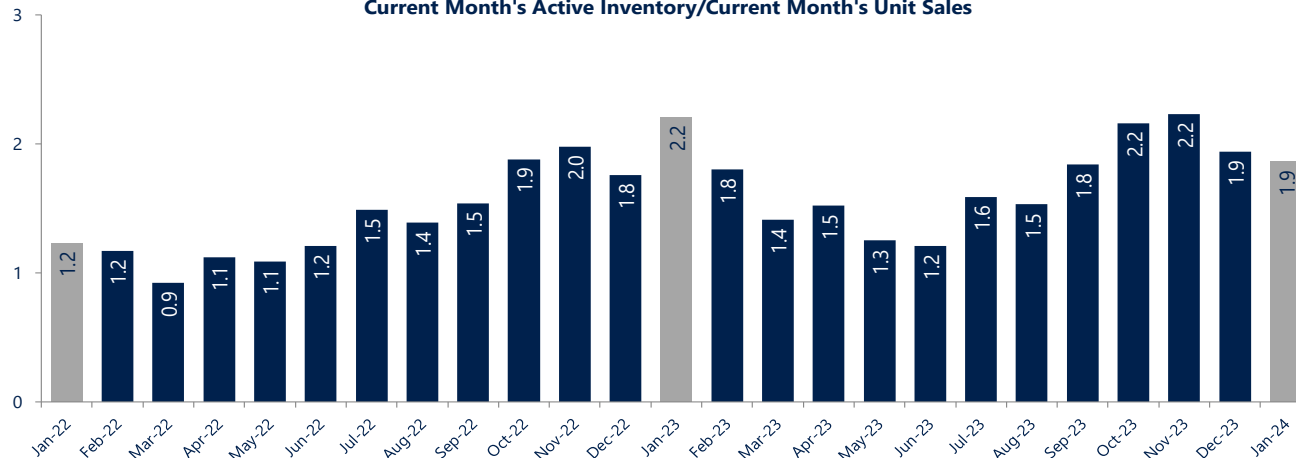
**Total Dollar Volume Sold**  
In Thousands



### Highlights

- Total volume sold this January was similar to the dollar volume sold one year ago.
- In January, there was 1.9 months of supply available, compared to 2.2 in January 2023. That was a decrease of 16% versus a year ago.

**Months of Supply**  
Current Month's Active Inventory/Current Month's Unit Sales



Total Dollar Volume Sold	
Current Month	One Year Ago
\$488,859,492	\$486,200,156
Up 1% Vs. Year Ago	

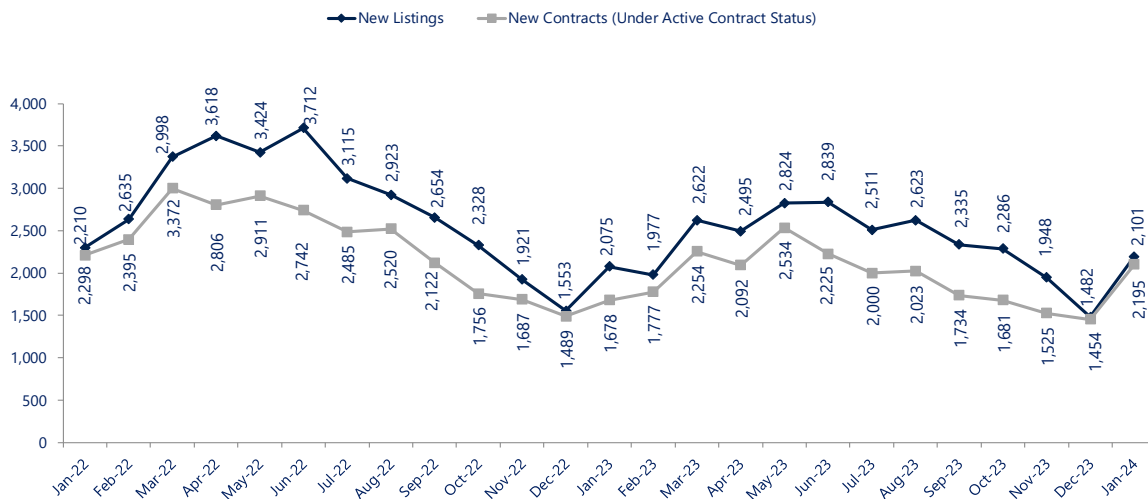
Months of Supply	
Current Month	One Year Ago
1.9	2.2
Down -16% Vs. Year Ago	



# Long & Foster Market Conditions Report

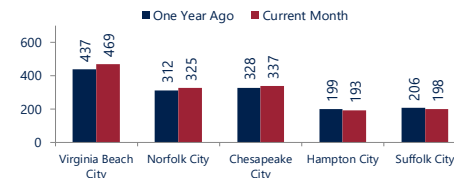
## Hampton Roads Area - January 2024

### New Listings & New Contracts



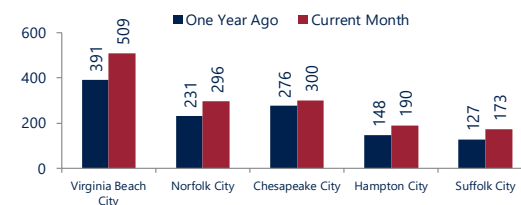
### New Listings

Of Top Five Counties/Cities Based on Total Units Sold



### New Contracts

Of Top Five Counties/Cities Based on Total Units Sold



### New Listings

Current Month	One Year Ago
2,195	2,075

Up 6% Vs. Year Ago

### Highlights

- Based on this month's amount of new listings and new contracts, the ratio of home supply (new listings) to current home demand (new contracts) was 1.0, a decrease of 16% from January 2023.

### New Contracts

Current Month	One Year Ago
2,101	1,678

Up 25% Vs. Year Ago

### Supply/Demand Ratio

Number of New Listings to New Contracts

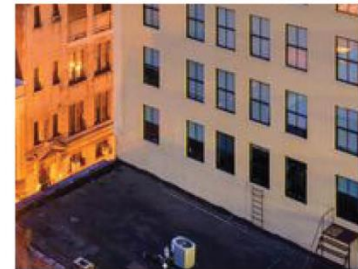


# Market Conditions Report

Roanoke, VA Area

January 2024

**LONG & FOSTER**  
REAL ESTATE



Long & Foster's All-Inclusive Services

Real Estate | Mortgage | Home Inspection | Title | Insurance | Moving | Property Management | Vacation Rentals | Relocation

Global Partnerships

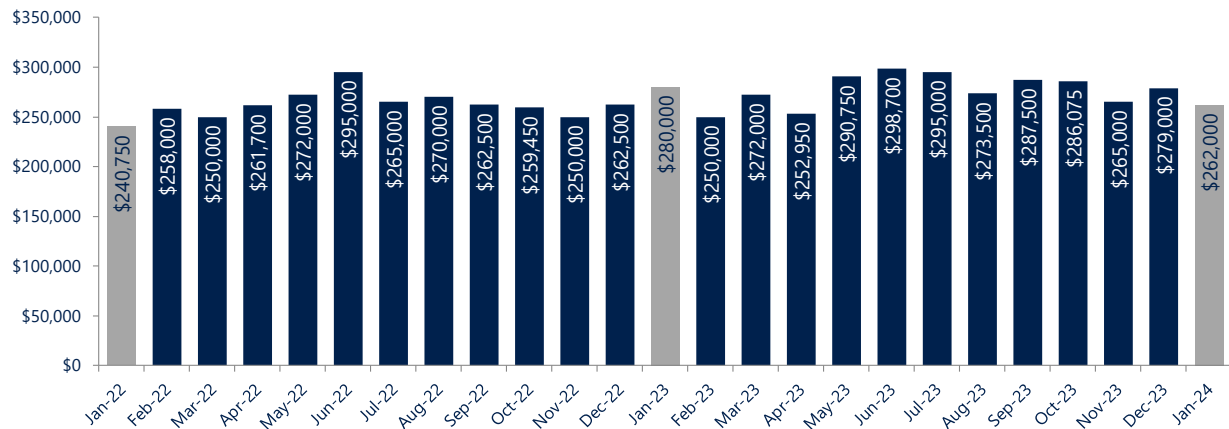
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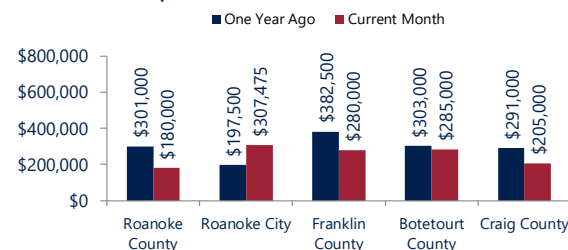
# Long & Foster Market Conditions Report

## Roanoke Metropolitan Area - January 2024

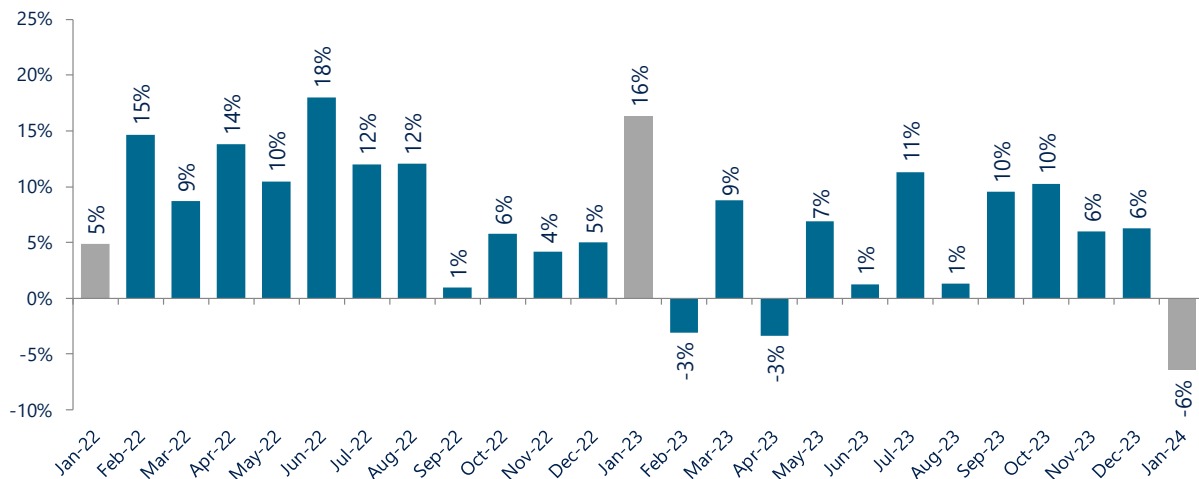
### Median Sales Price



### Median Sale Price Of Top Five Counties/Cities Based on Total Units Sold



### Median Sale Price Percent Change Year/Year



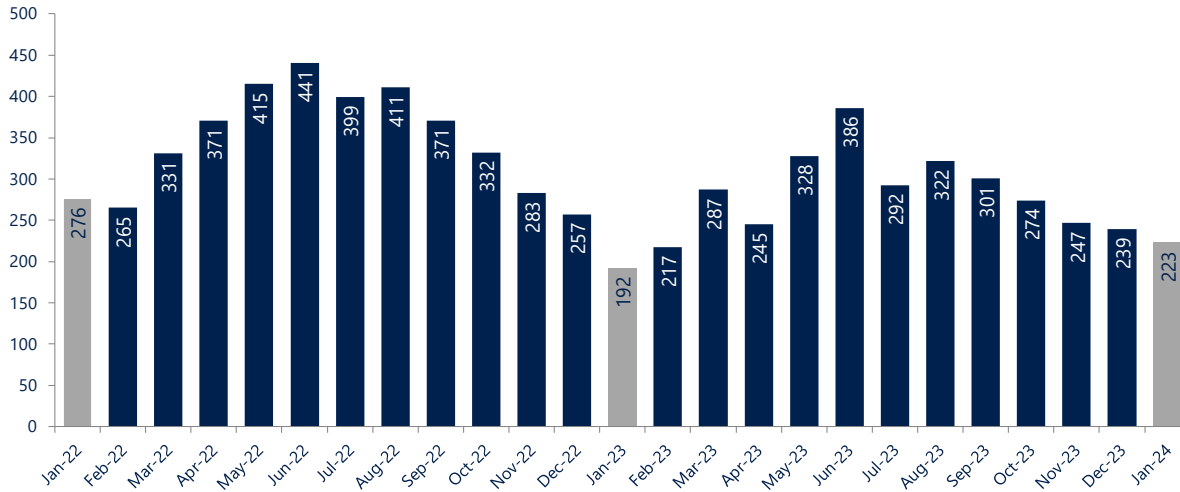
### Highlights

- This January, the median sale price was \$262,000, a decrease of 6% compared to December.
- The current median sale price was 6% lower than in January 2023.

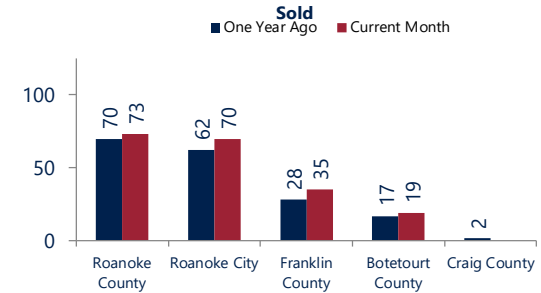
# Long & Foster Market Conditions Report

## Roanoke Metropolitan Area - January 2024

### Total Units Sold



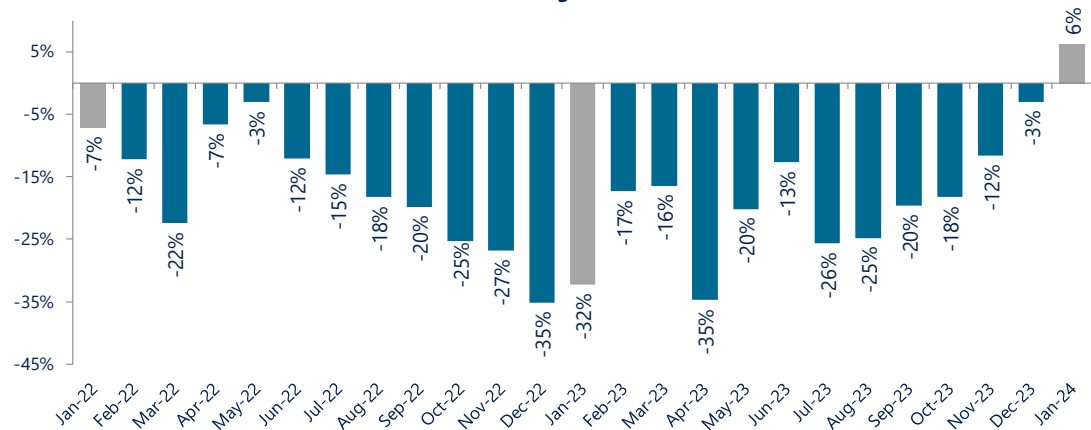
### Total Units Sold Of Top Five Counties/Cities Based on Total Units



### Highlights

- This month's total units sold was higher than at this time last year, an increase of 16% versus January 2023.
- There was a decrease of 7% in total units sold in January compared to December.

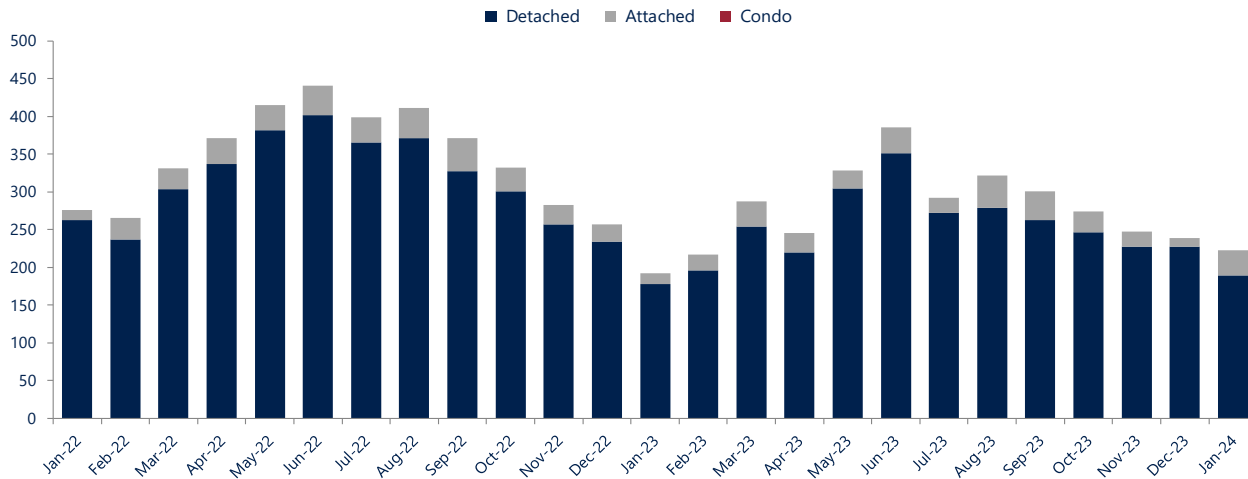
### Total Units Sold Percent Change Year/Year



# Long & Foster Market Conditions Report

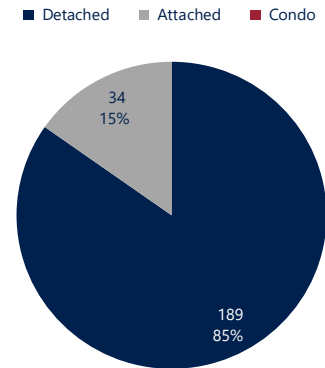
## Roanoke Metropolitan Area - January 2024

### Total Units Sold by Type

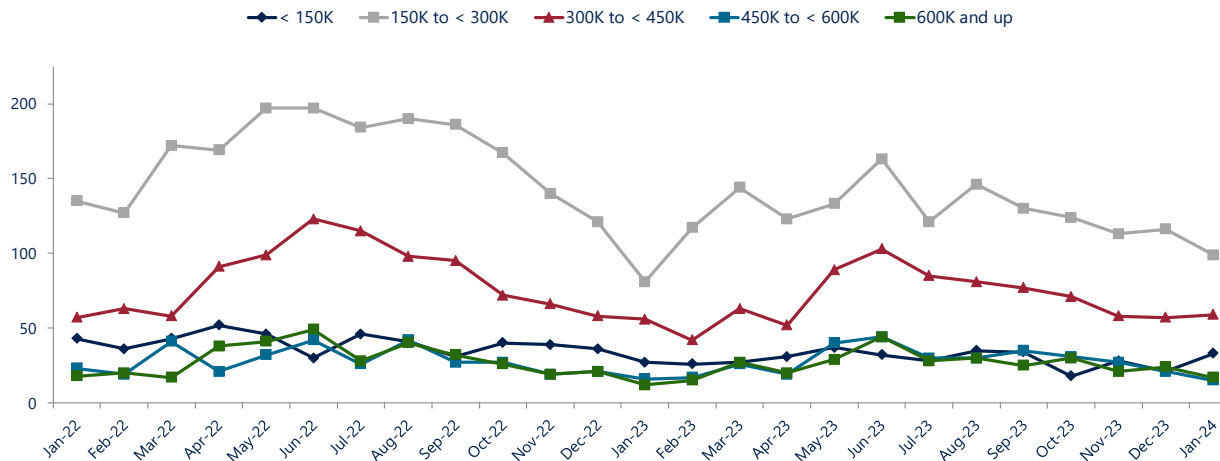


### Total Units Sold by Type

Current Month

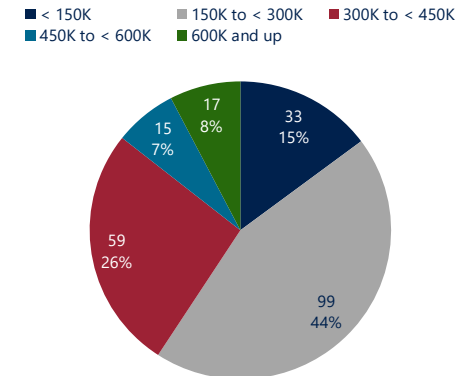


### Total Units Sold by Price Range



### Total Units Sold by Price Range

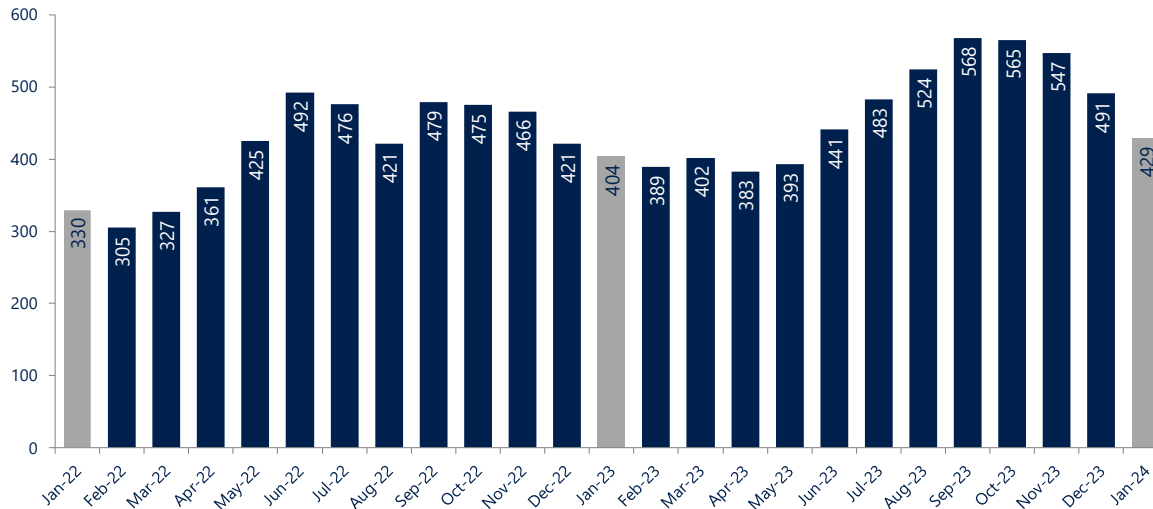
Current Month



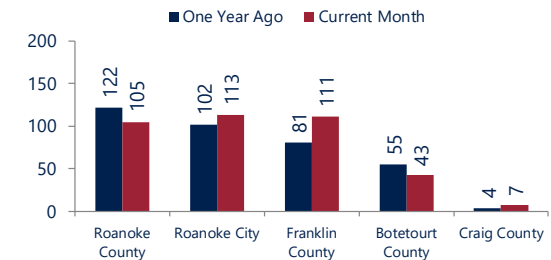
# Long & Foster Market Conditions Report

## Roanoke Metropolitan Area - January 2024

**Total Active Inventory**



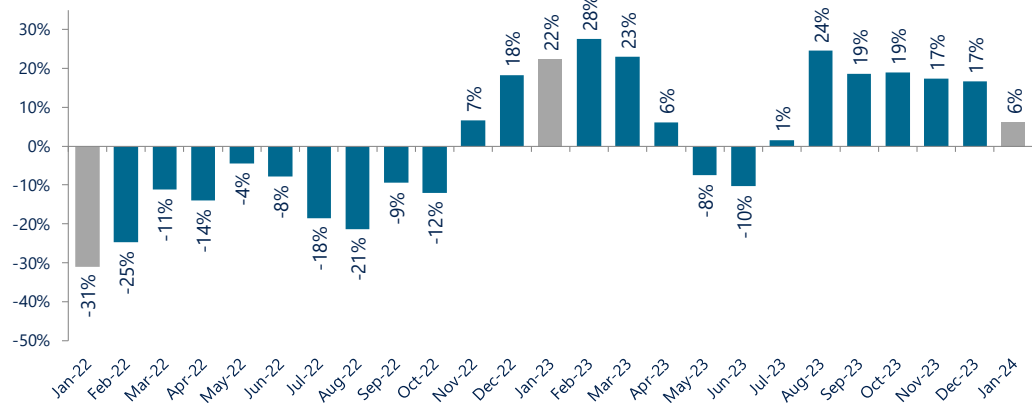
**Total Active Inventory**  
Of Top Five Counties/Cities Based on Total Units Sold



### Highlights

- Versus last January, the total number of homes available this month was higher by 25 units or 6%.
- Active inventory this January was 13% lower than the previous month's supply of available inventory.

**Total Active Inventory**  
Percent Change Year/Year

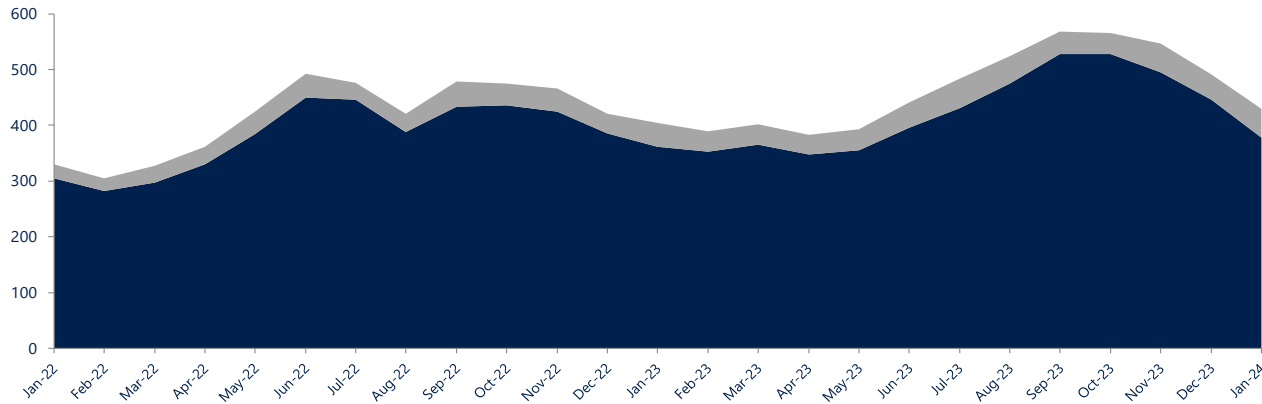


# Long & Foster Market Conditions Report

## Roanoke Metropolitan Area - January 2024

### Total Active Inventory by Type

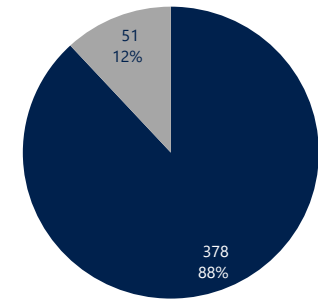
■ Detached ■ Attached ■ Condo



### Total Active Inventory by Type

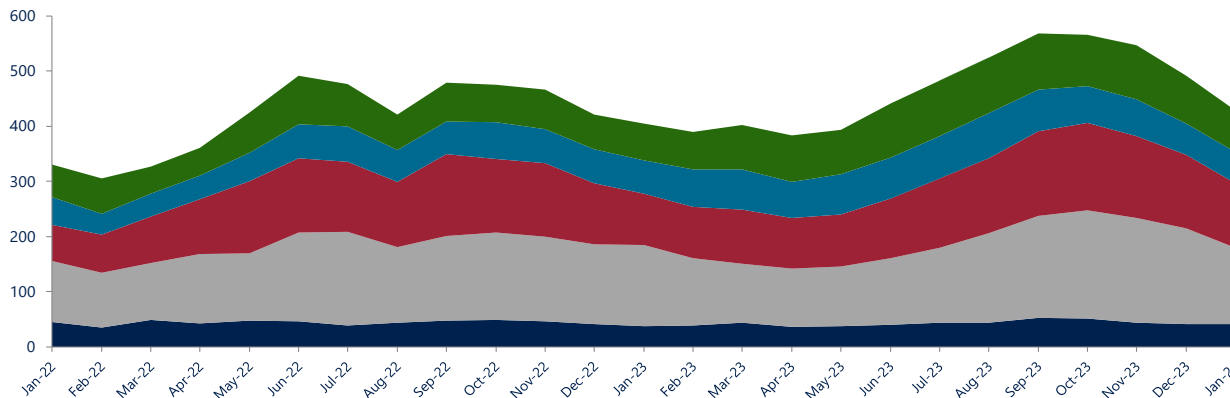
Current Month

■ Detached ■ Attached ■ Condo



### Total Active Inventory by Price Range

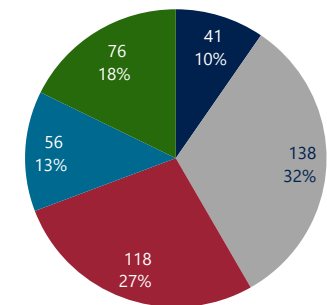
■ < 150K ■ 150K to < 300K ■ 300K to < 450K ■ 450K to < 600K ■ 600K and up



### Total Active Inventory by Price Range

Current Month

■ < 150K ■ 150K to < 300K ■ 300K to < 450K ■ 450K to < 600K ■ 600K and up

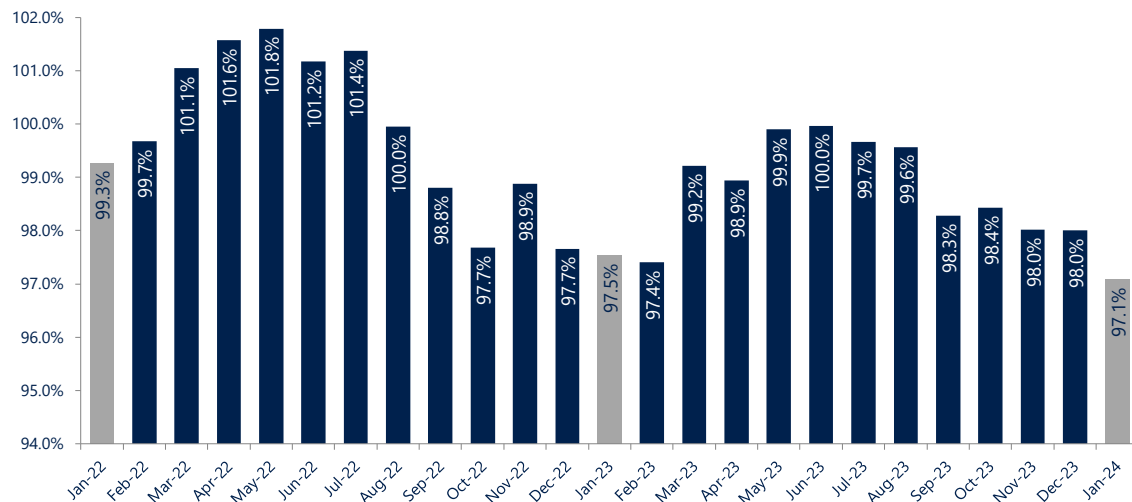




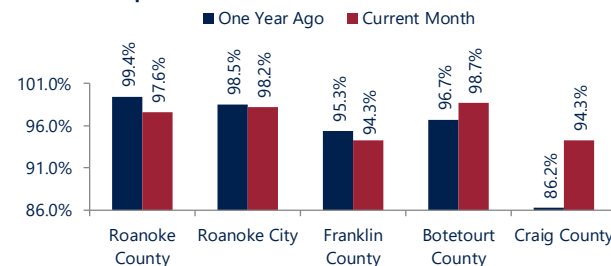
# Long & Foster Market Conditions Report

## Roanoke Metropolitan Area - January 2024

Average Sale Price as a Percent of List Price



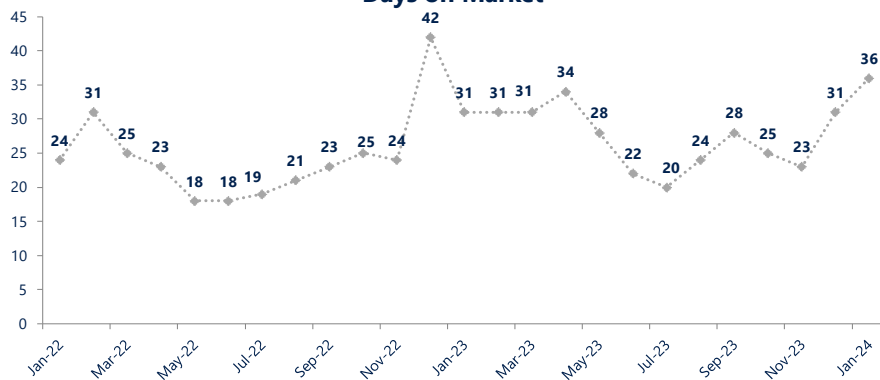
Sale Price as % of List Price  
Of Top Five Counties/Cities Based on Total Units Sold



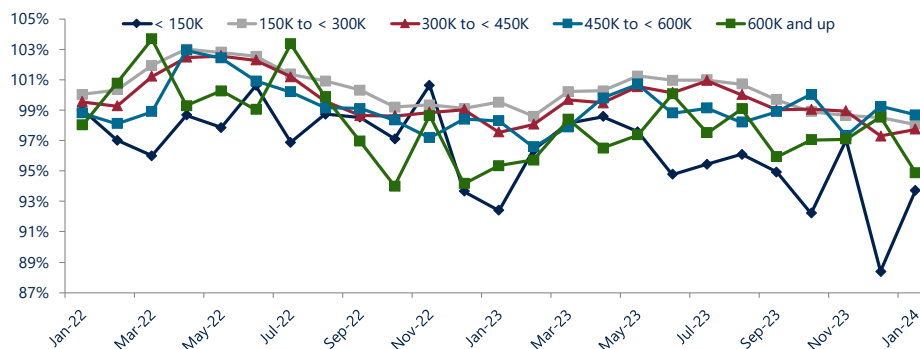
Days on Market	
Current Month	One Year Ago
36	31
Up 16% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
97.1%	97.5%
Down -0.5% Vs. Year Ago	

Days on Market



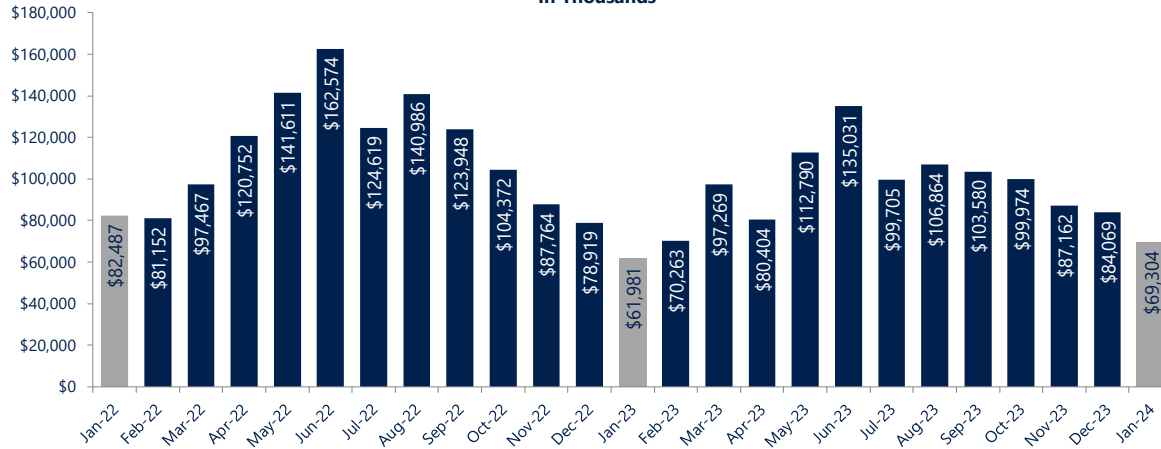
Average Sale Price as a Percent of List Price  
by Price Range



# Long & Foster Market Conditions Report

## Roanoke Metropolitan Area - January 2024

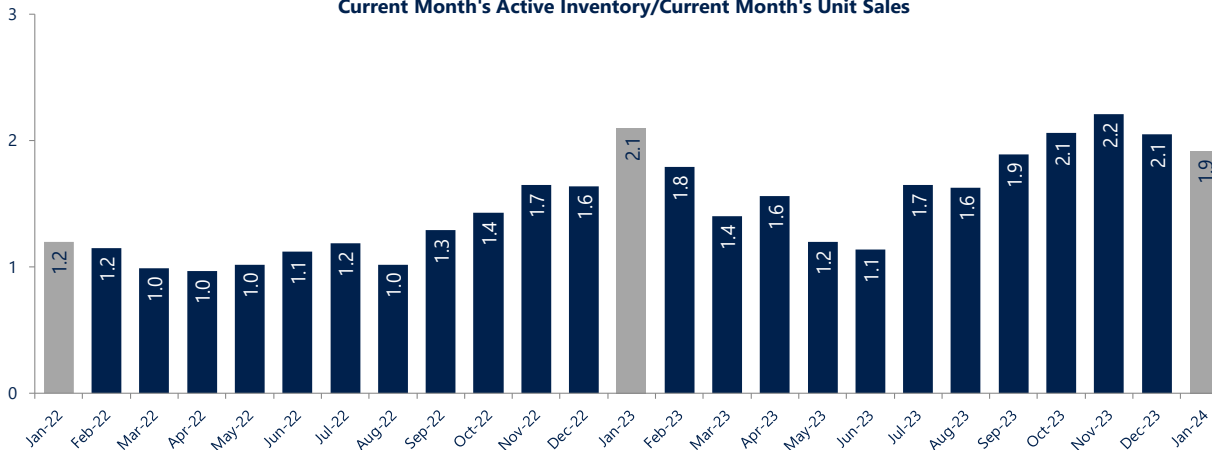
**Total Dollar Volume Sold**  
In Thousands



### Highlights

- Total volume sold this January was 12% greater than the same month one year ago.
- In January, there was 1.9 months of supply available, compared to 2.1 in January 2023. That was a decrease of 9% versus a year ago.

**Months of Supply**  
Current Month's Active Inventory/Current Month's Unit Sales



### Total Dollar Volume Sold

Current Month	One Year Ago
\$69,304,245	\$61,980,585
Up 12% Vs. Year Ago	

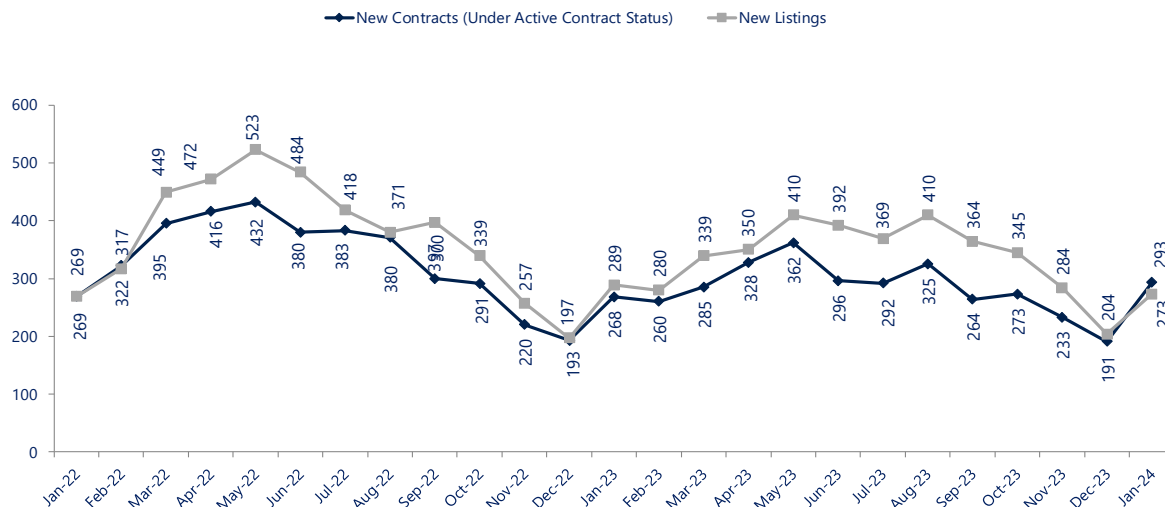
### Months of Supply

Current Month	One Year Ago
1.9	2.1
Down -9% Vs. Year Ago	

# Long & Foster Market Conditions Report

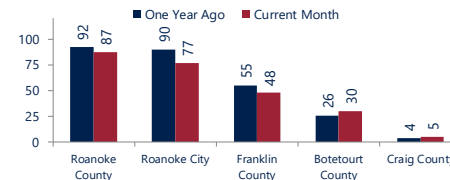
## Roanoke Metropolitan Area - January 2024

### New Listings & New Contracts



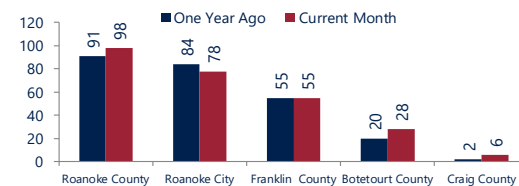
### New Listings

Of Top Five Counties/Cities Based on Total Units Sold



### New Contracts

Of Top Five Counties/Cities Based on Total Units Sold



#### New Listings

Current Month	One Year Ago
273	289

Down -6% Vs. Year Ago

#### Highlights

- Based on this month's amount of new listings and new contracts, the ratio of home supply (new listings) to current home demand (new contracts) was 0.9, a decrease of 14% from January 2023.

#### New Contracts

Current Month	One Year Ago
293	268

Up 9% Vs. Year Ago

### Supply/Demand Ratio

Number of New Listings to New Contracts

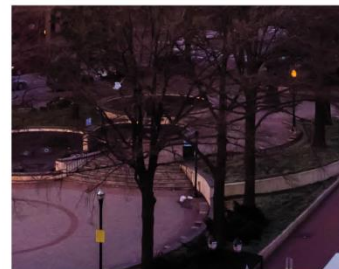


# Market Conditions Report

Wilmington, DE Area

January 2024

LONG & FOSTER  
REAL ESTATE



Long & Foster's All-Inclusive Services

Real Estate | Mortgage | Home Inspection | Title | Insurance | Moving | Property Management | Vacation Rentals | Relocation

Global Partnerships

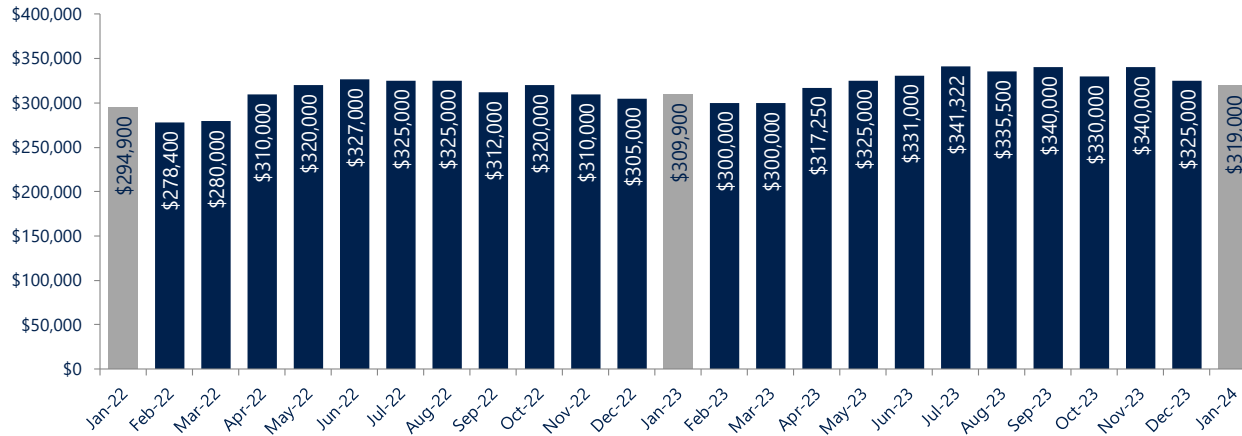
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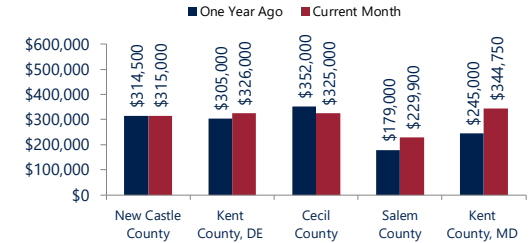
# Long & Foster Market Conditions Report

## Wilmington, DE Area - January 2024

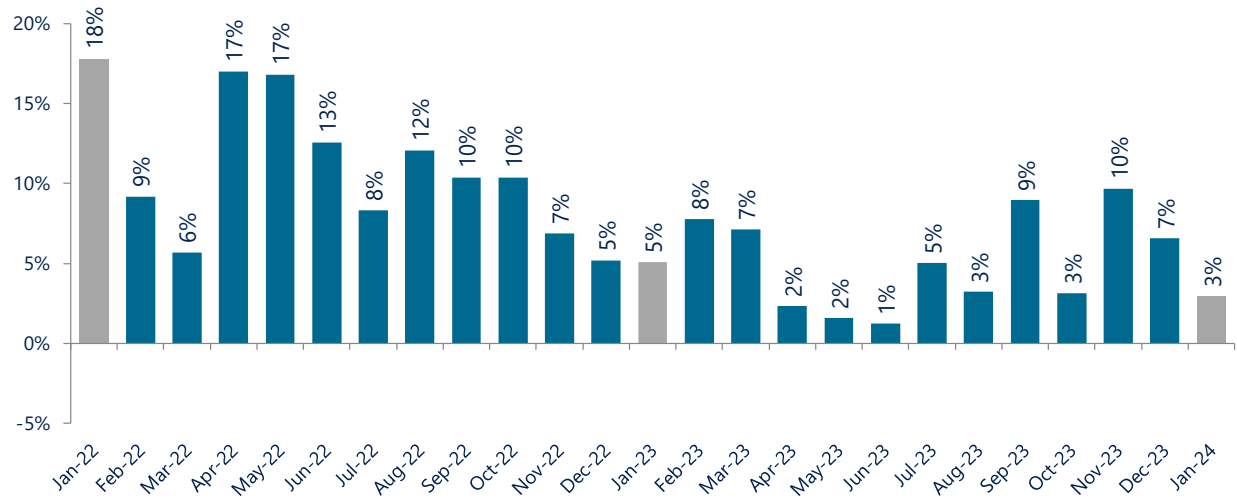
### Median Sales Price



### Median Sale Price Of Top Five Counties/Cities Based on Total Units Sold



### Median Sale Price Percent Change Year/Year



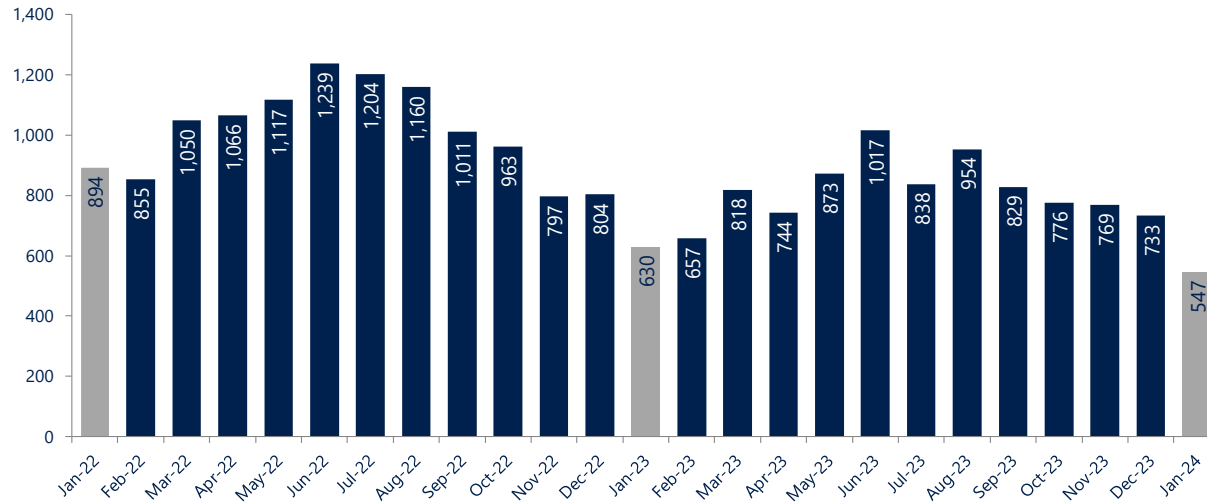
### Highlights

- This January, the median sale price was \$319,000, an increase of 3% compared to last year.
- The current median sale price was 2% lower than in December.

# Long & Foster Market Conditions Report

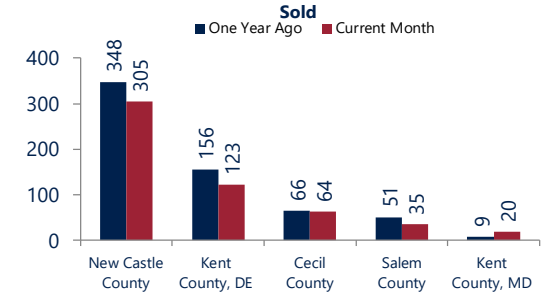
## Wilmington, DE Area - January 2024

### Total Units Sold



### Total Units Sold

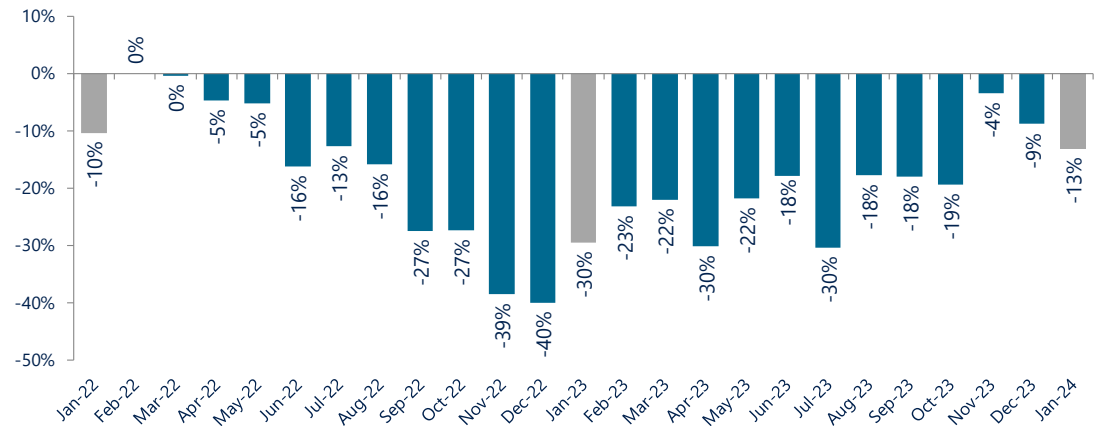
Of Top Five Counties/Cities Based on Total Units Sold



### Highlights

- This month's total units sold was lower than at this time last year, a decrease of 13% versus January 2023.
- There was a decrease of 25% in total units sold in January compared to December.

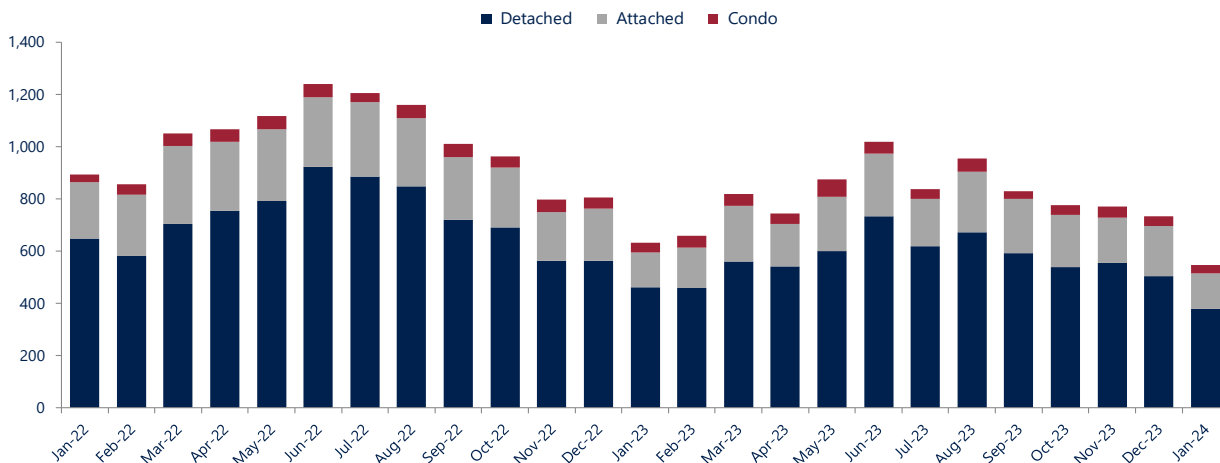
### Total Units Sold Percent Change Year/Year



# Long & Foster Market Conditions Report

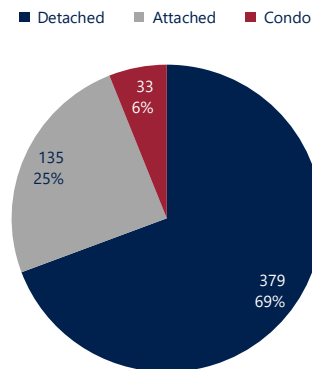
## Wilmington, DE Area - January 2024

**Total Units Sold by Type**

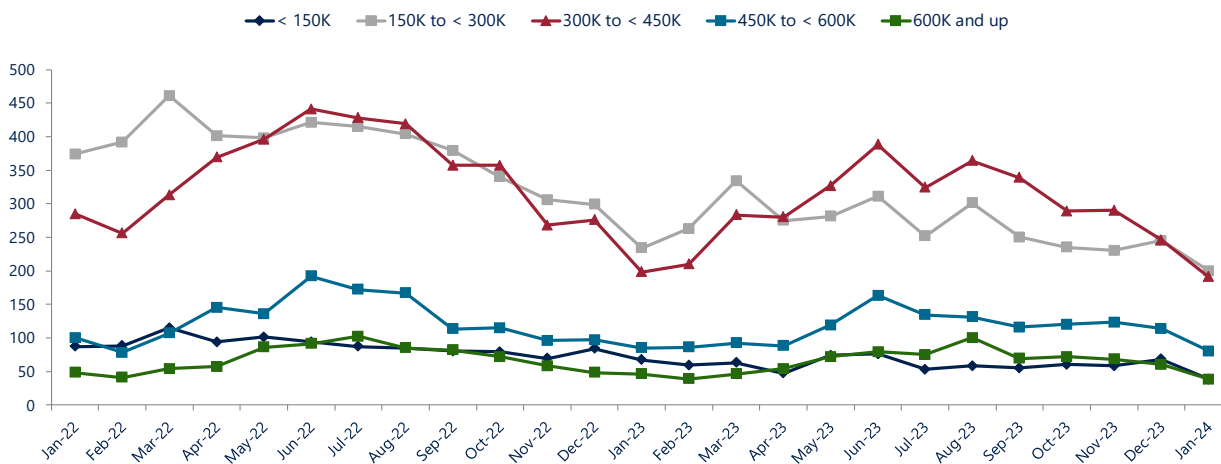


**Total Units Sold by Type**

Current Month

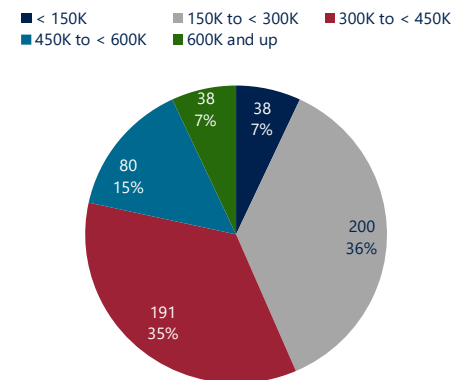


**Total Units Sold by Price Range**



**Total Units Sold by Price Range**

Current Month

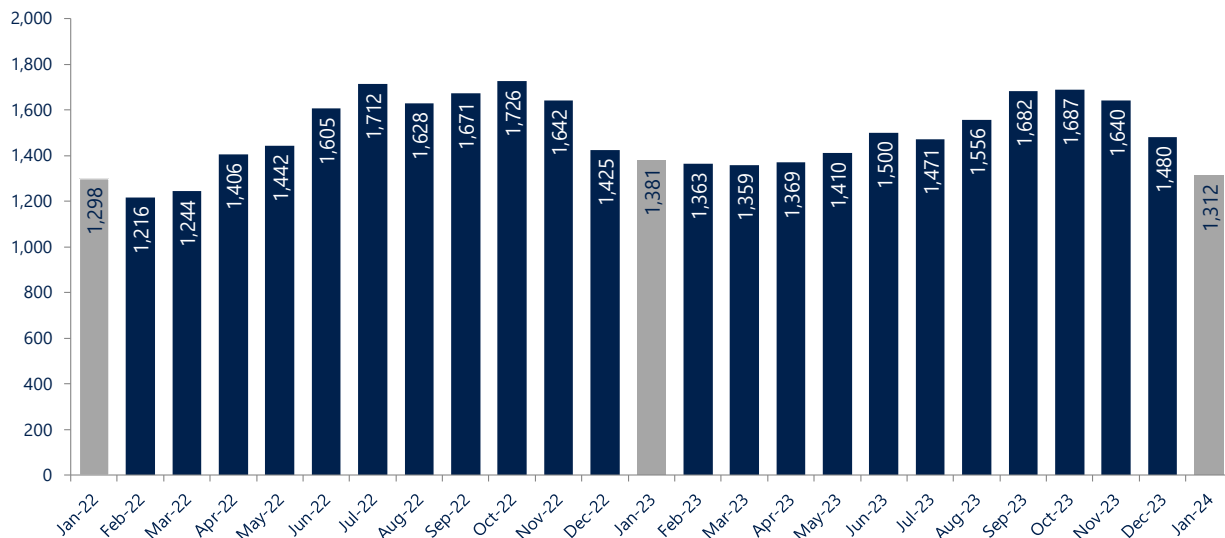




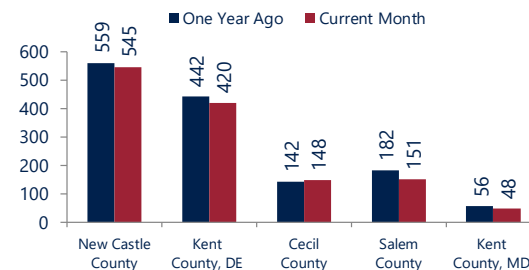
# Long & Foster Market Conditions Report

## Wilmington, DE Area - January 2024

### Total Active Inventory



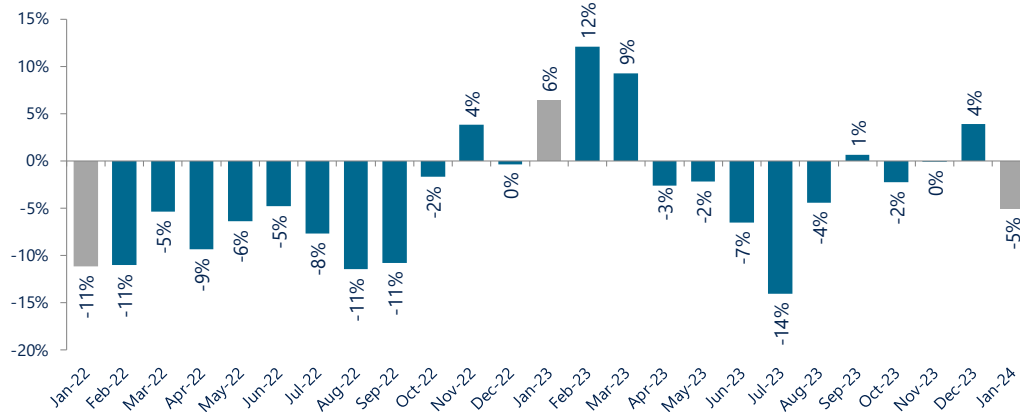
### Total Active Inventory Of Top Five Counties/Cities Based on Total Units Sold



### Highlights

- Versus last January, the total number of homes available this month was lower by 69 units or 5%.
- Active inventory this January was 11% lower than the previous month's supply of available inventory.

### Total Active Inventory Percent Change Year/Year

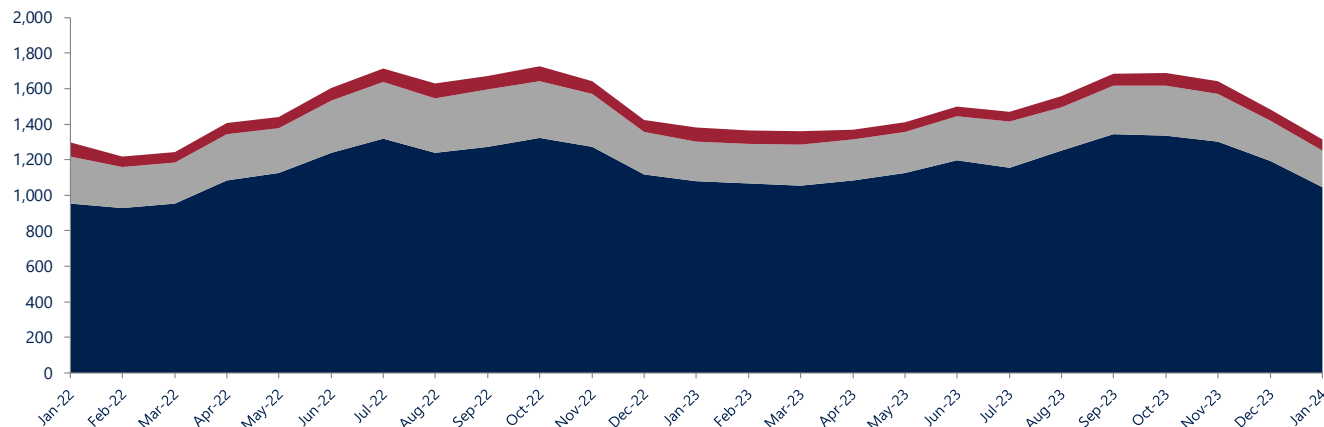


# Long & Foster Market Conditions Report

## Wilmington, DE Area - January 2024

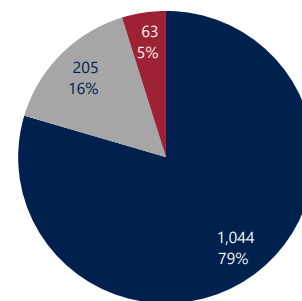
### Total Active Inventory by Type

■ Detached ■ Attached ■ Condo



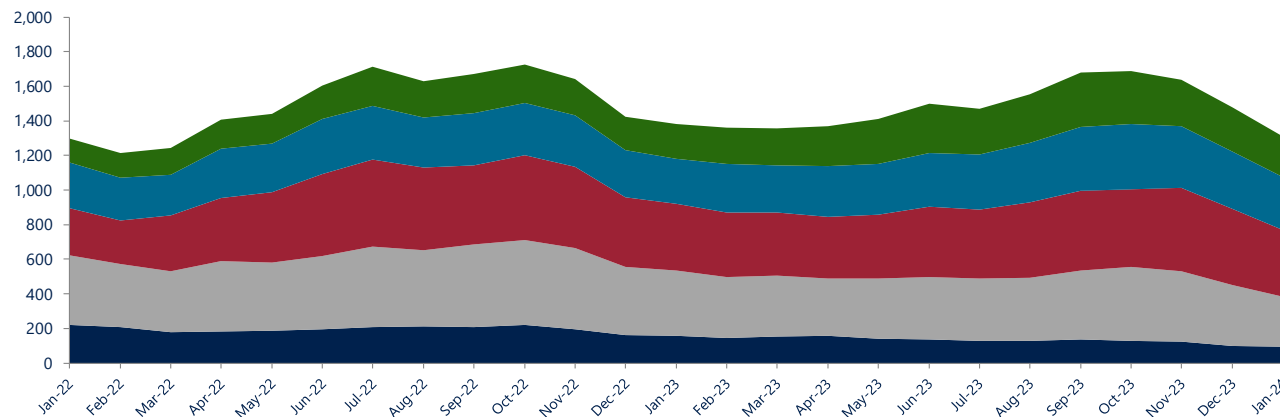
### Total Active Inventory by Type Current Month

■ Detached ■ Attached ■ Condo



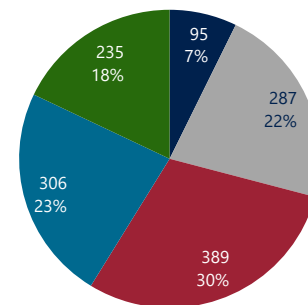
### Total Active Inventory by Price Range

■ < 150K ■ 150K to < 300K ■ 300K to < 450K ■ 450K to < 600K ■ 600K and up



### Total Active Inventory by Price Range Current Month

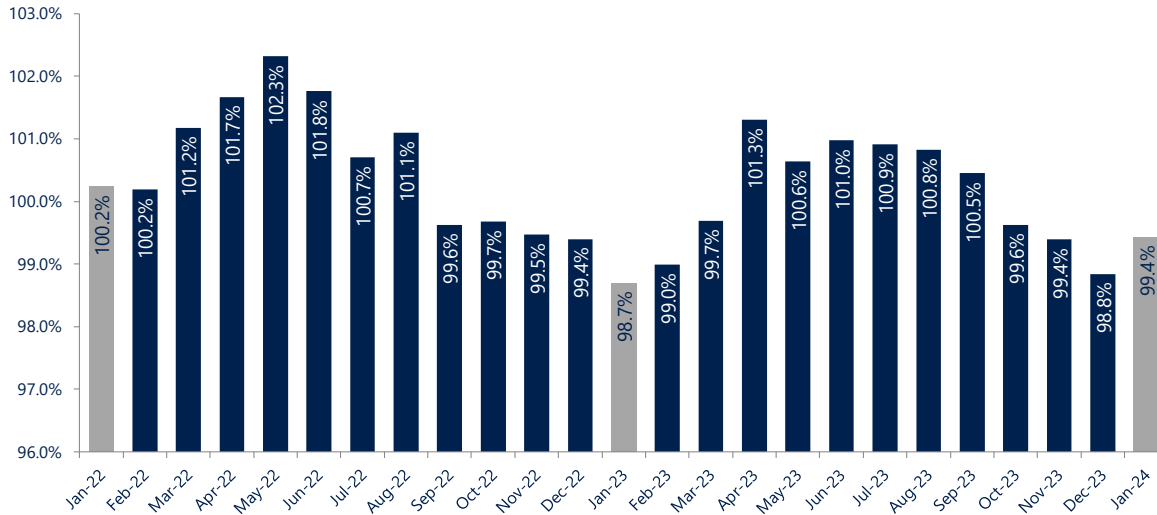
■ < 150K ■ 150K to < 300K ■ 300K to < 450K ■ 450K to < 600K ■ 600K and up



# Long & Foster Market Conditions Report

## Wilmington, DE Area - January 2024

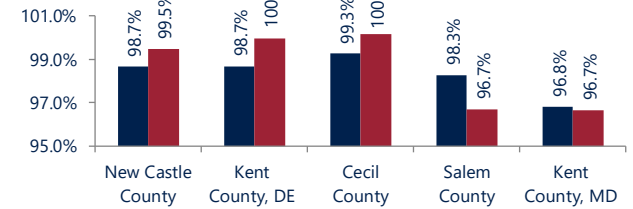
### Average Sale Price as a Percent of List Price



### Sale Price as % of List Price

Of Top Five Counties/Cities Based on Total Units Sold

■ One Year Ago ■ Current Month



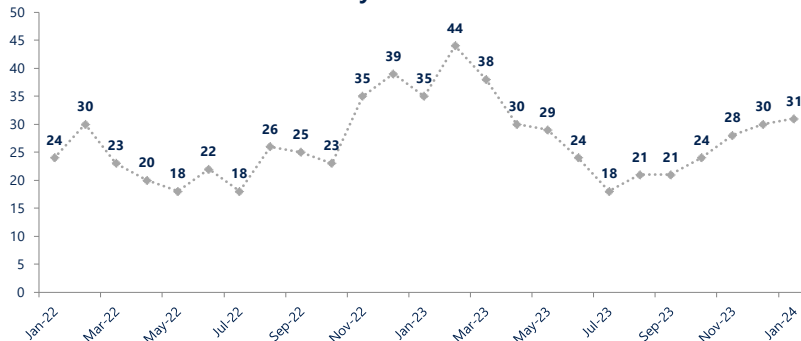
### Days on Market

Current Month	One Year Ago
31	35
Down -11% Vs. Year Ago	

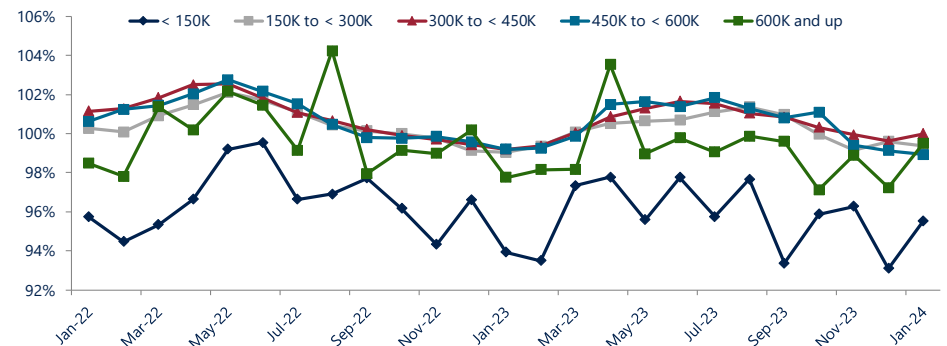
### Avg Sale Price as % of List Price

Current Month	One Year Ago
99.4%	98.7%
Up 0.7% Vs. Year Ago	

### Days on Market



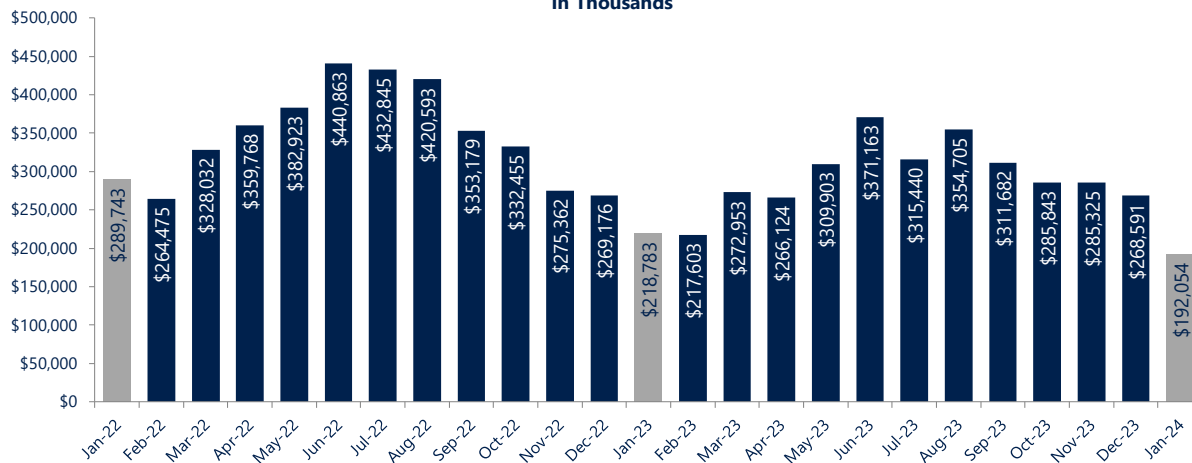
### Average Sale Price as a Percent of List Price by Price Range



# Long & Foster Market Conditions Report

## Wilmington, DE Area - January 2024

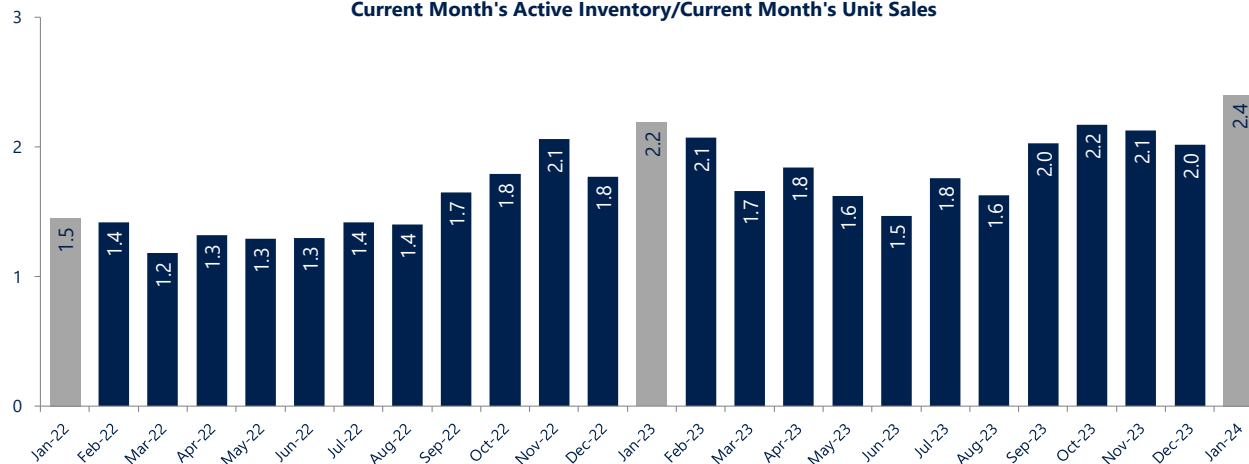
**Total Dollar Volume Sold**  
In Thousands



### Highlights

- Total volume sold this January was 12% less than the same month one year ago.
- In January, there was 2.4 months of supply available, compared to 2.2 in January 2023. That was an increase of 10% versus a year ago.

**Months of Supply**  
Current Month's Active Inventory/Current Month's Unit Sales



Total Dollar Volume Sold	
Current Month	One Year Ago
\$192,053,677	\$218,782,756
Down -12% Vs. Year Ago	

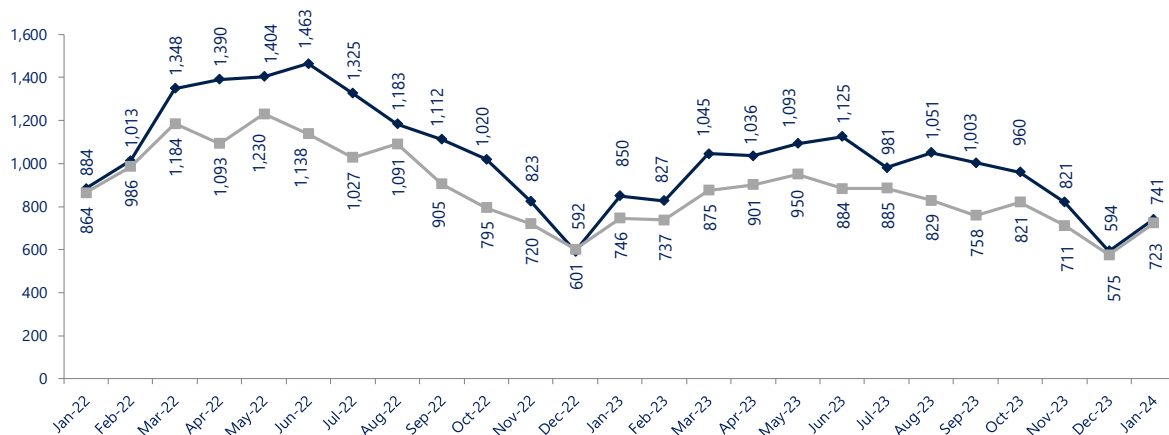
Months of Supply	
Current Month	One Year Ago
2.4	2.2
Up 10% Vs. Year Ago	

# Long & Foster Market Conditions Report

## Wilmington, DE Area - January 2024

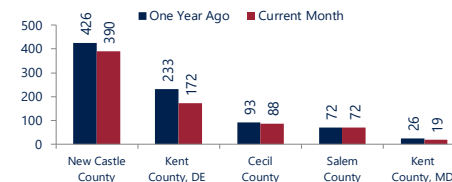
### New Listings & New Contracts

— New Listings — New Contracts (Under Active Contract Status)



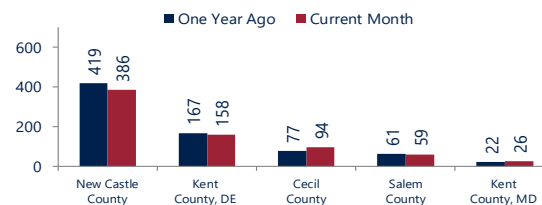
### New Listings

Of Top Five Counties/Cities Based on Total Units Sold



### New Contracts

Of Top Five Counties/Cities Based on Total Units Sold



### New Listings

Current Month	One Year Ago
741	850

Down -13% Vs. Year Ago

### New Contracts

Current Month	One Year Ago
723	746

Down -3% Vs. Year Ago

### Highlights

- Based on this month's amount of new listings and new contracts, the ratio of home supply (new listings) to current home demand (new contracts) was 1.0, a decrease of 10% from January 2023.

### Supply/Demand Ratio

Number of New Listings to New Contracts



# Market Conditions Report

Eastern Shore, MD/DE Area

January 2024

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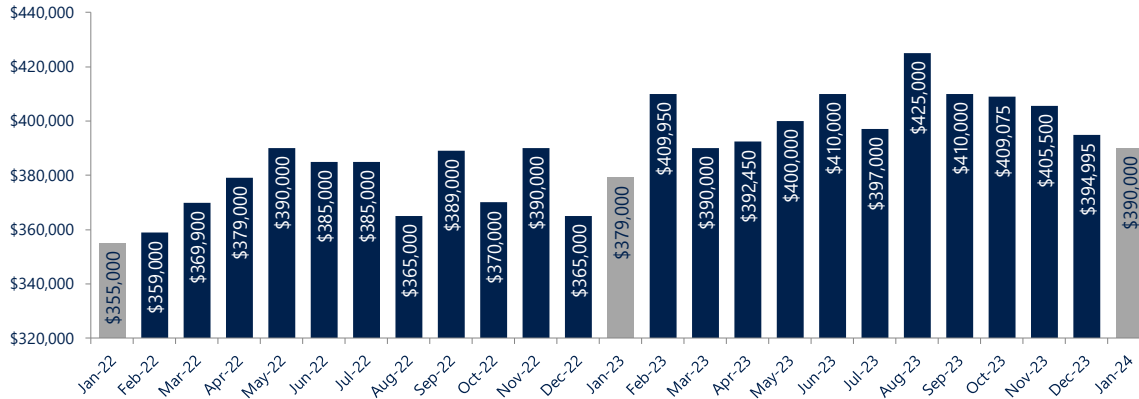




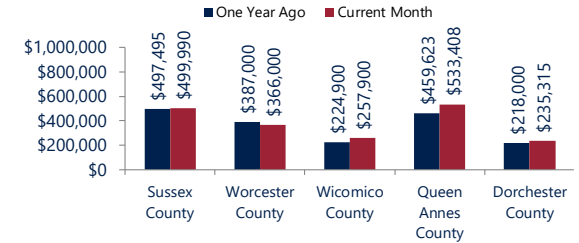
# Long & Foster Market Conditions Report

## Eastern Shore MD/DE Area - January 2024

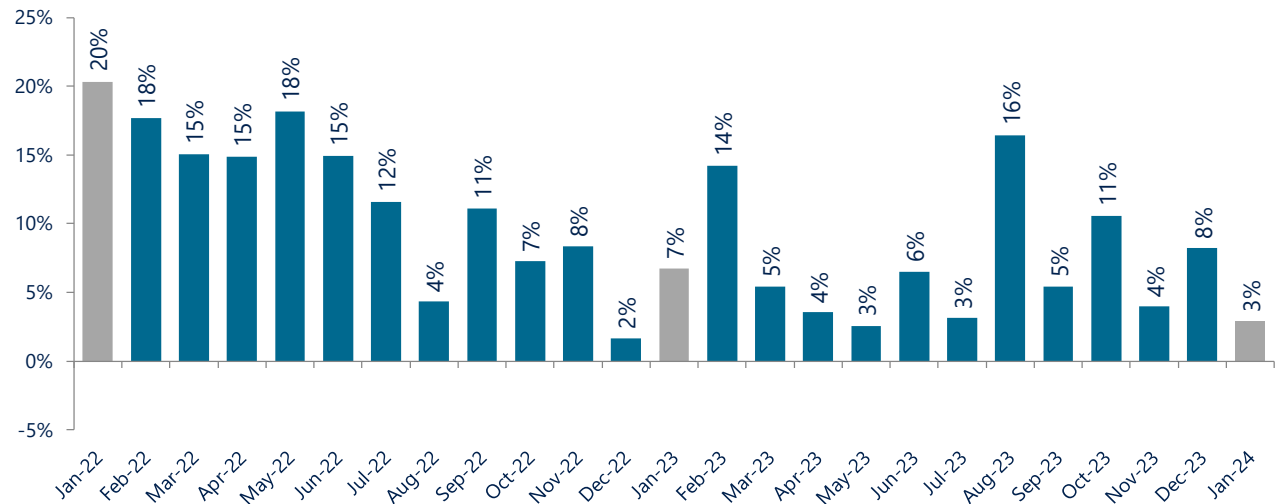
### Median Sales Price



### Median Sale Price Of Top Five Counties/Cities Based on Total Units Sold



### Median Sale Price Percent Change Year/Year



### Highlights

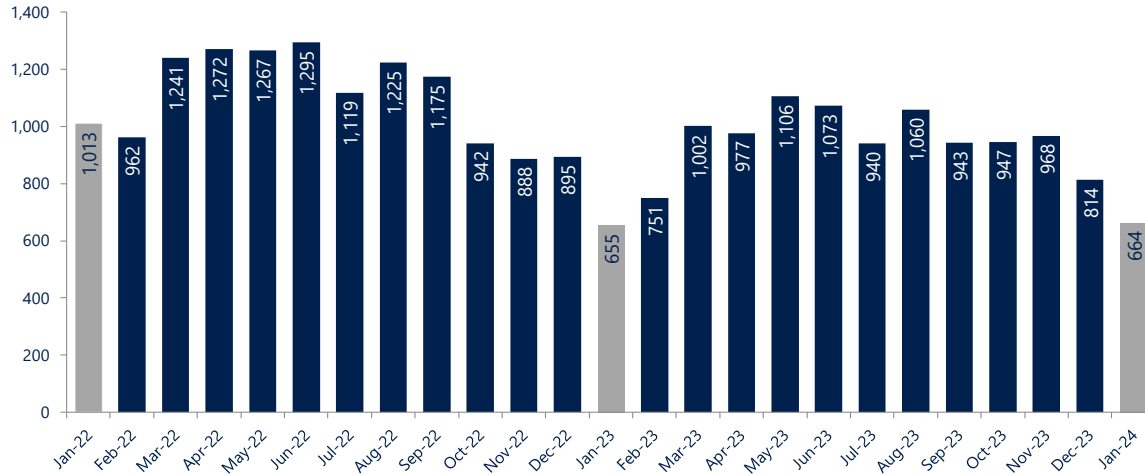
- This January, the current median sale price of \$390,000 was similar to the median sale price of last month.
- The current median sale price was 3% higher than the same month last year.



# Long & Foster Market Conditions Report

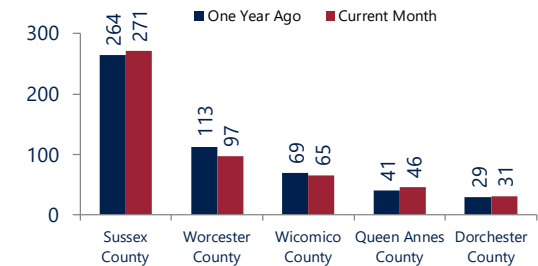
## Eastern Shore MD/DE Area - January 2024

**Total Units Sold**



**Total Units Sold**

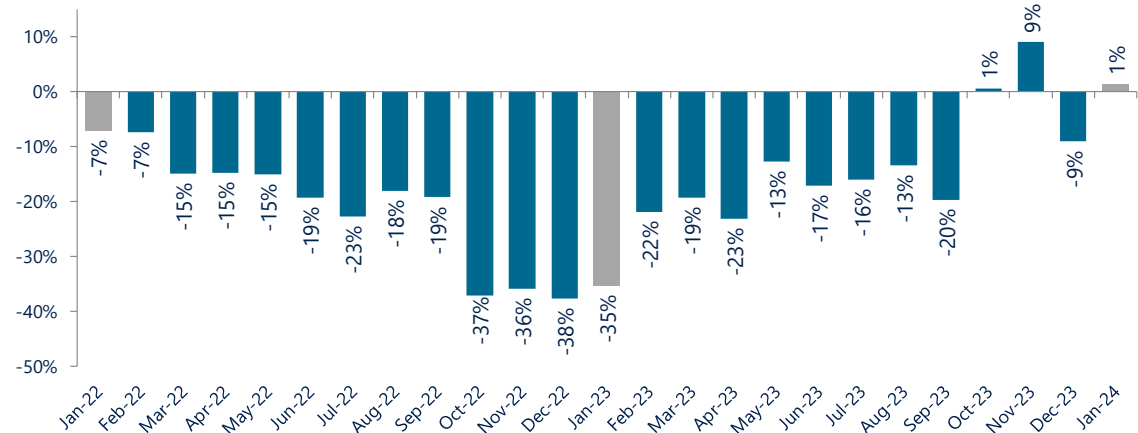
Of Top Five Counties/Cities Based on Total Units Sold



### Highlights

- The number of units sold in January 2024 was similar to the units sold in January 2023.
- This month's total units sold was lower than the previous month, a decrease of 18% versus December.

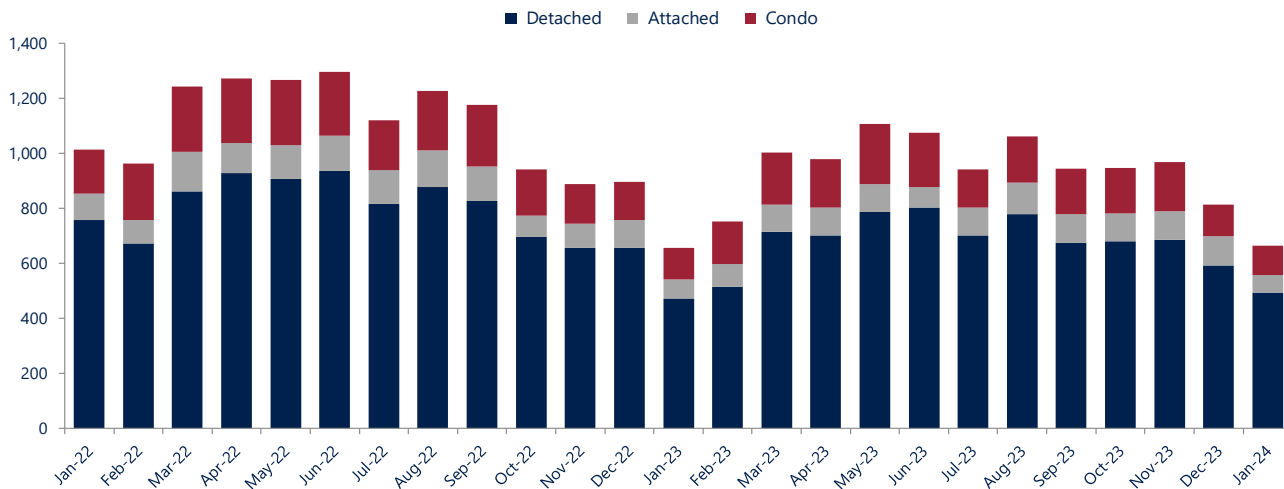
**Total Units Sold**  
Percent Change Year/Year



# Long & Foster Market Conditions Report

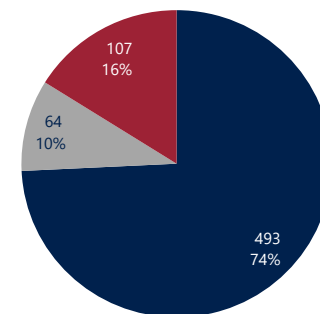
## Eastern Shore MD/DE Area - January 2024

**Total Units Sold by Type**

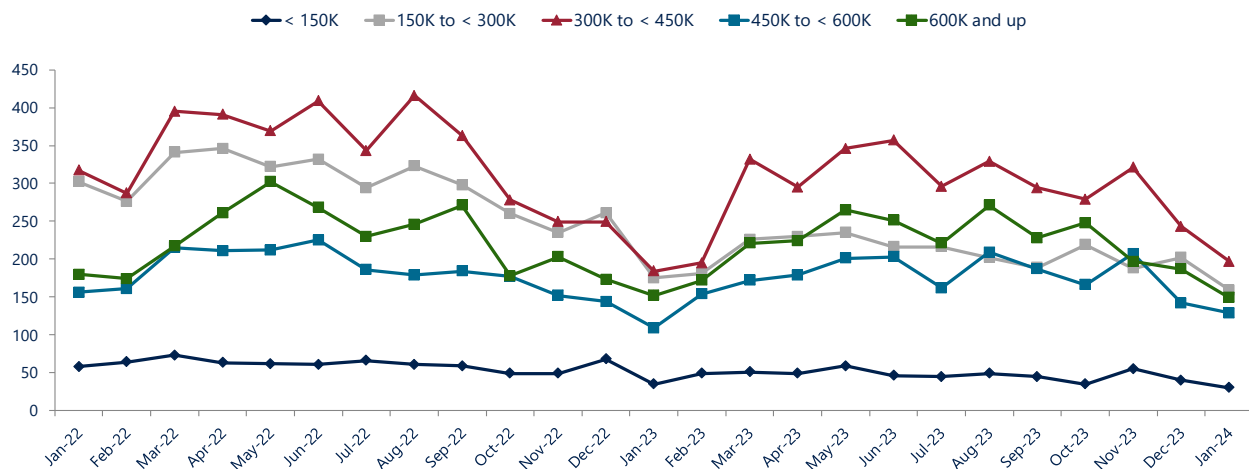


**Total Units Sold by Type**  
Current Month

■ Detached ■ Attached ■ Condo

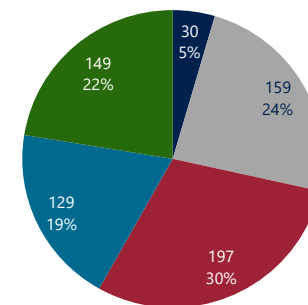


**Total Units Sold by Price Range**



**Total Units Sold by Price Range**  
Current Month

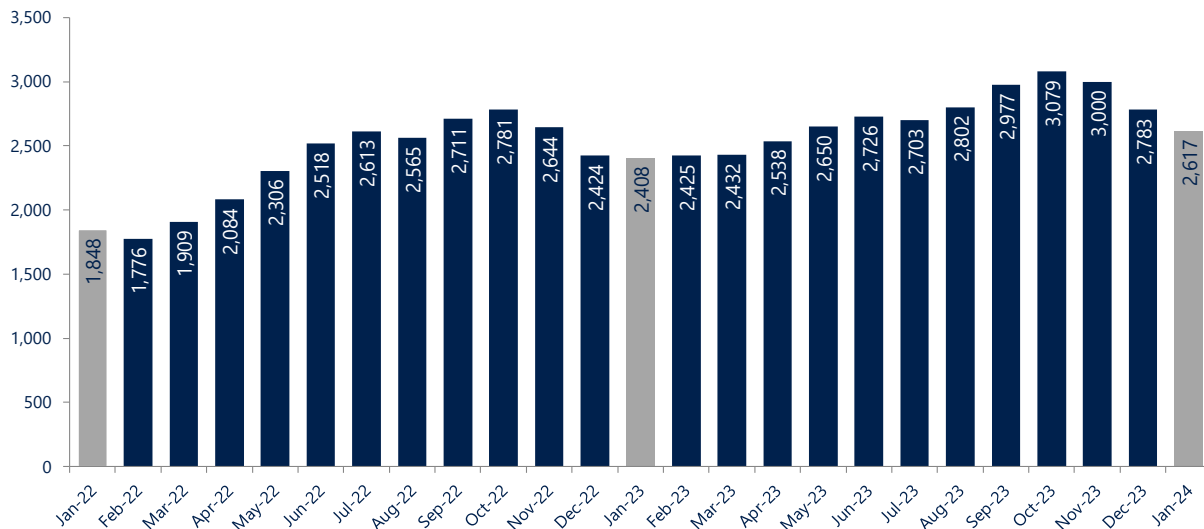
■ < 150K ■ 150K to < 300K ■ 300K to < 450K  
■ 450K to < 600K ■ 600K and up



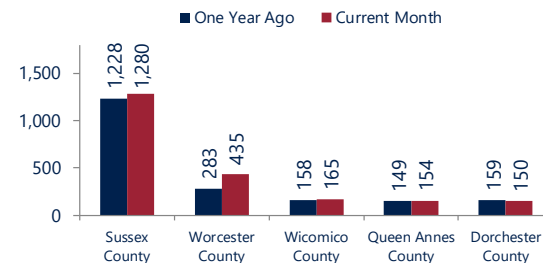
# Long & Foster Market Conditions Report

## Eastern Shore MD/DE Area - January 2024

### Total Active Inventory



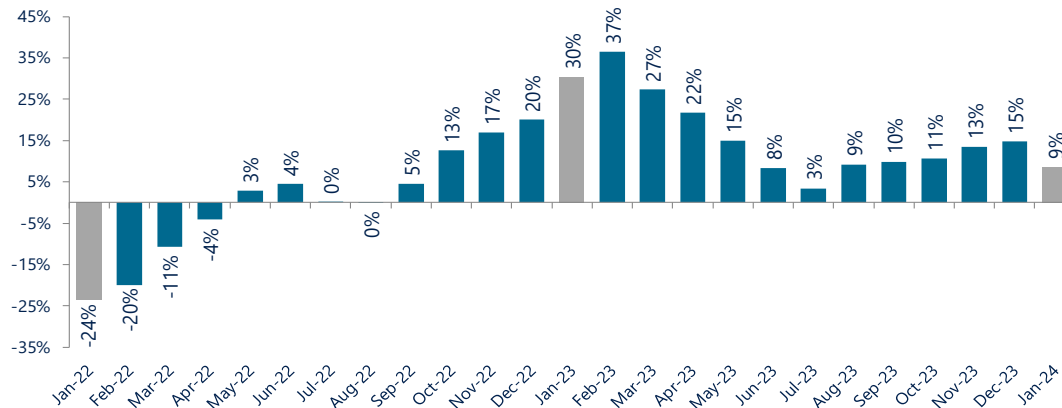
### Total Active Inventory Of Top Five Counties/Cities Based on Total Units Sold



### Highlights

- Versus last January, the total number of homes available this month was higher by 209 units or 9%.
- Active inventory this January was 6% lower than the previous month's supply of available inventory.

### Total Active Inventory Percent Change Year/Year

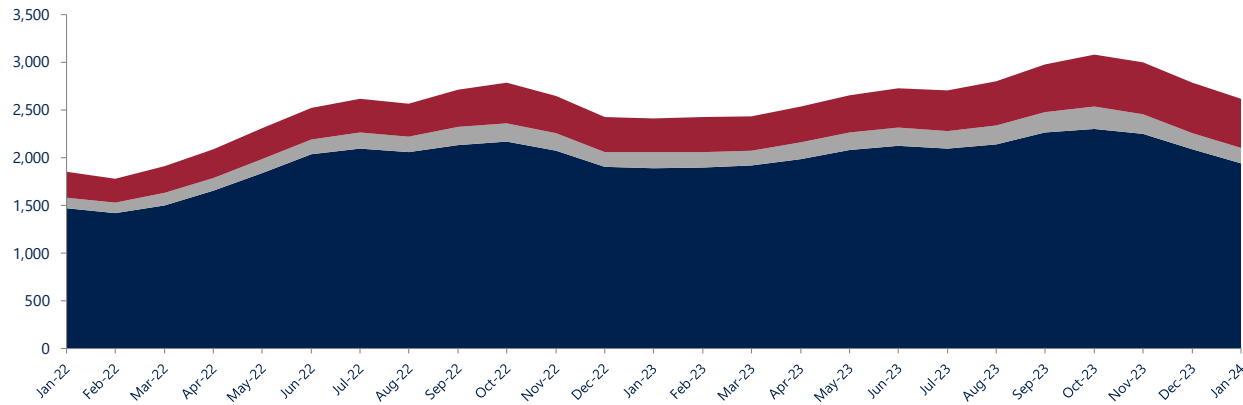


# Long & Foster Market Conditions Report

## Eastern Shore MD/DE Area - January 2024

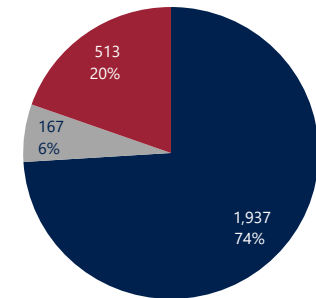
### Total Active Inventory by Type

■ Detached ■ Attached ■ Condo



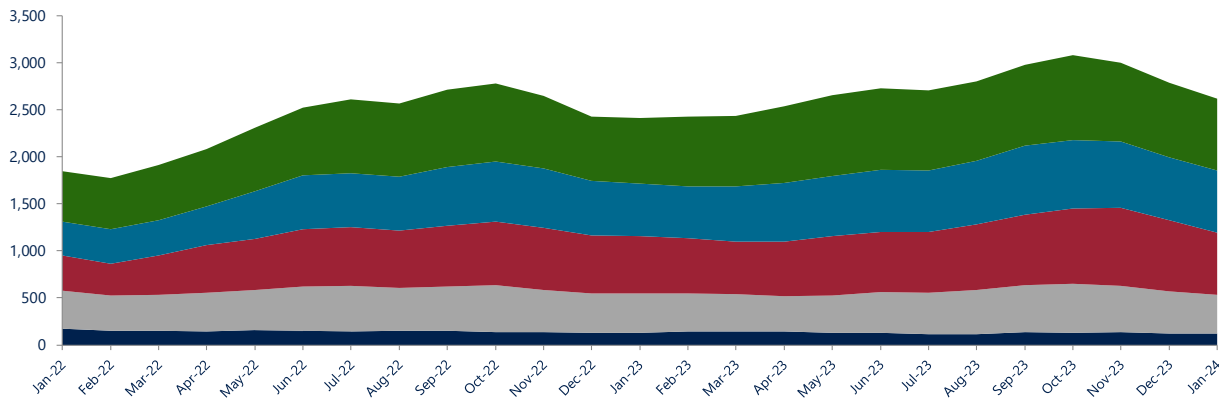
### Total Active Inventory by Type Current Month

■ Detached ■ Attached ■ Condo



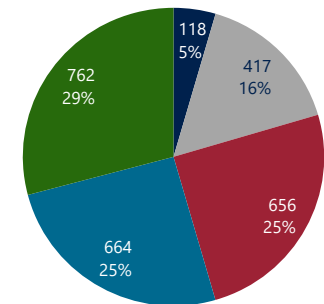
### Total Active Inventory by Price Range

■ < 150K ■ 150K to < 300K ■ 300K to < 450K ■ 450K to < 600K ■ 600K and up



### Total Active Inventory by Price Range Current Month

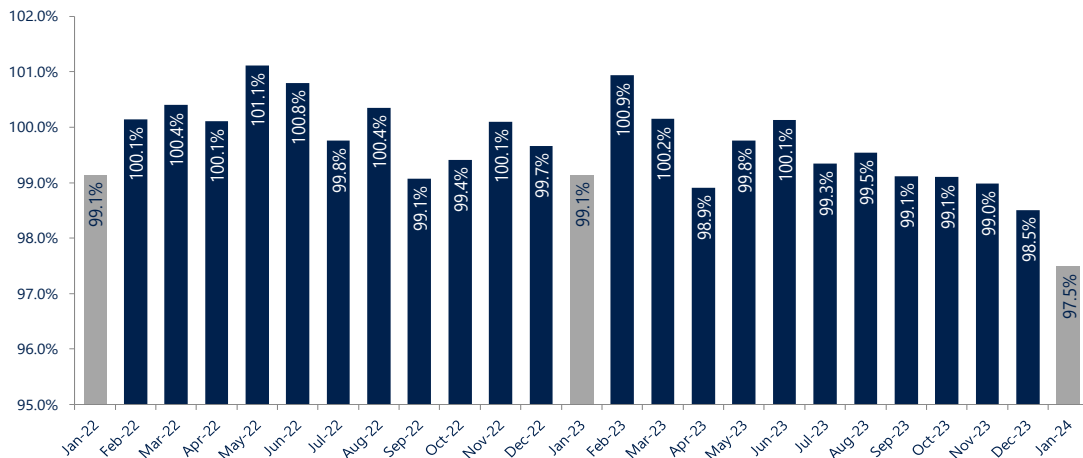
■ < 150K ■ 150K to < 300K ■ 300K to < 450K ■ 450K to < 600K ■ 600K and up



# Long & Foster Market Conditions Report

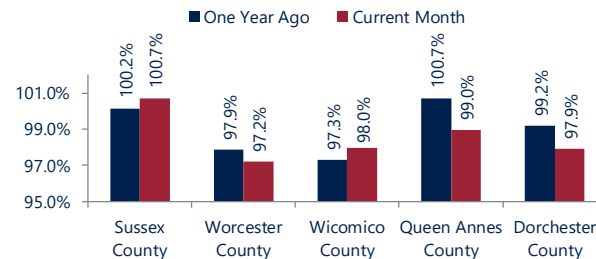
## Eastern Shore MD/DE Area - January 2024

**Average Sale Price as a Percent of List Price**



**Sale Price as % of List Price**

Of Top Five Counties/Cities Based on Total Units Sold



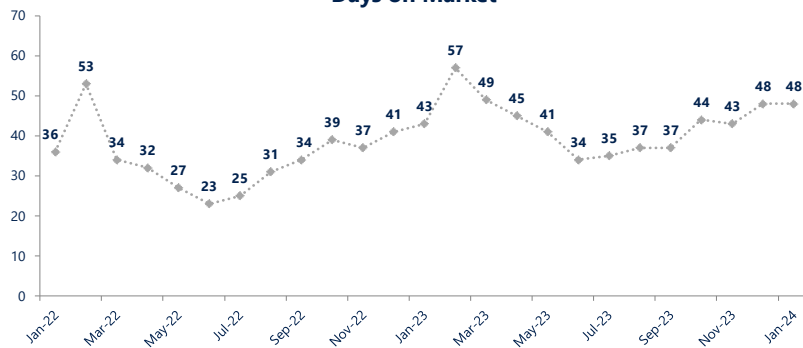
**Days on Market**

Current Month	One Year Ago
48	43
Up 12% Vs. Year Ago	

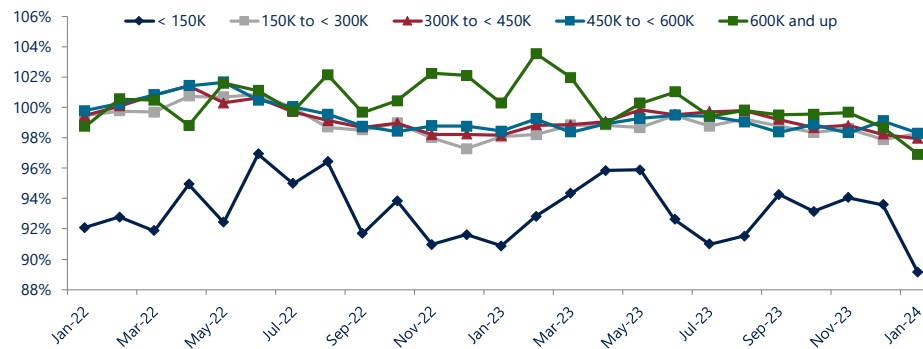
**Avg Sale Price as % of List Price**

Current Month	One Year Ago
97.5%	99.1%
Down -1.7% Vs. Year Ago	

**Days on Market**



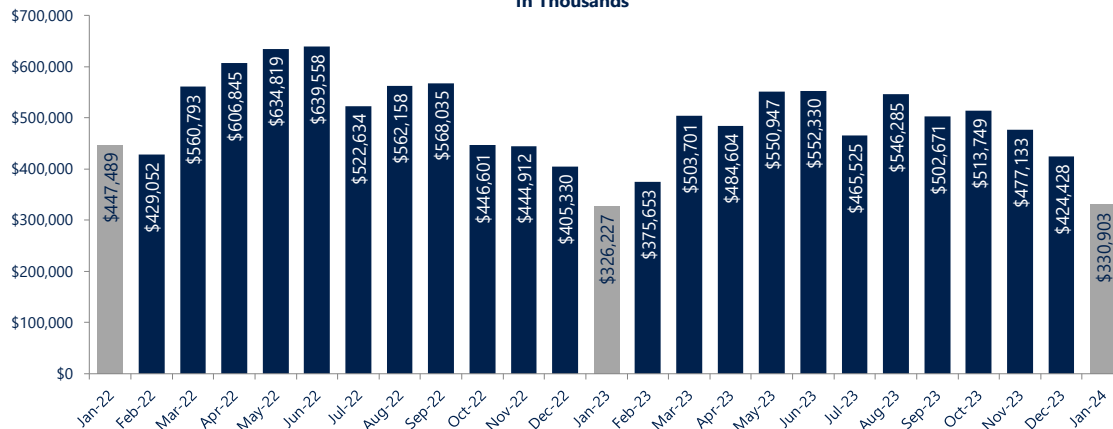
**Average Sale Price as a Percent of List Price by Price Range**



# Long & Foster Market Conditions Report

## Eastern Shore MD/DE Area - January 2024

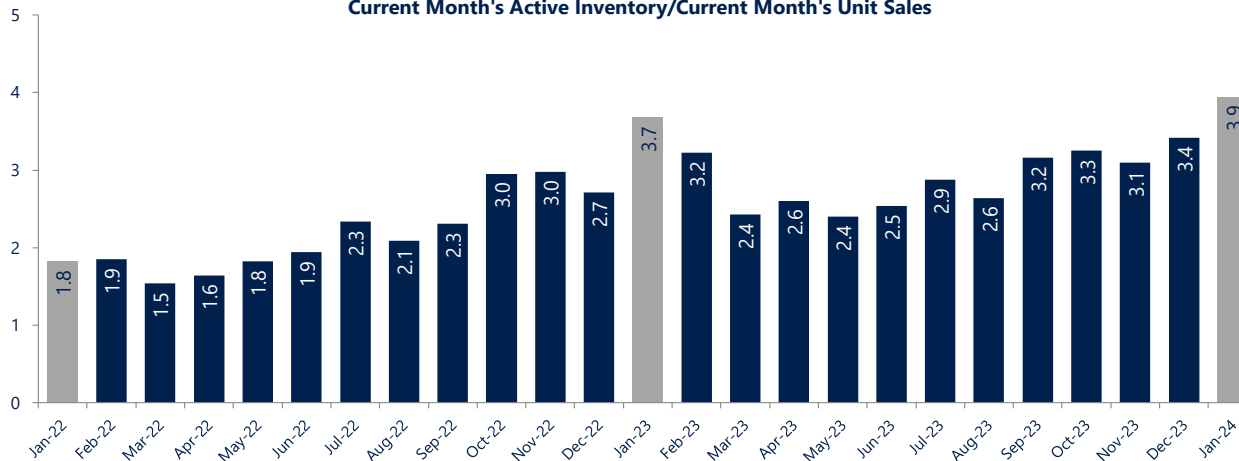
**Total Dollar Volume Sold**  
In Thousands



### Highlights

- Total volume sold this January was similar to the dollar volume sold one year ago.
- In January, there was 3.9 months of supply available, compared to 3.7 in January 2023. That was an increase of 7% versus a year ago.

**Months of Supply**  
Current Month's Active Inventory/Current Month's Unit Sales



### Total Dollar Volume Sold

Current Month	One Year Ago
\$330,902,833	\$326,226,533
Up 1% Vs. Year Ago	

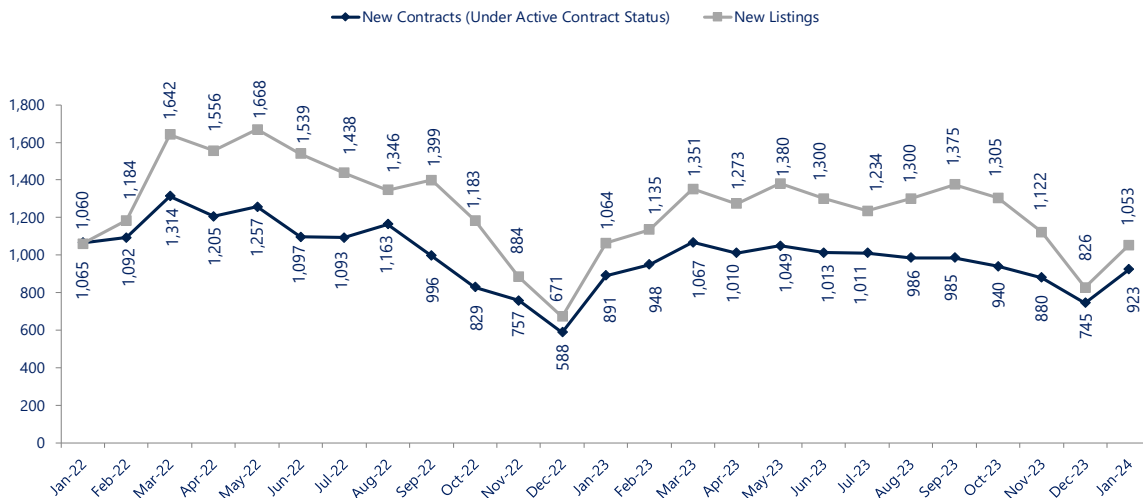
### Months of Supply

Current Month	One Year Ago
3.9	3.7
Up 7% Vs. Year Ago	

# Long & Foster Market Conditions Report

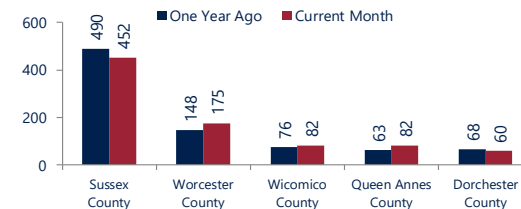
## Eastern Shore MD/DE Area - January 2024

### New Listings & New Contracts



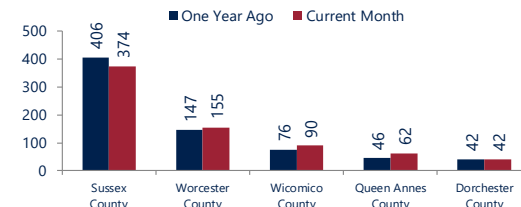
### New Listings

Of Top Five Counties/Cities Based on Total Units Sold



### New Contracts

Of Top Five Counties/Cities Based on Total Units Sold

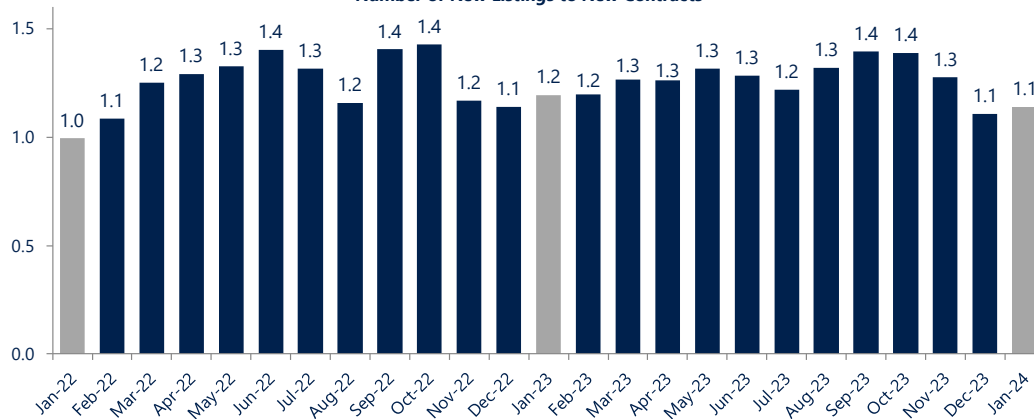


### Highlights

- Based on this month's amount of new listings and new contracts, the ratio of home supply (new listings) to current home demand (new contracts) was 1.1, similar to the ratio from one year ago.

### Supply/Demand Ratio

Number of New Listings to New Contracts



New Listings	
Current Month	One Year Ago
1,053	1,064
Down -1% Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
923	891
Up 4% Vs. Year Ago	



## References & Definitions

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### **WASHINGTON D.C. METROPOLITAN 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: District of Columbia; Arlington, Clarke, Culpeper, Fairfax, Fauquier, Loudoun, Madison, Prince William, Rappahannock, Spotsylvania, Stafford, Warren Counties and Alexandria, Fairfax, Falls Church, Fredericksburg, Manassas, Manassas Park Cities in Virginia; Calvert, Charles, Prince George's, Frederick, Montgomery Counties in Maryland; Jefferson County in West Virginia.

### **BALTIMORE METROPOLITAN 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: Anne Arundel, Baltimore, Carroll, Harford, Howard, and Queen Anne's Counties and Baltimore City in Maryland.

### **RICHMOND METROPOLITAN AREA: LISTING SOURCE, REPORTING AREA, & DEFINITION**

Data for all counties is supplied by Central Virginia Regional 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: Amelia, Charles City, Chesterfield, Dinwiddie, Goochland, Hanover, Henrico, King and Queen, King William, New Kent, Powhatan, Prince George, and Sussex Counties and Colonial Heights, Hopewell, Petersburg, and Richmond Cities in Virginia.

### **PHILADELPHIA METROPOLITAN 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: Bucks, Chester, Delaware, Montgomery, and Philadelphia Counties in Pennsylvania and Gloucester, Camden, Burlington, and Mercer in New Jersey.

### **THE TRIANGLE NORTH CAROLINA AREA: LISTING SOURCE, REPORTING AREA, & DEFINITION**

Based on data supplied by the Triangle MLS and its and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace.

Counties include in this area are: Chatham, Durham, Franklin, Granville, Harnett, Johnston, Orange, Person, and Wake in North Carolina.

Analysis dates for all regions: January 1, 2022 through January 31, 2024.

## References & Definitions

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### **CHARLOTTESVILLE AREA: LISTING SOURCE, REPORTING AREA, & DEFINITION**

Based on data supplied by CAAR 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: City of Charlottesville and Albemarle, Fluvanna County, Greene County and Nelson counties in Virginia.

### **HAMPTON ROADS AREA: LISTING SOURCE, REPORTING AREA, & DEFINITION**

Data for all counties except for Gloucester and Mathews Counties in Virginia is supplied by Real Estate Information Network 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: Gloucester, Isle of Wight, James City, Southampton, and York Counties and Chesapeake, Hampton, Newport News, Norfolk, Poquoson, Portsmouth, Suffolk, Virginia Beach, and Williamsburg Cities in Virginia; Currituck County in North Carolina.

### **ROANOKE METROPOLITAN AREA: LISTING SOURCE, REPORTING AREA & DEFINITION**

Based on data supplied by Roanoke Valley Association of REALTORS (RVAR) and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace as some brokerages choose not to provide transaction information. This may result in an understatement of completed sales and available listings. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of RVAR or Long & Foster Real Estate, Inc.

Counties & cities included in this area are: Botetourt, Craig, Franklin, and Roanoke Counties and Roanoke and Salem Cities in Virginia.

### **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.

### **EASTERN SHORE MD/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 include in this area are: Caroline, Dorchester, Kent, Queen Anne's, Somerset, Talbot, Wicomico, and Worcester Counties in Maryland and Sussex County in Delaware.

Analysis dates for all regions: January 1, 2022 through January 31, 2024.

# Long & Foster Market Conditions Report

## Contacts & Disclaimers

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Email: [media@longandfoster.com](mailto:media@longandfoster.com)

### CREATED BY

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Senior Market Research Analyst

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Source: Long & Foster Real Estate, Inc. and also cite the appropriate MLS.