

March 2024

LONG & FOSTER[®]
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



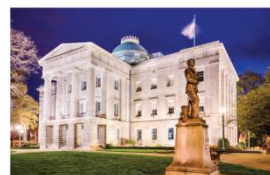
RICHMOND, VA



PHILADELPHIA, PA



CHARLOTTESVILLE, VA



THE TRIANGLE, NC



HAMPTON ROADS, VA



RONOAKE, VA



EASTERN SHORE MD/DE



WILMINGTON, DE

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

Global Partnerships

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Long & Foster Market Conditions Report

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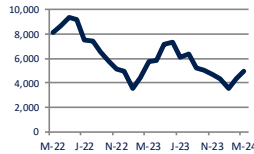
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Long & Foster Market Conditions Report

Market Highlights 'At A Glance' - March 2024

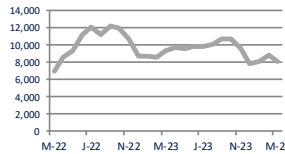
Washington D.C. Metropolitan Area

Units Sold
4,991



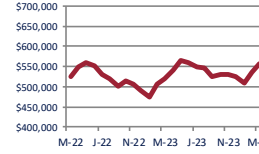
Down -13%
Vs. Year Ago

Active Inventory
8,062



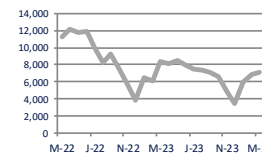
Down -14%
Vs. Year Ago

Median Sale Price
\$555,750



Up 7%
Vs. Year Ago

New Listings
7,053



Down -16%
Vs. Year Ago

Sold vs. List Price
101.1%



Up 0.7%
Vs. Year Ago

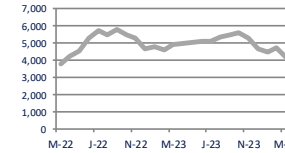
Baltimore Metropolitan Area

Units Sold
2,425



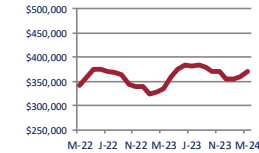
Down -15%
Vs. Year Ago

Active Inventory
4,119



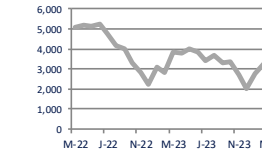
Down -15%
Vs. Year Ago

Median Sale Price
\$370,000



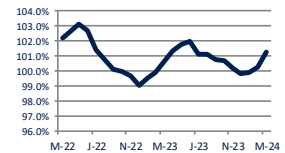
Up 10%
Vs. Year Ago

New Listings
3,193



Down -17%
Vs. Year Ago

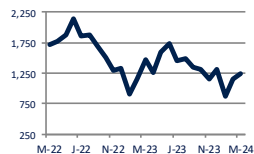
Sold vs. List Price
101.3%



Up 0.6%
Vs. Year Ago

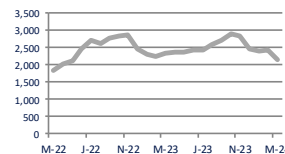
Richmond Metropolitan Area

Units Sold
1,243



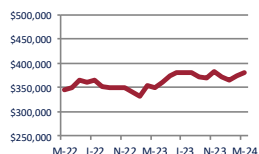
Down -15%
Vs. Year Ago

Active Inventory
2,133



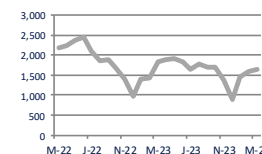
Down -8%
Vs. Year Ago

Median Sale Price
\$380,115



Up 9%
Vs. Year Ago

New Listings
1,648



Down -10%
Vs. Year Ago

Sold vs. List Price
101.8%



Up 0.2%
Vs. Year Ago

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Market Highlights 'At A Glance' - March 2024

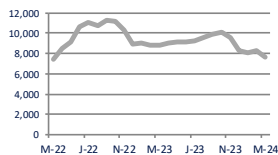
Philadelphia Metropolitan Area

Units Sold
3,704



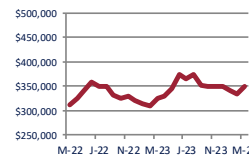
Down -16%
Vs. Year Ago

Active Inventory
7,670



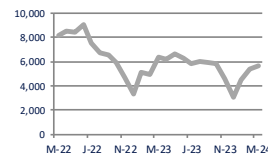
Down -13%
Vs. Year Ago

Median Sale Price
\$350,000



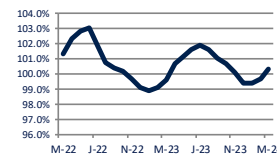
Up 8%
Vs. Year Ago

New Listings
5,651



Down -11%
Vs. Year Ago

Sold vs. List Price
100.3%



Up 0.7%
Vs. Year Ago

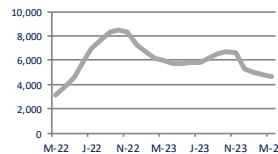
The Triangle, NC Area

Units Sold
2,578



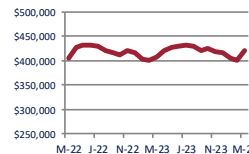
Down -18%
Vs. Year Ago

Active Inventory
4,650



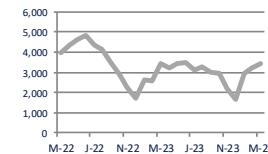
Down -22%
Vs. Year Ago

Median Sale Price
\$420,000



Up 3%
Vs. Year Ago

New Listings
3,439



No Change
Vs. Year Ago

Sold vs. List Price
99.7%



Up 0.6%
Vs. Year Ago

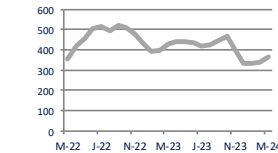
Charlottesville Area

Units Sold
216



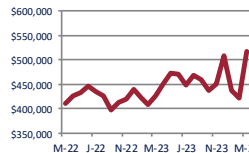
Down -5%
Vs. Year Ago

Active Inventory
363



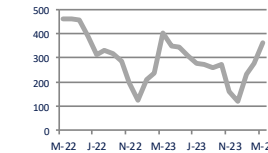
Down -16%
Vs. Year Ago

Median Sale Price
\$516,000



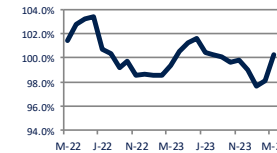
Up 21%
Vs. Year Ago

New Listings
364



Down -9%
Vs. Year Ago

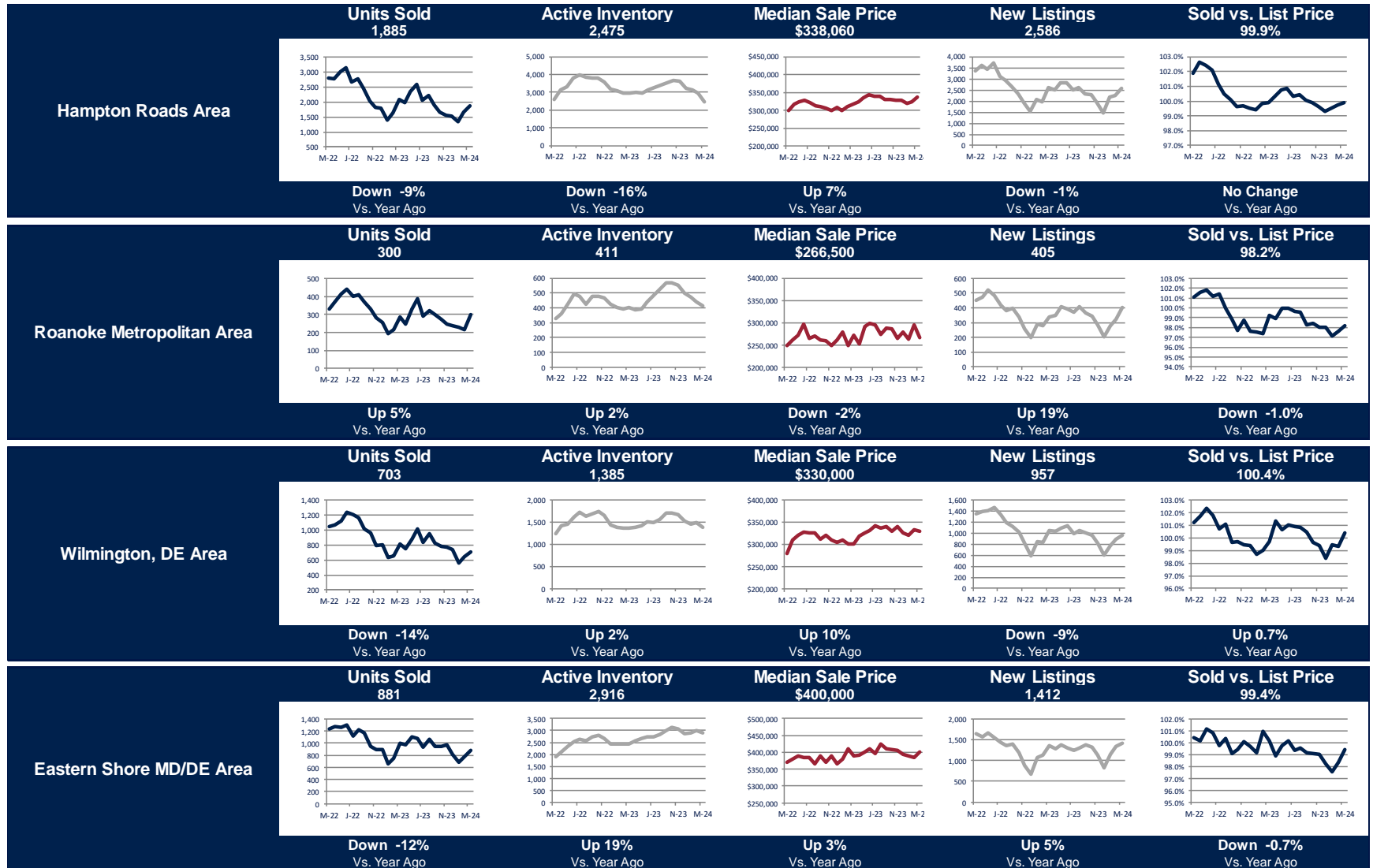
Sold vs. List Price
100.2%



Up 0.8%
Vs. Year Ago

Long & Foster Market Conditions Report

Market Highlights 'At A Glance' - March 2024



Market Conditions Report

Washington D.C. Metropolitan Area

March 2024

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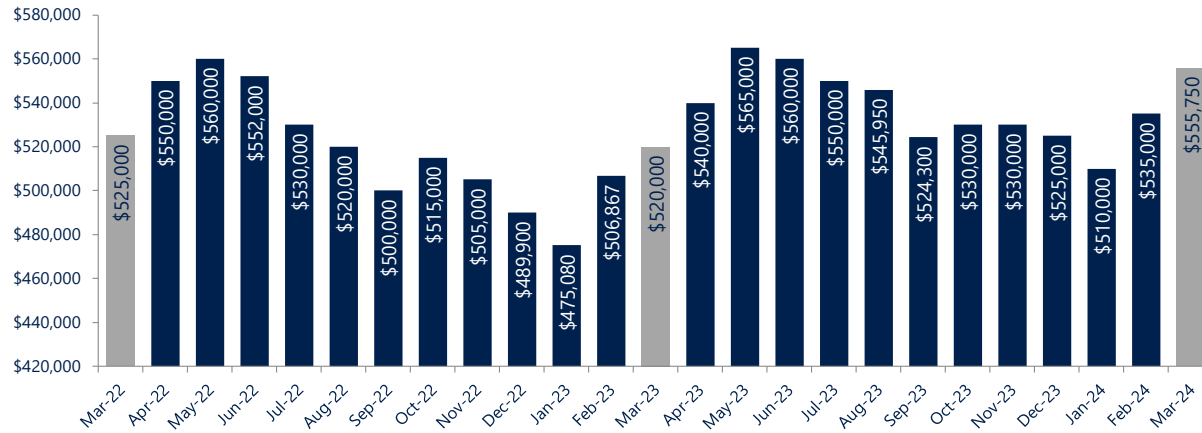
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Long & Foster Market Conditions Report

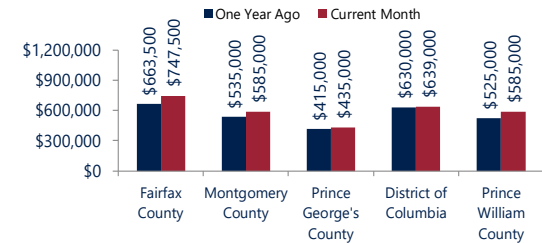
Washington D.C. Metropolitan Area - March 2024

Median Sales Price



Median Sale Price

Of Top Five Counties/Cities Based on Total Units Sold

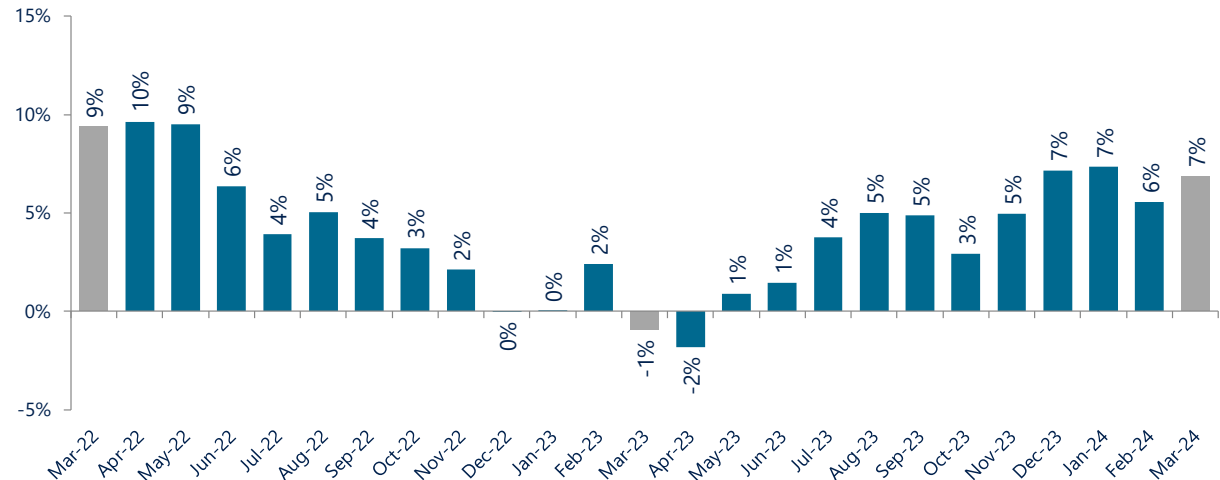


Highlights

- This March, the median sale price was \$555,750, an increase of 7% compared to last year.
- The current median sale price was 4% higher than in February.

Median Sale Price

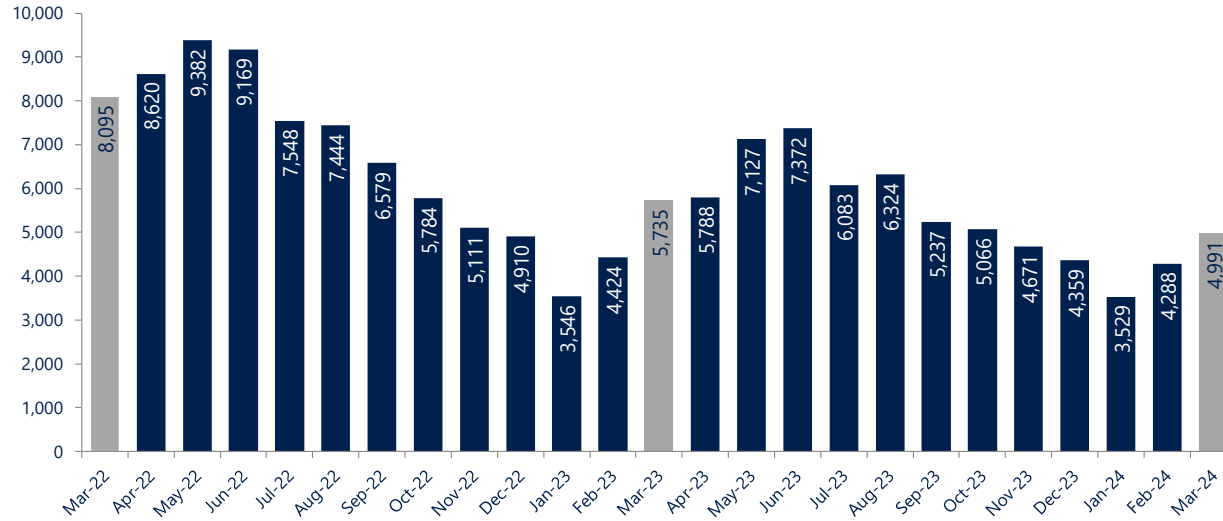
Percent Change Year/Year



Long & Foster Market Conditions Report

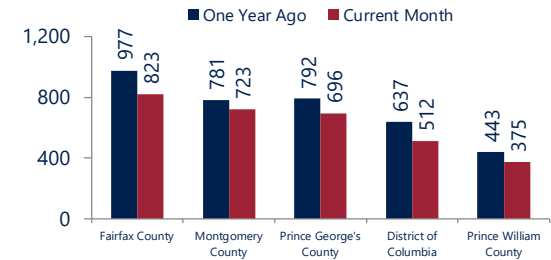
Washington D.C. Metropolitan Area - March 2024

Total Units Sold



Total Units Sold

Of Top Five Counties/Cities Based on Total Units Sold

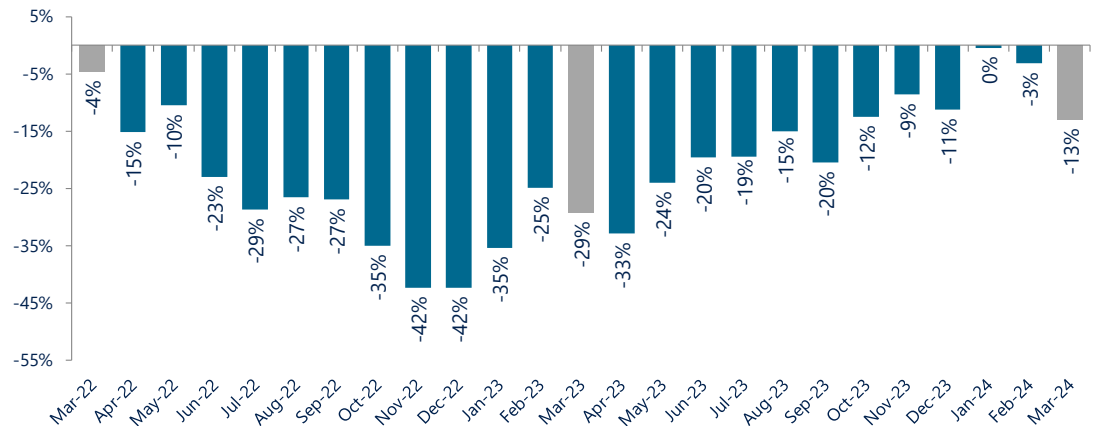


Highlights

- There was an increase of 16% in total units sold in March compared to February.
- This month's total units sold was lower than at this time last year, a decrease of 13% versus March 2023.

Total Units Sold

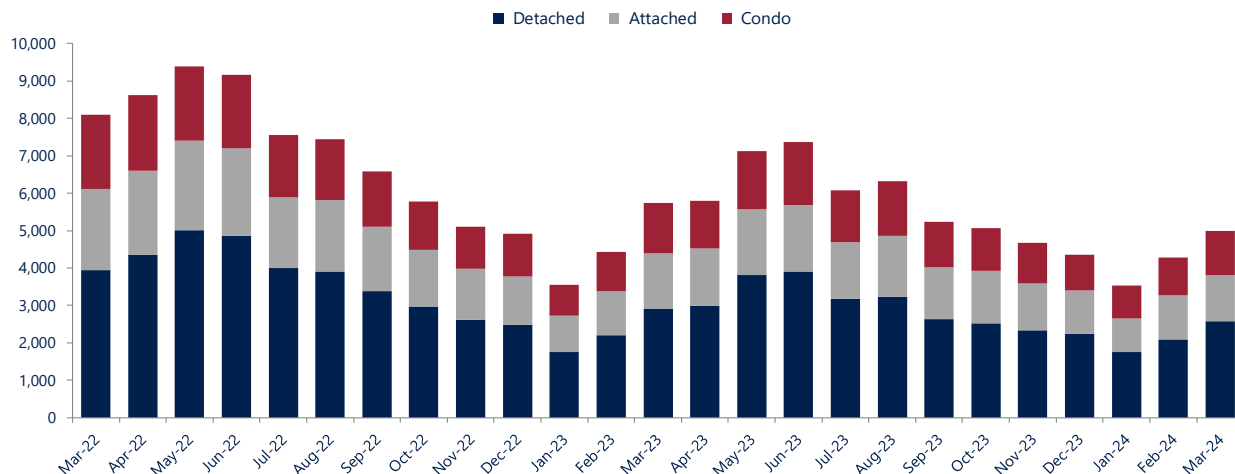
Percent Change Year/Year



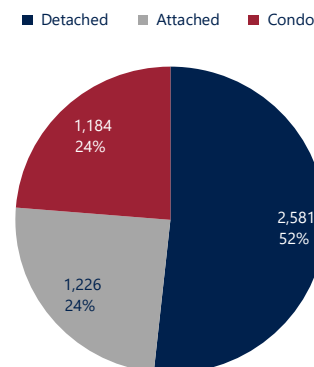
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Washington D.C. Metropolitan Area - March 2024

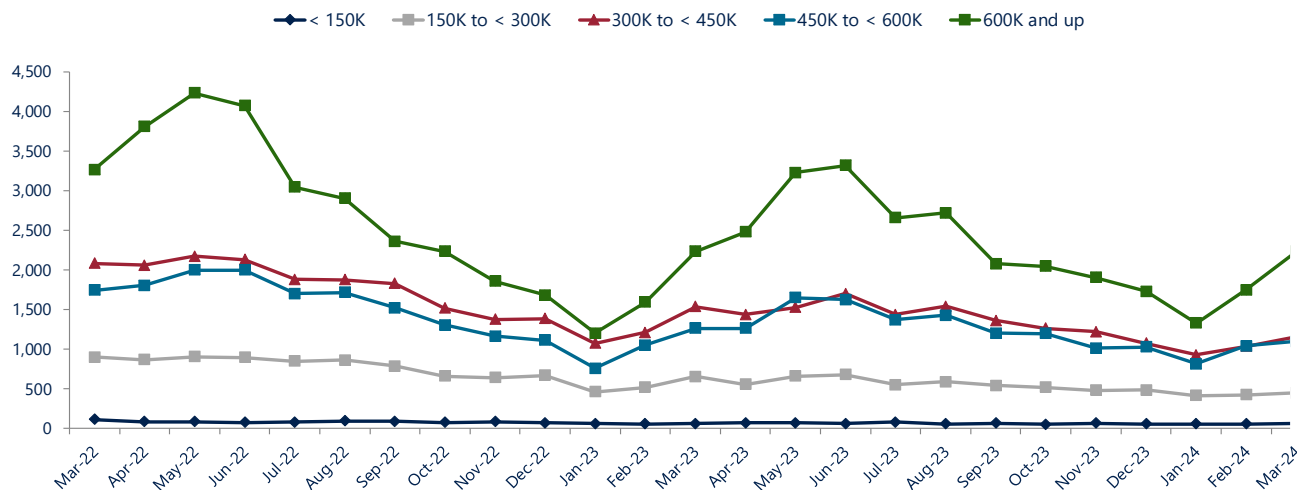
Total Units Sold by Type



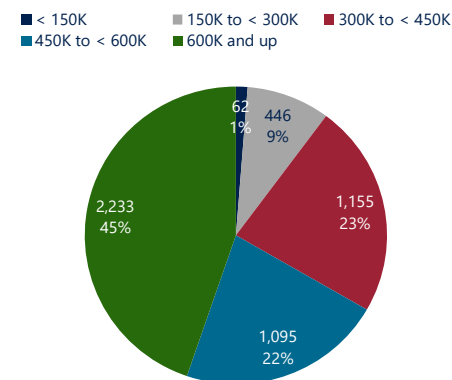
Total Units Sold by Type
Current Month



Total Units Sold by Price Range



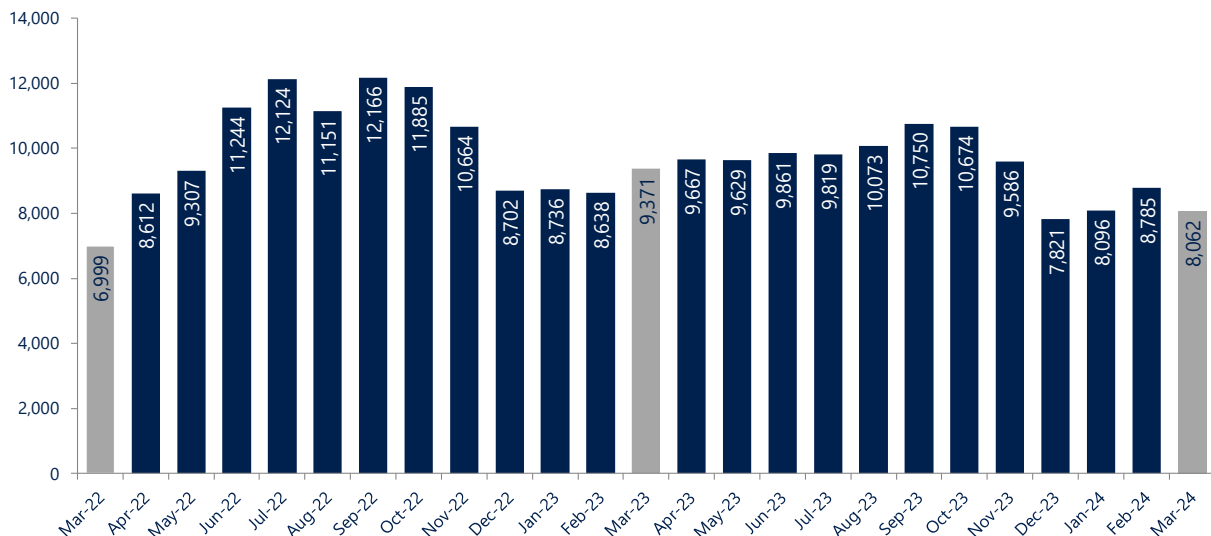
Total Units Sold by Price Range
Current Month



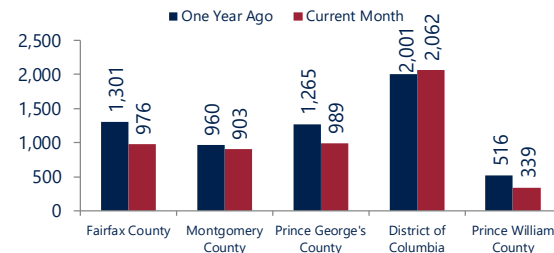
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Washington D.C. Metropolitan Area - March 2024

Total Active Inventory



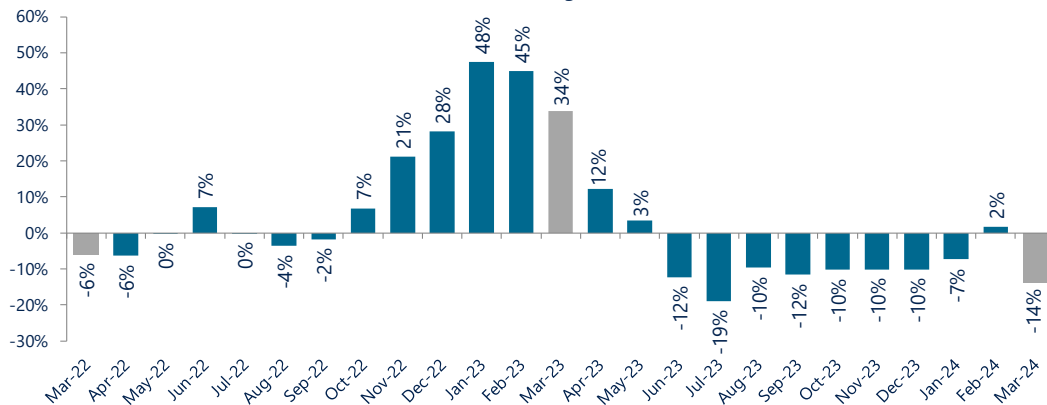
Total Active Inventory Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- March's total active inventory of 8,062 units was 8% lower than the previous month's supply of inventory.
- Versus last March, the total number of homes available was lower by 1,309 units or 14%.

Total Active Inventory Percent Change Year/Year

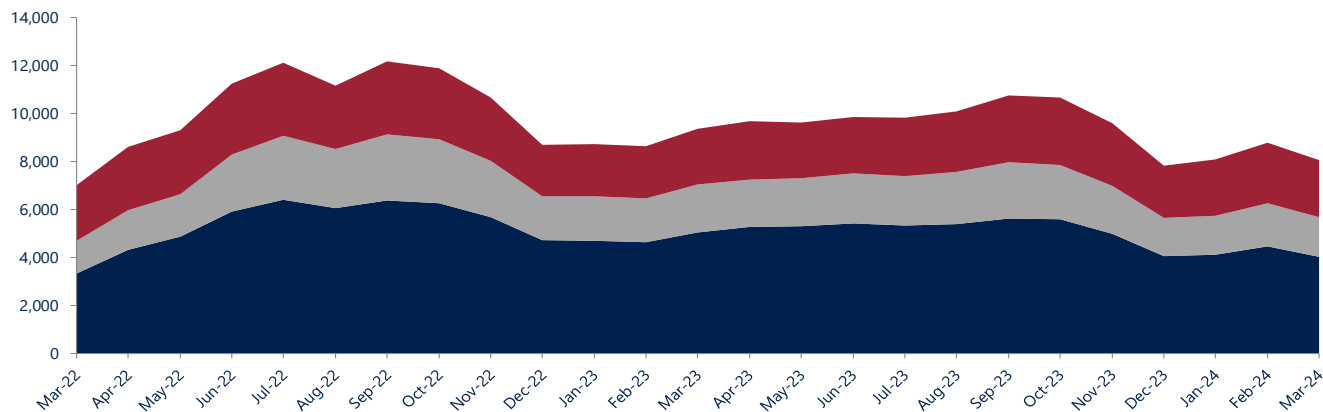


Long & Foster Market Conditions Report

Washington D.C. Metropolitan Area - March 2024

Total Active Inventory by Type

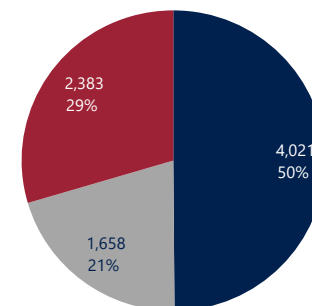
■ Detached ■ Attached ■ Condo



Total Active Inventory by Type

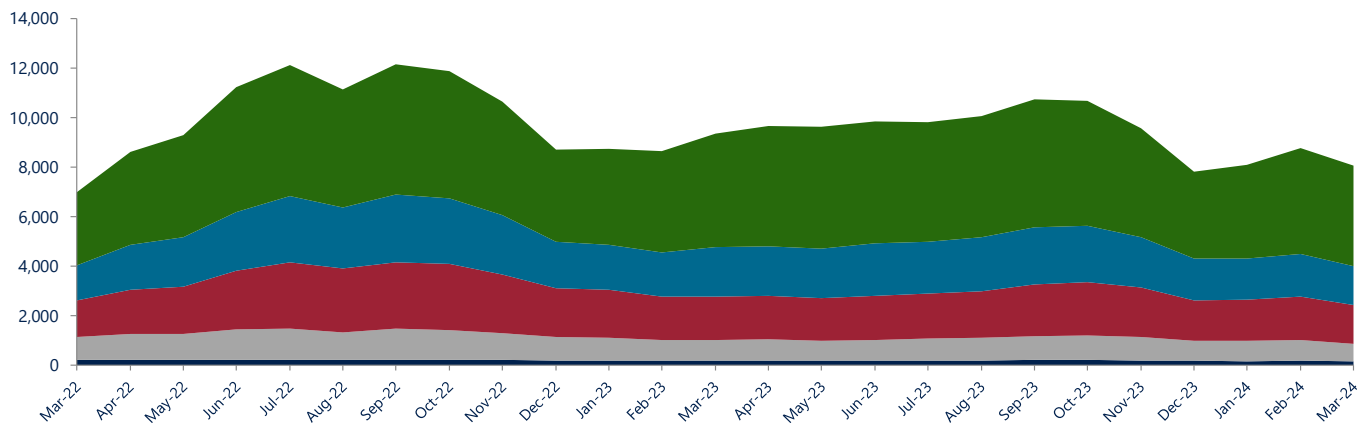
Current Month

■ Detached ■ Attached ■ Condo



Total Active Inventory by Price Range

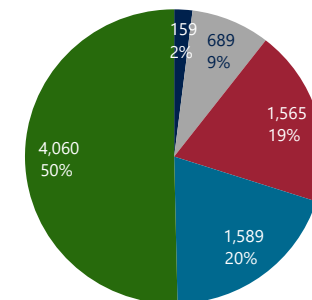
■ < 150K ■ 150K to < 300K ■ 300K to < 450K ■ 450K to < 600K ■ 600K and up



Total Active Inventory by Price Range

Current Month

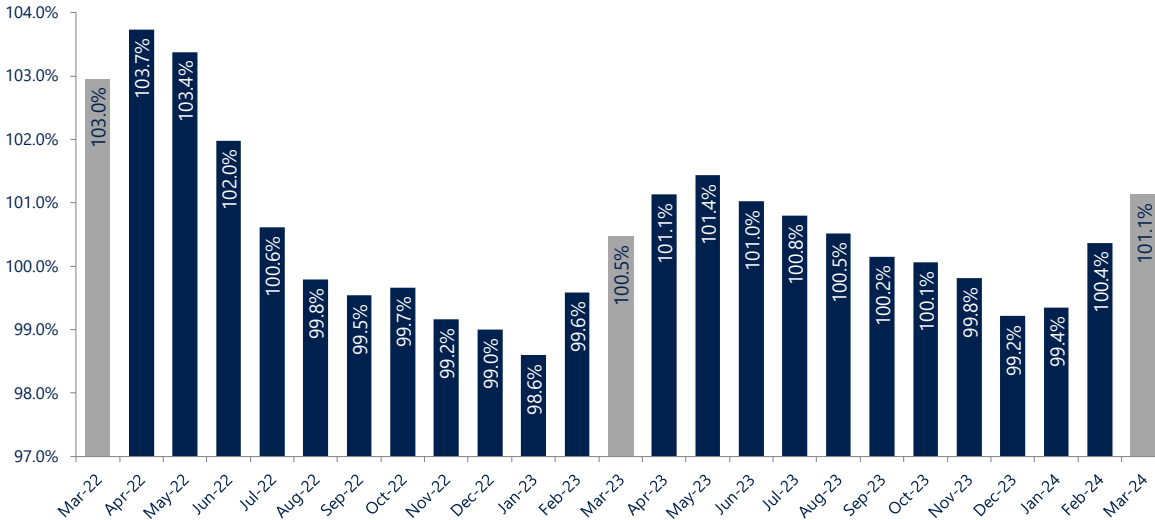
■ < 150K ■ 150K to < 300K ■ 300K to < 450K ■ 450K to < 600K ■ 600K and up



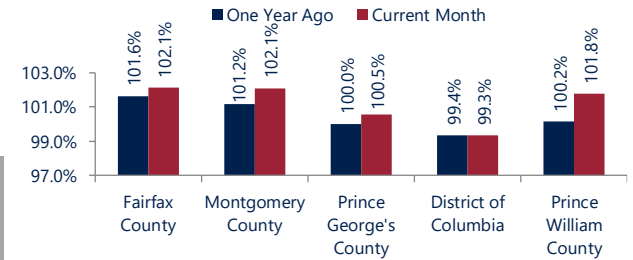
Long & Foster Market Conditions Report

Washington D.C. Metropolitan Area - March 2024

Average Sale Price as a Percent of List Price



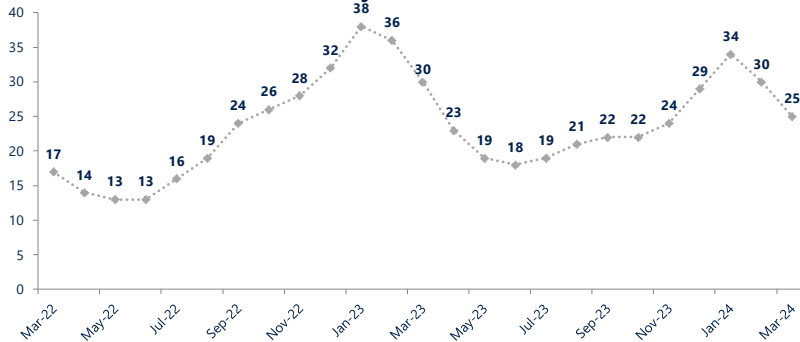
Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold



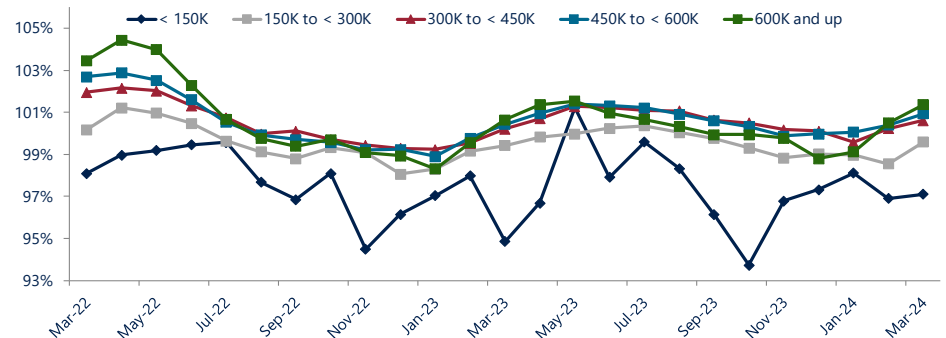
Days on Market	
Current Month	One Year Ago
25	30
Down -17% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
101.1%	100.5%
Up 0.7% Vs. Year Ago	

Days on Market



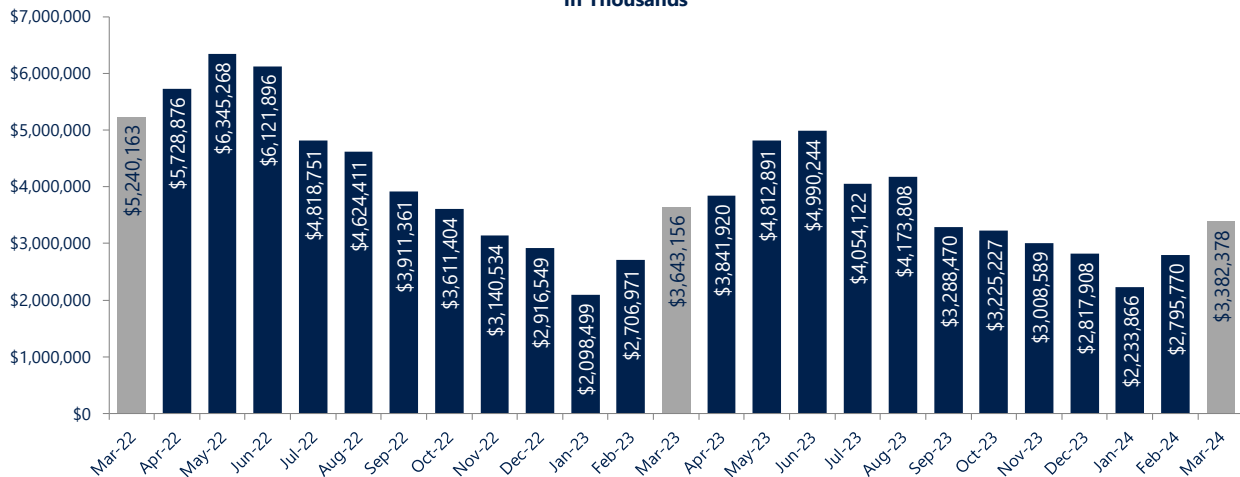
Average Sale Price as a Percent of List Price by Price Range



Long & Foster Market Conditions Report

Washington D.C. Metropolitan Area - March 2024

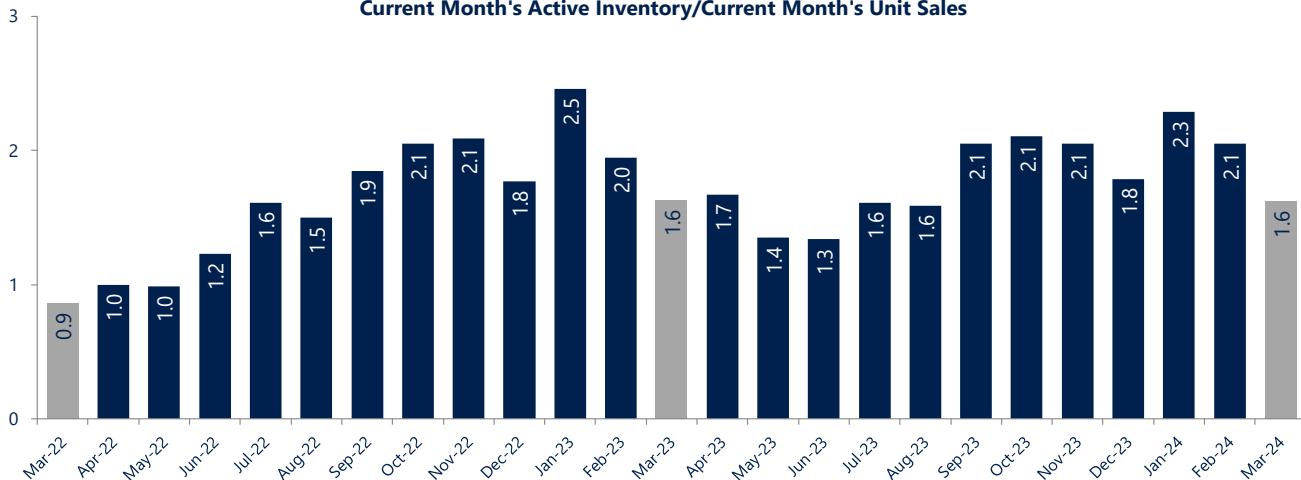
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this March was 7% less than the same month one year ago.
- In March, there was 1.6 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
\$3,382,377,715	\$3,643,155,853
Down -7% Vs. Year Ago	

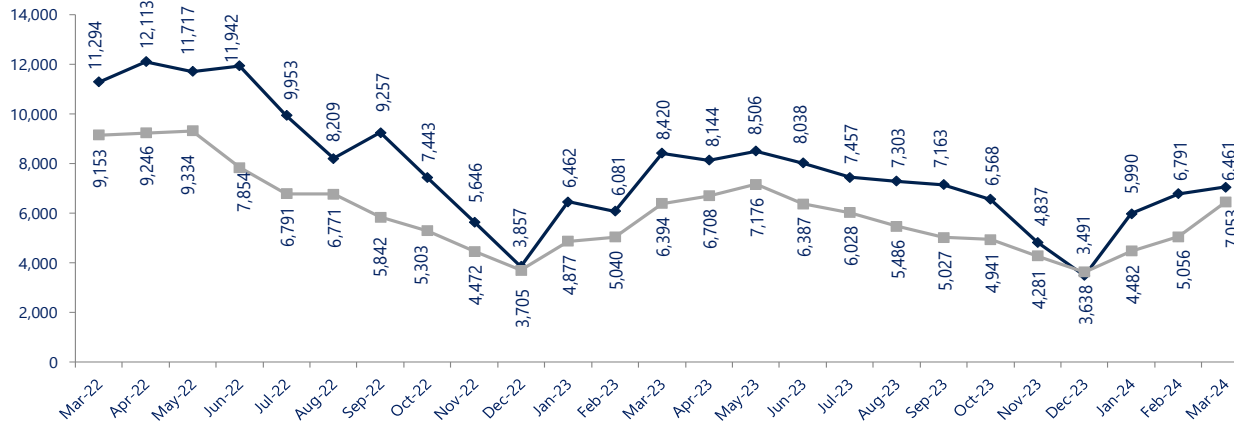
Months of Supply	
Current Month	One Year Ago
1.6	1.6
Down -1% Vs. Year Ago	

Long & Foster Market Conditions Report

Washington D.C. Metropolitan Area - March 2024

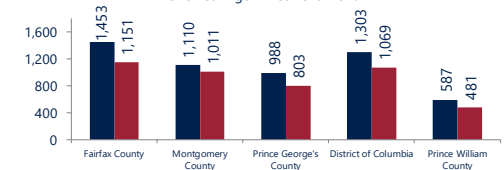
New Listings & New Contracts

◆ New Listings ■ New Contracts (Under Active Contract Status)



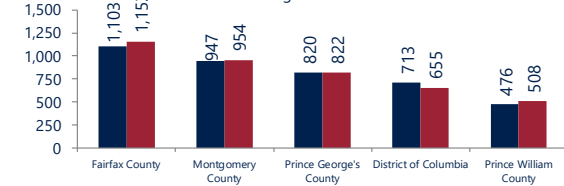
New Listings

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 17% from March 2023.

New Listings

Current Month	One Year Ago
7,053	8,420

Down -16% Vs. Year Ago

New Contracts

Current Month	One Year Ago
6,461	6,394

Up 1% Vs. Year Ago

Market Conditions Report

Baltimore, MD Area

March 2024

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Long & Foster's All-Inclusive Services

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Global Partnerships

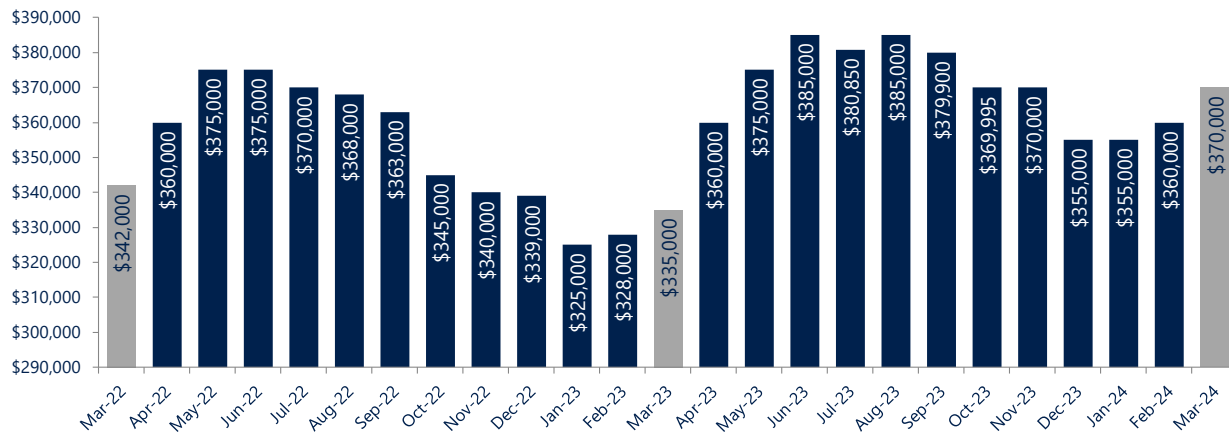
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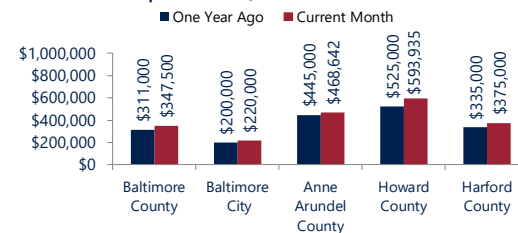
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Baltimore Metropolitan Area - March 2024

Median Sales Price

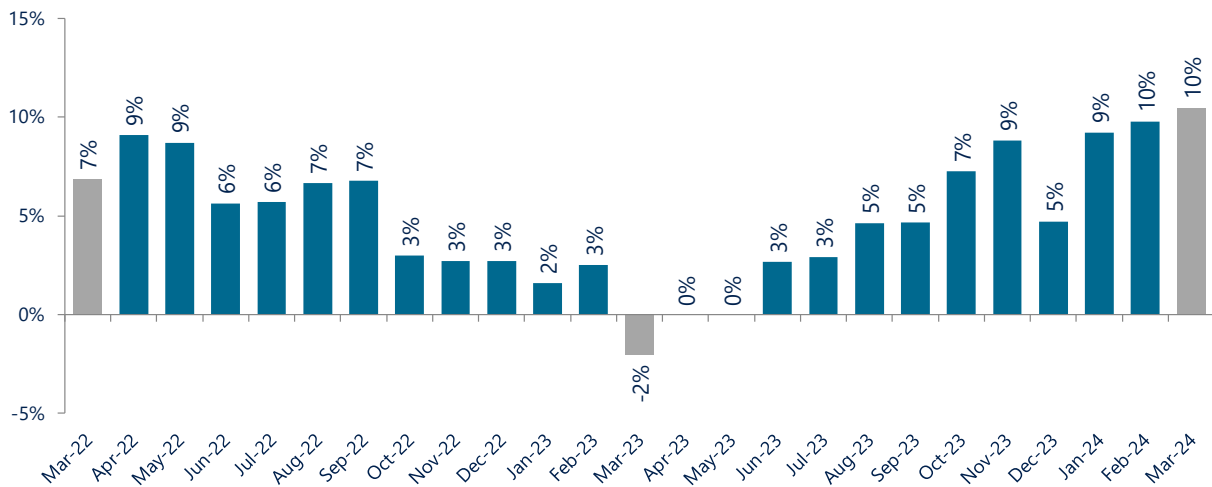


Median Sale Price Of Top Five Counties/Cities Based on Total Units Sold



Median Sale Price

Percent Change Year/Year



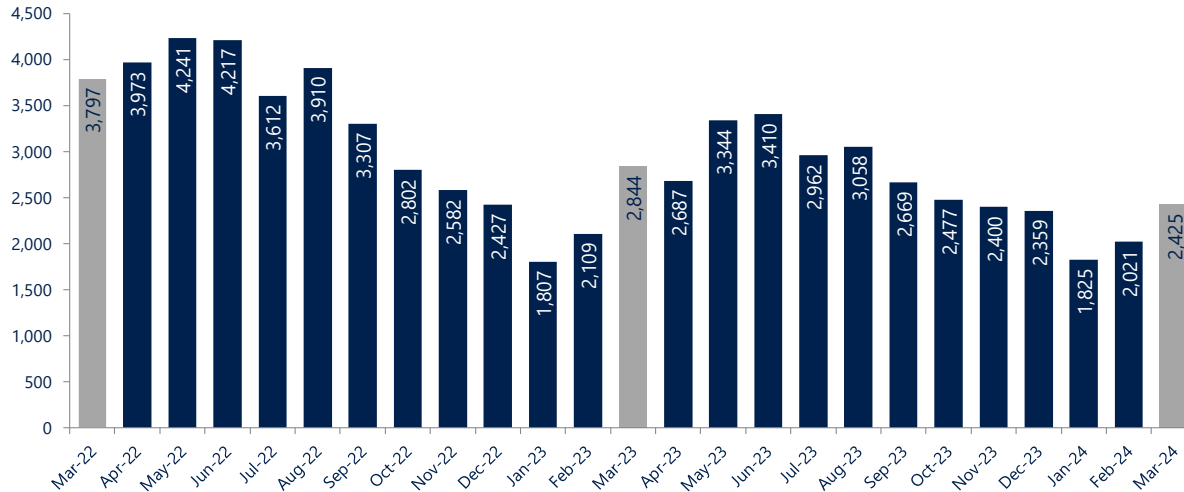
Highlights

- This March, the median sale price was \$370,000, an increase of 10% compared to last year.
- The current median sale price was 3% higher than in February.

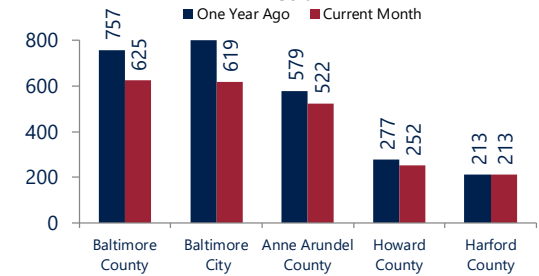
Long & Foster Market Conditions Report

Baltimore Metropolitan Area - March 2024

Total Units Sold



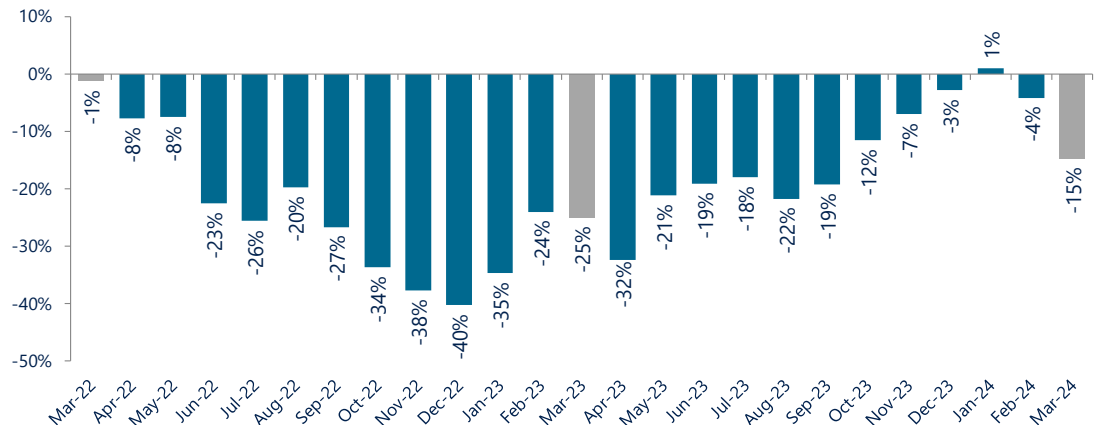
Total Units Sold
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- There was an increase of 20% in total units sold in March compared to February.
- This month's total units sold was lower than at this time last year, a decrease of 15% versus March 2023.

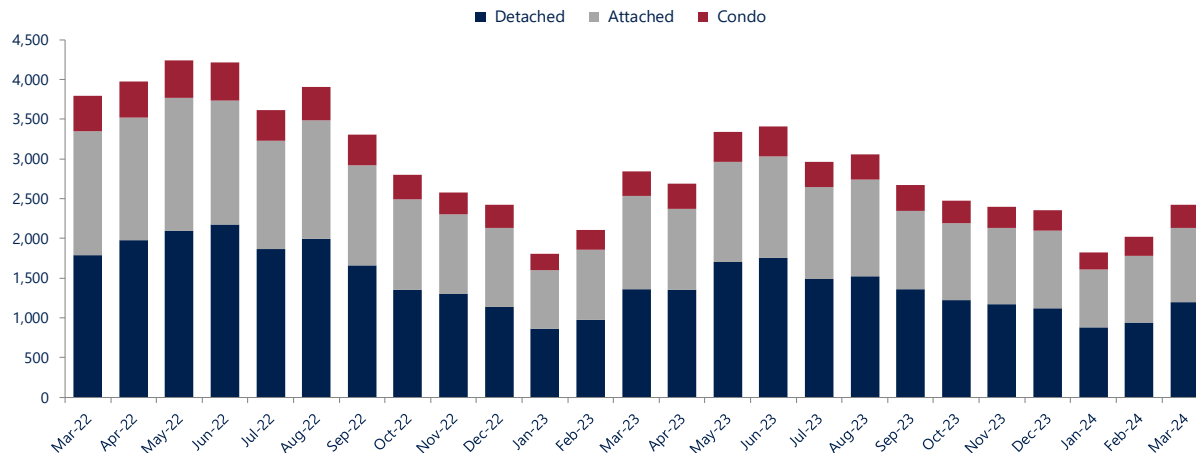
Total Units Sold
Percent Change Year/Year



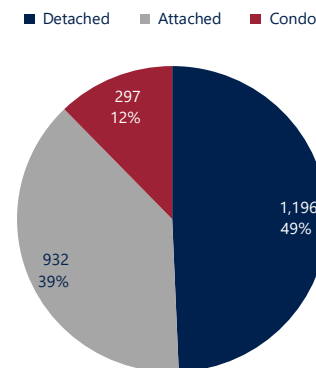
Long & Foster Market Conditions Report

Baltimore Metropolitan Area - March 2024

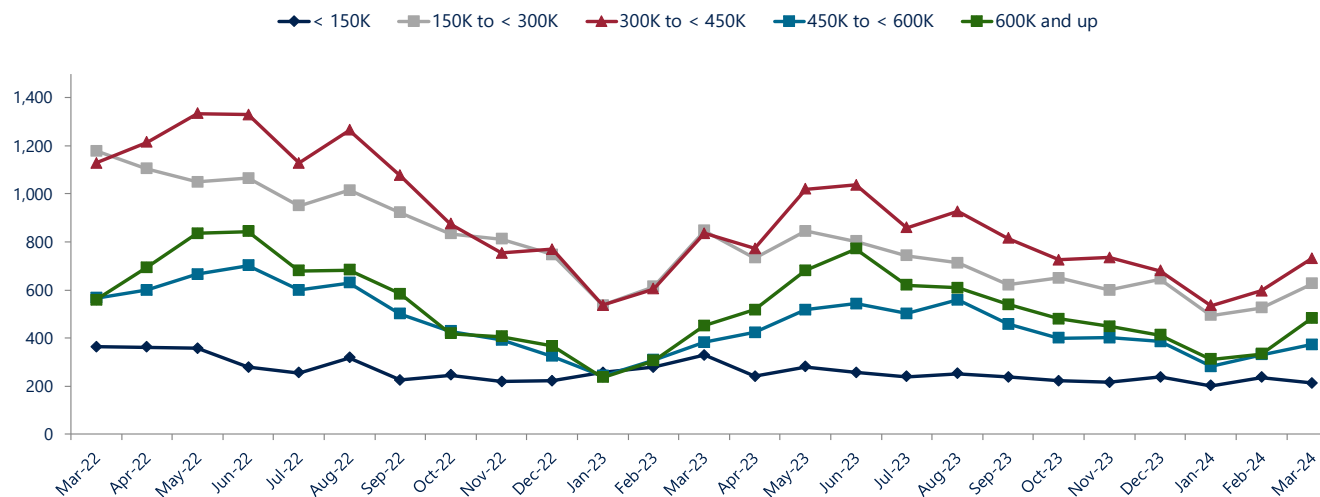
Total Units Sold by Type



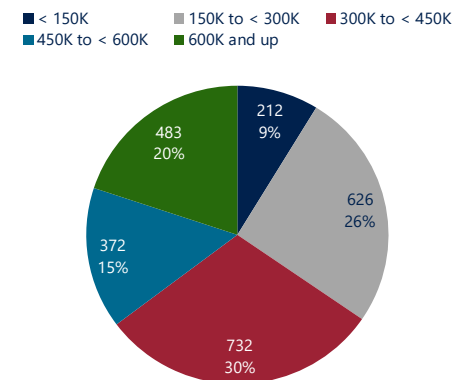
Total Units Sold by Type
Current Month



Total Units Sold by Price Range



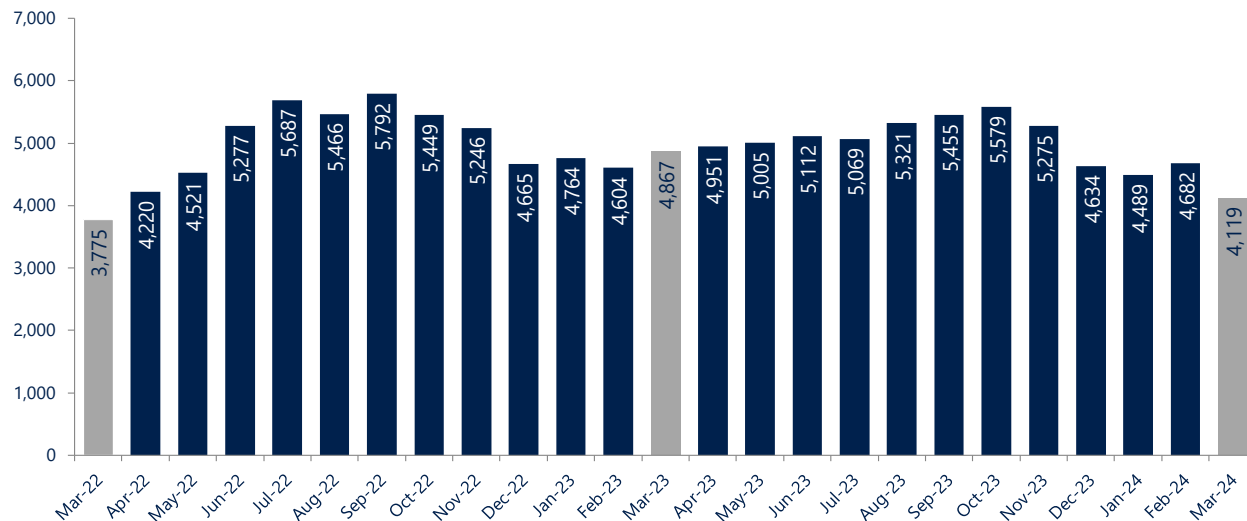
Total Units Sold by Price Range
Current Month



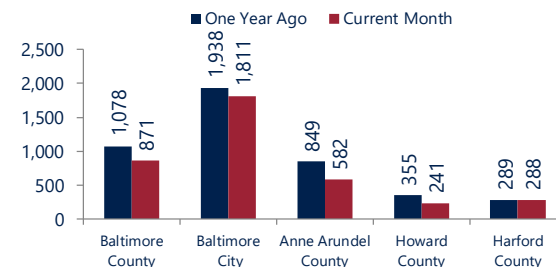
Long & Foster Market Conditions Report

Baltimore Metropolitan Area - March 2024

Total Active Inventory



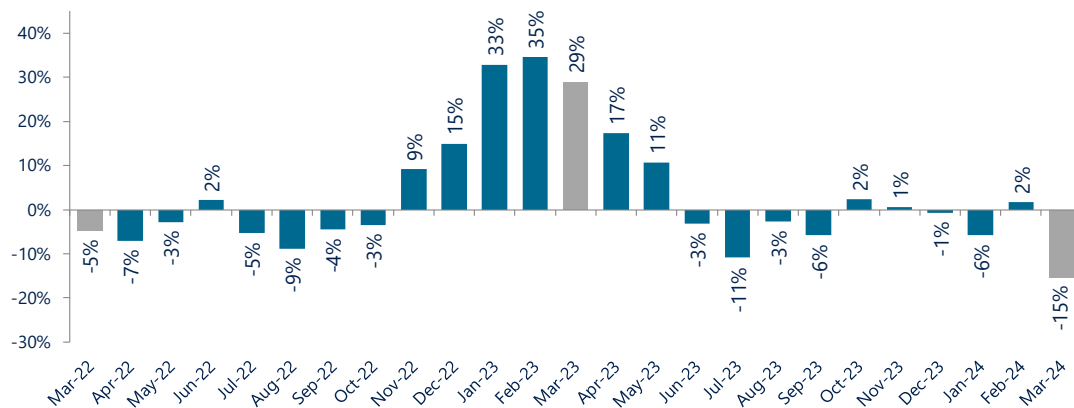
Total Active Inventory Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- March's total active inventory of 4,119 units was 12% lower than the previous month's supply of inventory.
- Versus last March, the total number of homes available was lower by 748 units or 15%.

Total Active Inventory Percent Change Year/Year

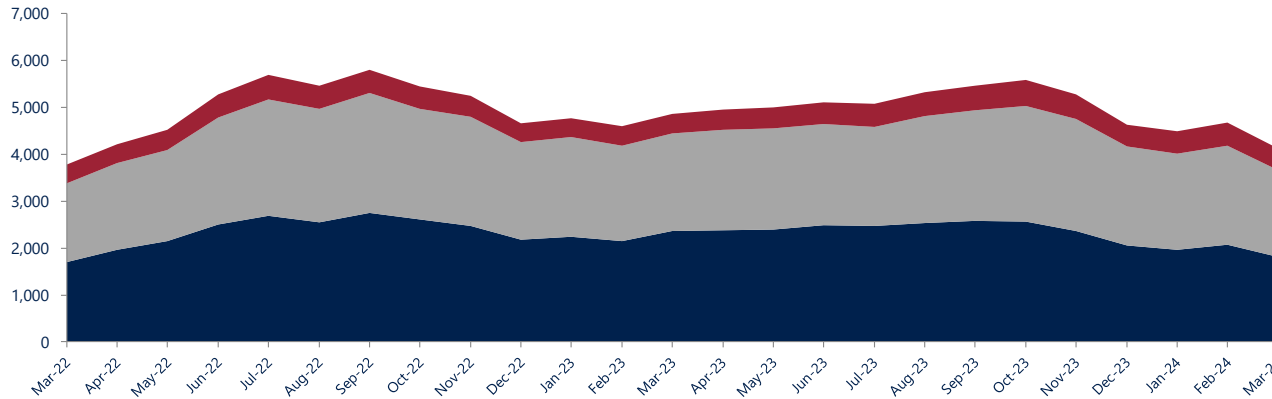


Long & Foster Market Conditions Report

Baltimore Metropolitan Area - March 2024

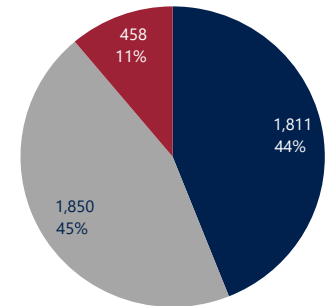
Total Active Inventory by Type

■ Detached ■ Attached ■ Condo



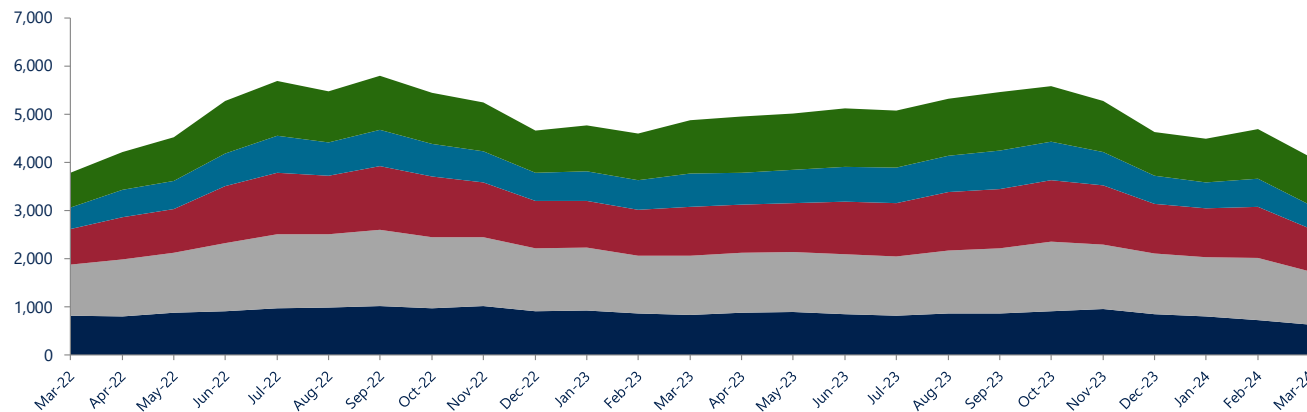
Total Active Inventory by Type Current Month

■ Detached ■ Attached ■ Condo



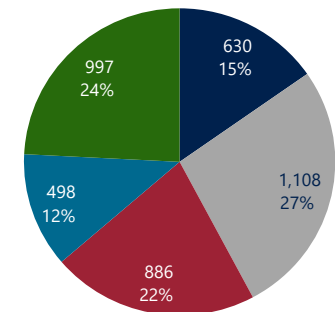
Total Active Inventory by Price Range

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



Total Active Inventory by Price Range Current Month

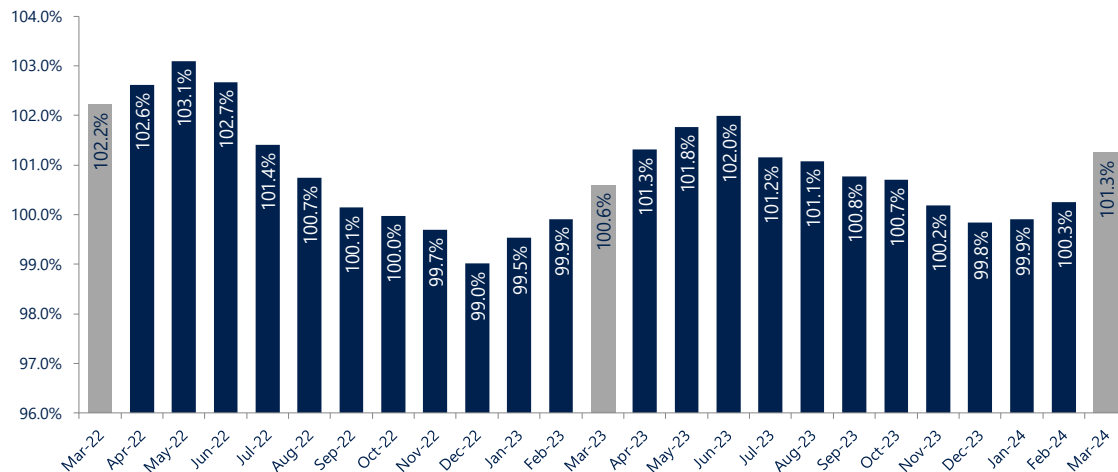
■ < 150K ■ 150K to < 300K ■ 300K to < 450K ■ 450K to < 600K ■ 600K and up



Long & Foster Market Conditions Report

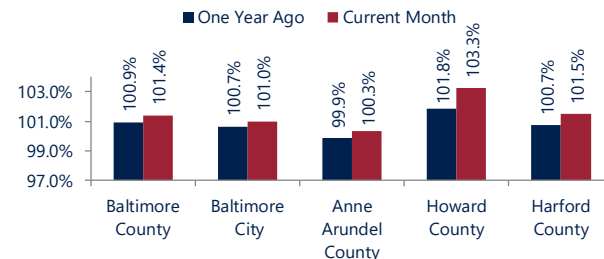
Baltimore Metropolitan Area - March 2024

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



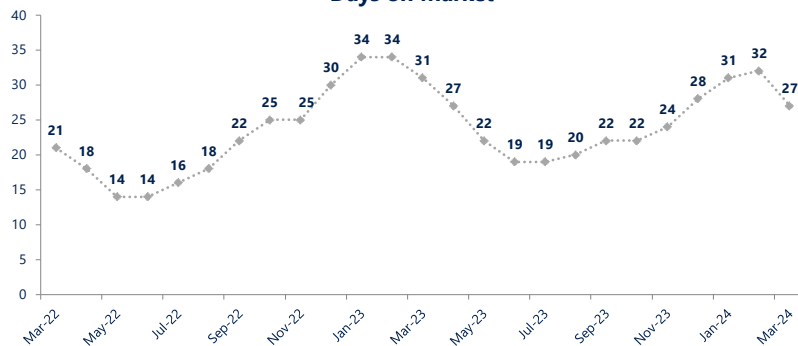
Days on Market

Current Month	One Year Ago
27	31
Down -13% Vs. Year Ago	

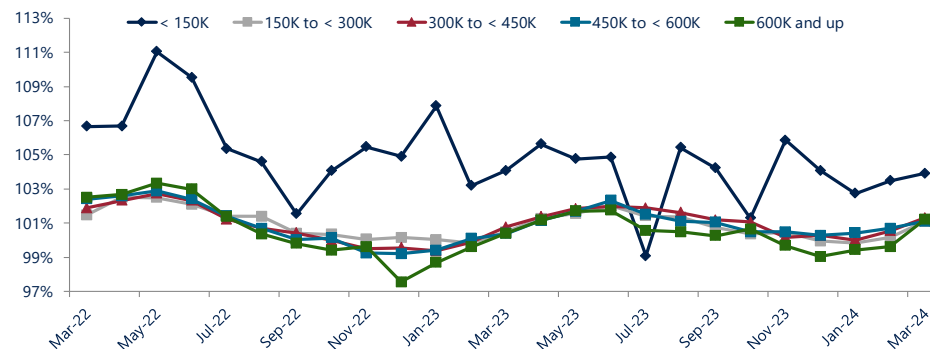
Avg Sale Price as % of List Price

Current Month	One Year Ago
101.3%	100.6%
Up 0.6% Vs. Year Ago	

Days on Market



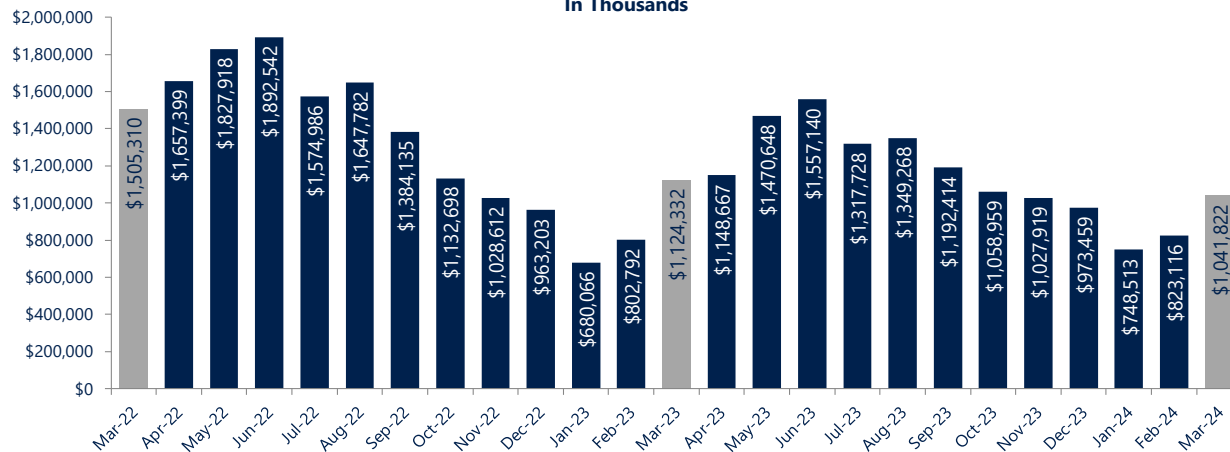
Average Sale Price as a Percent of List Price by Price Range



Long & Foster Market Conditions Report

Baltimore Metropolitan Area - March 2024

Total Dollar Volume Sold
In Thousands

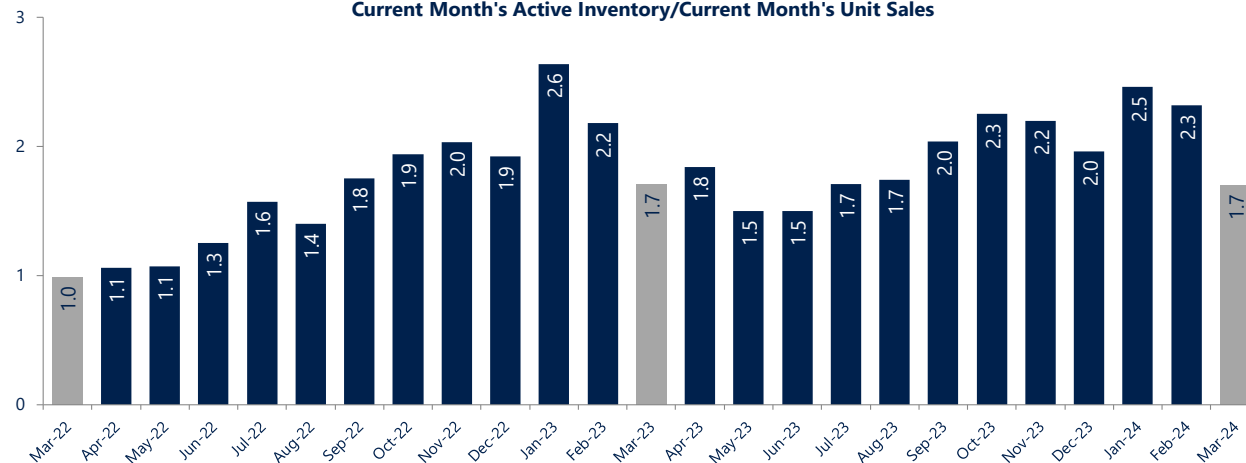


Highlights

- Total volume sold this March was 7% less than the same month one year ago.
- In March, there was 1.7 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
\$1,041,822,458	\$1,124,331,522

Down -7% Vs. Year Ago

Months of Supply

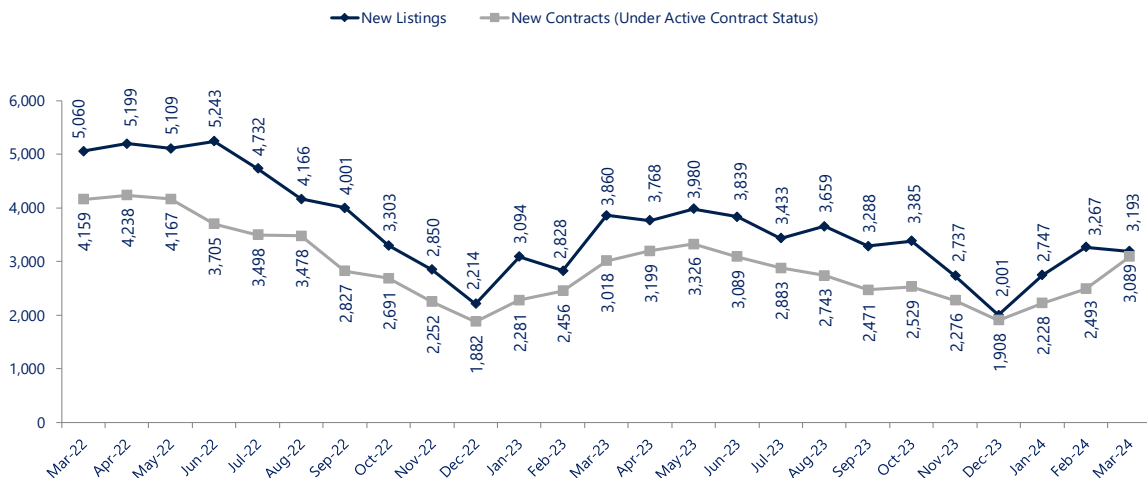
Current Month	One Year Ago
1.7	1.7

Down -1% Vs. Year Ago

Long & Foster Market Conditions Report

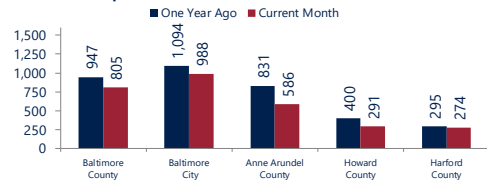
Baltimore Metropolitan Area - March 2024

New Listings & New Contracts



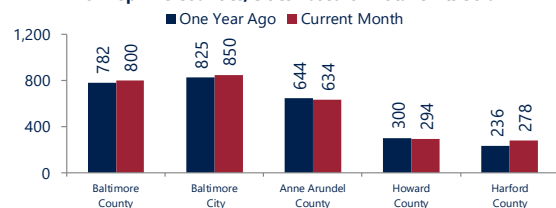
New Listings

Of Top Five Counties/Cities Based on Total Units Sold



New Contracts

Of Top Five Counties/Cities Based on Total Units Sold

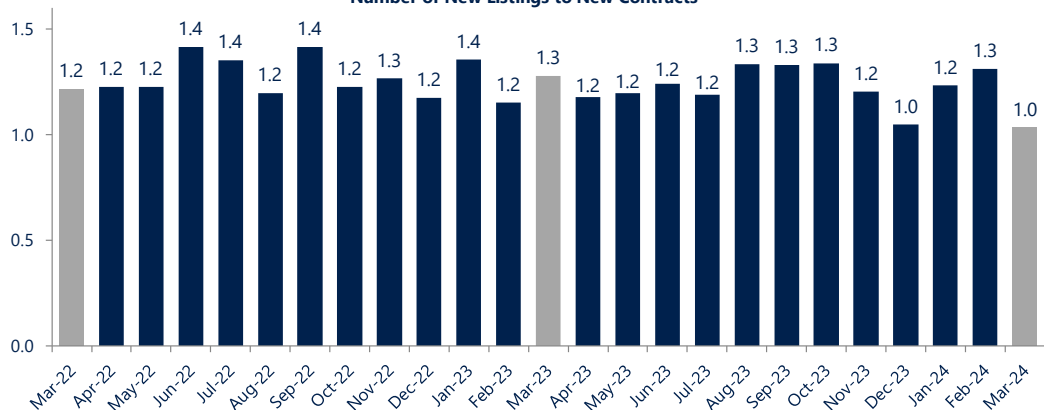


Highlights

- 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 1.0, a decrease of 19% from March 2023.

Supply/Demand Ratio

Number of New Listings to New Contracts



New Listings	
Current Month	One Year Ago
3,193	3,860
Down -17% Vs. Year Ago	

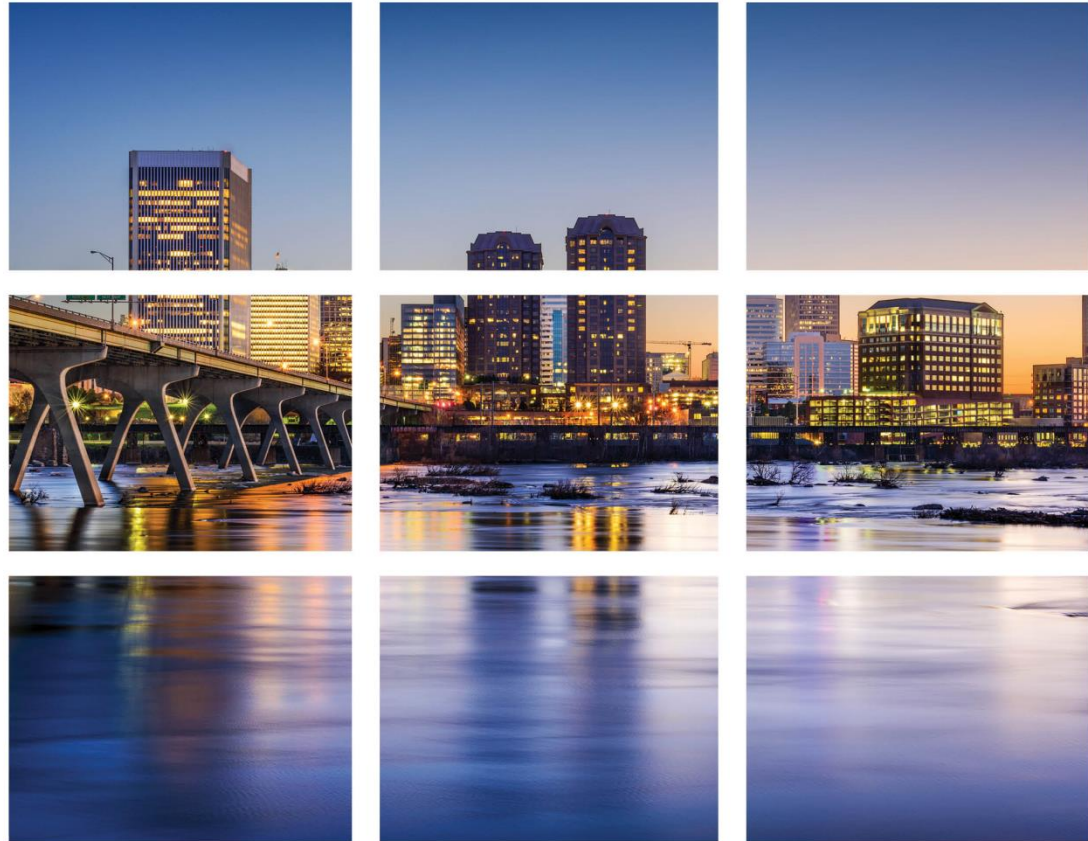
New Contracts	
Current Month	One Year Ago
3,089	3,018
Up 2% Vs. Year Ago	

Market Conditions Report

Richmond, VA Area

March 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

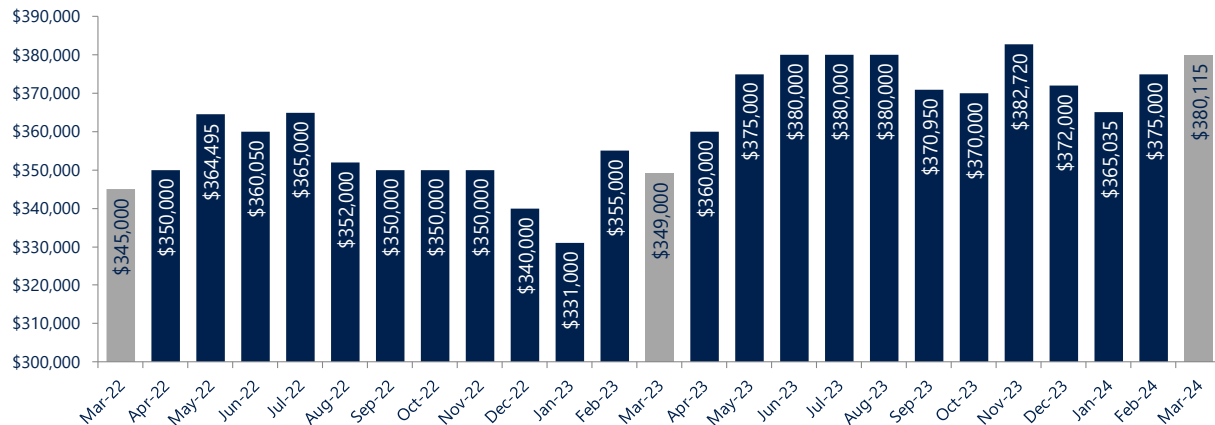
Forbes Global Properties | Leading Real Estate Companies of the World® | Luxury Portfolio International | Who's Who in Luxury Real Estate



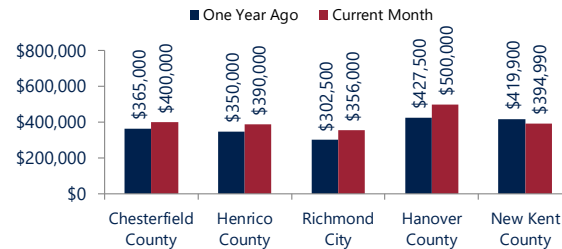
Long & Foster Market Conditions Report

Richmond Metropolitan Area - March 2024

Median Sales Price



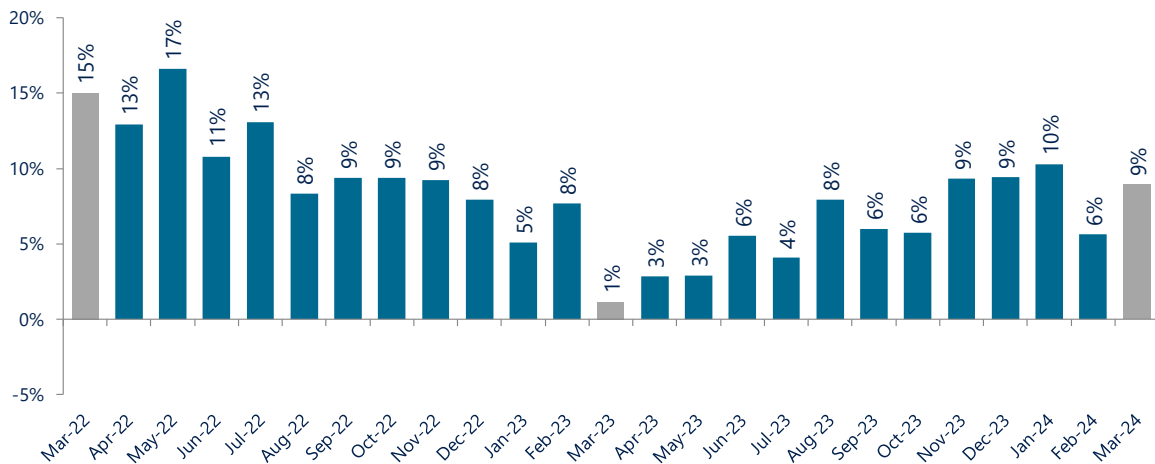
Median Sale Price Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- This March, the current median sale price of \$380,115 was similar to the median sale price of last month.
- The current median sale price was 9% higher than the same month last year.

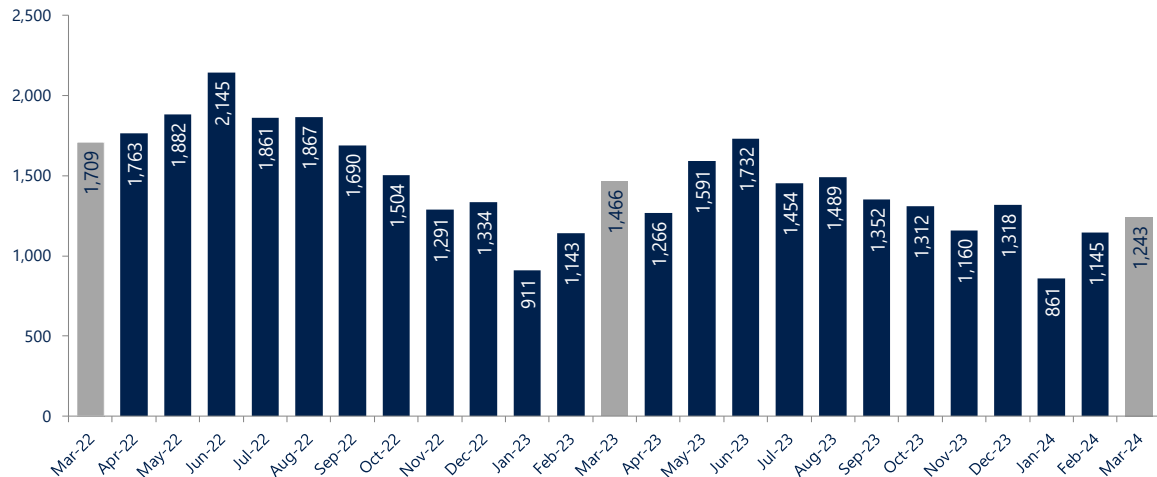
Median Sale Price Percent Change Year/Year



Long & Foster Market Conditions Report

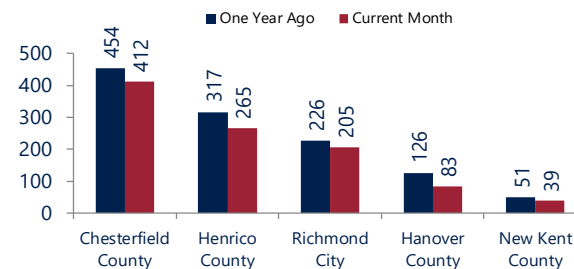
Richmond Metropolitan Area - March 2024

Total Units Sold



Total Units Sold

Of Top Five Counties/Cities Based on Total Units Sold

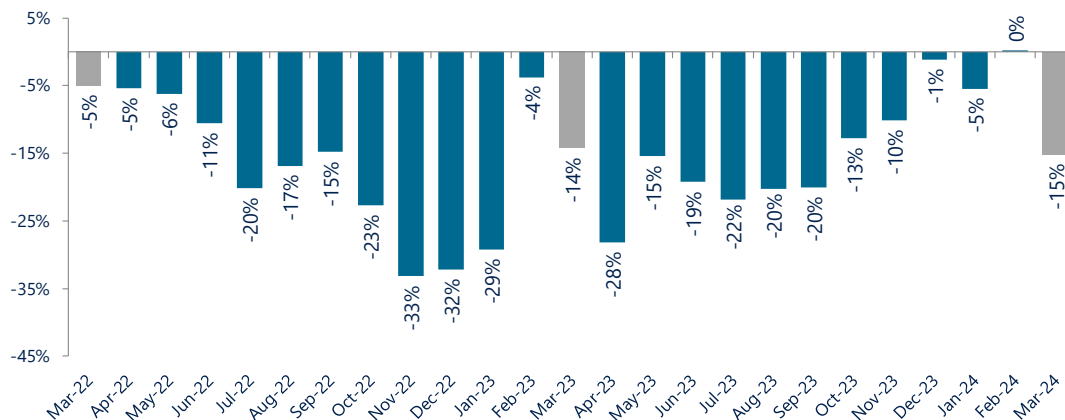


Highlights

- There was an increase of 9% in total units sold in March compared to February.
- This month's total units sold was lower than at this time last year, a decrease of 15% versus March 2023.

Total Units Sold

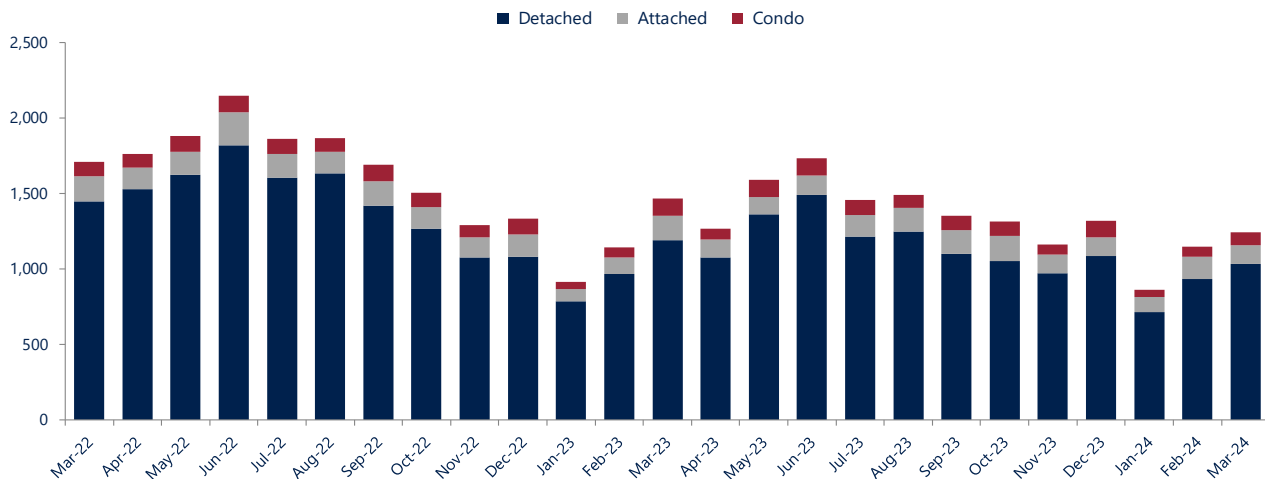
Percent Change Year/Year



Long & Foster Market Conditions Report

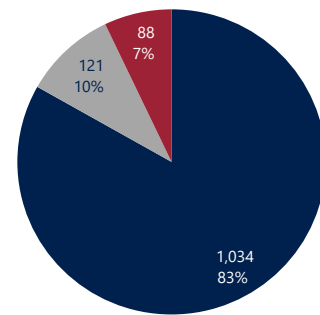
Richmond Metropolitan Area - March 2024

Total Units Sold by Type

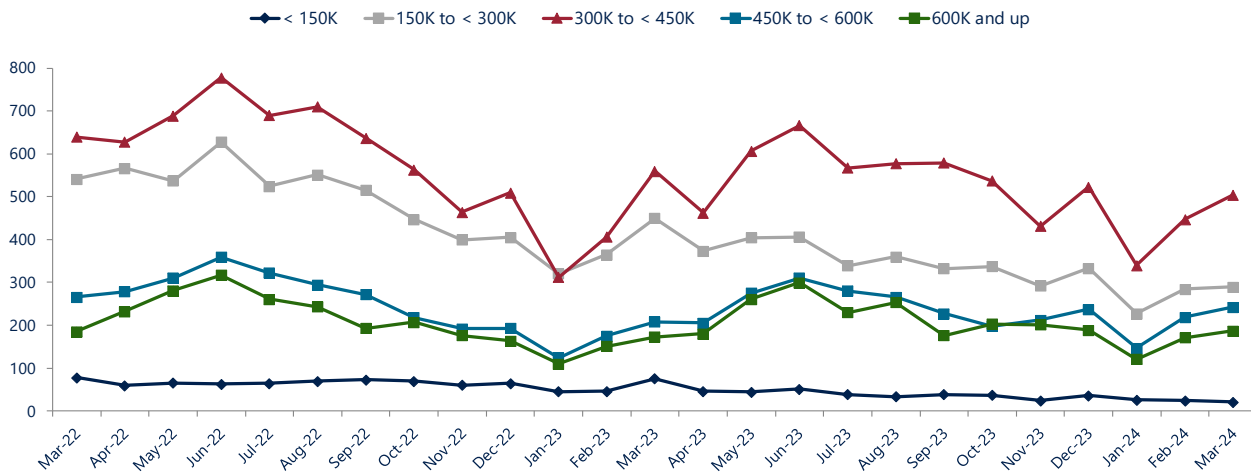


**Total Units Sold by Type
Current Month**

■ Detached ■ Attached ■ Condo

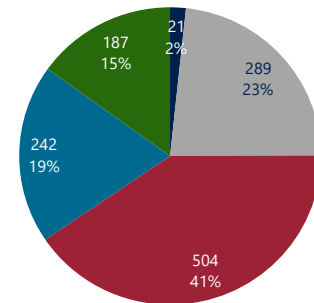


Total Units Sold by Price Range



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

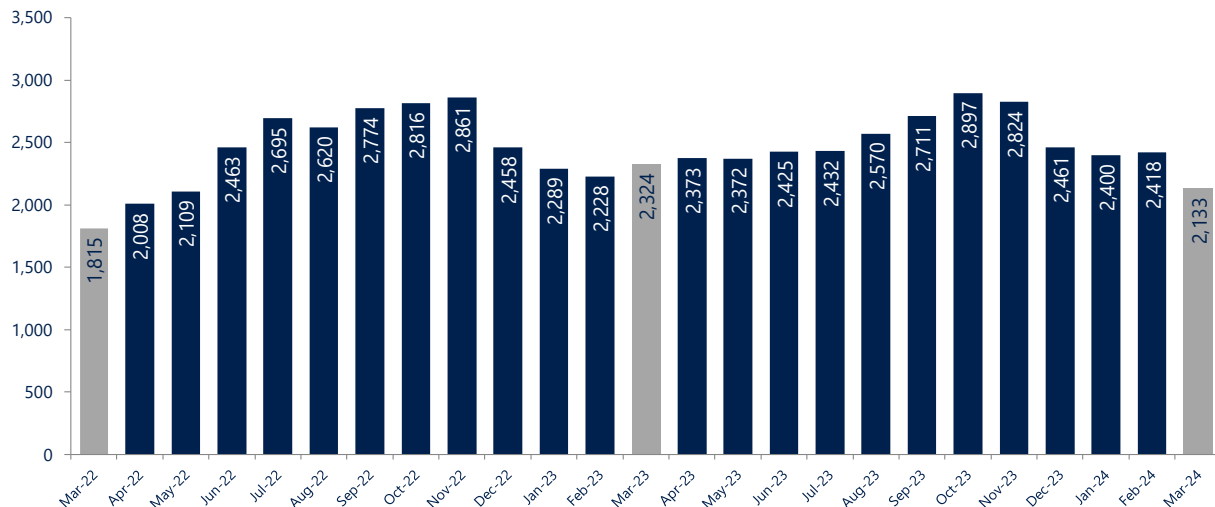
■ < 150K ■ 150K to < 300K ■ 300K to < 450K ■ 450K to < 600K ■ 600K and up



Long & Foster Market Conditions Report

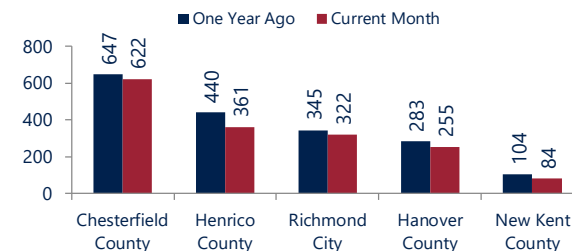
Richmond Metropolitan Area - March 2024

Total Active Inventory



Total Active Inventory

Of Top Five Counties/Cities Based on Total Units Sold

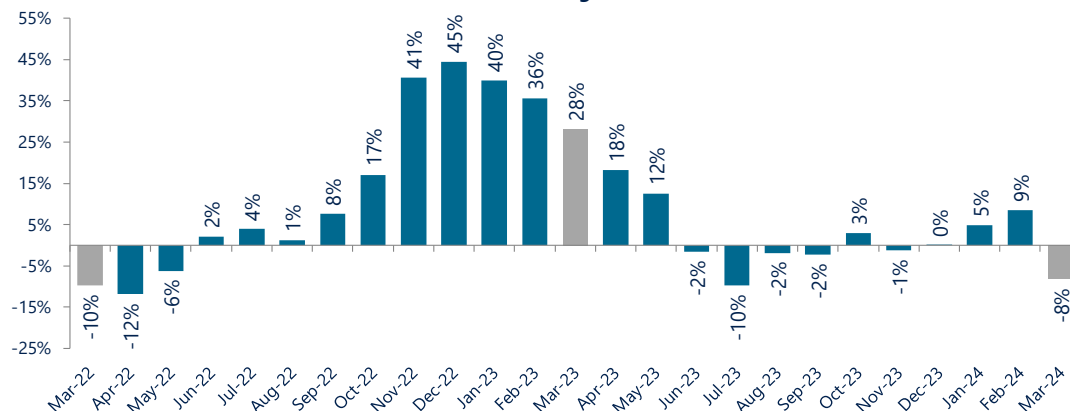


Highlights

- Versus last March, the total number of homes available this month was lower by 191 units or 8%.
- Active inventory this March was 12% lower than the previous month's supply of available inventory.

Total Active Inventory

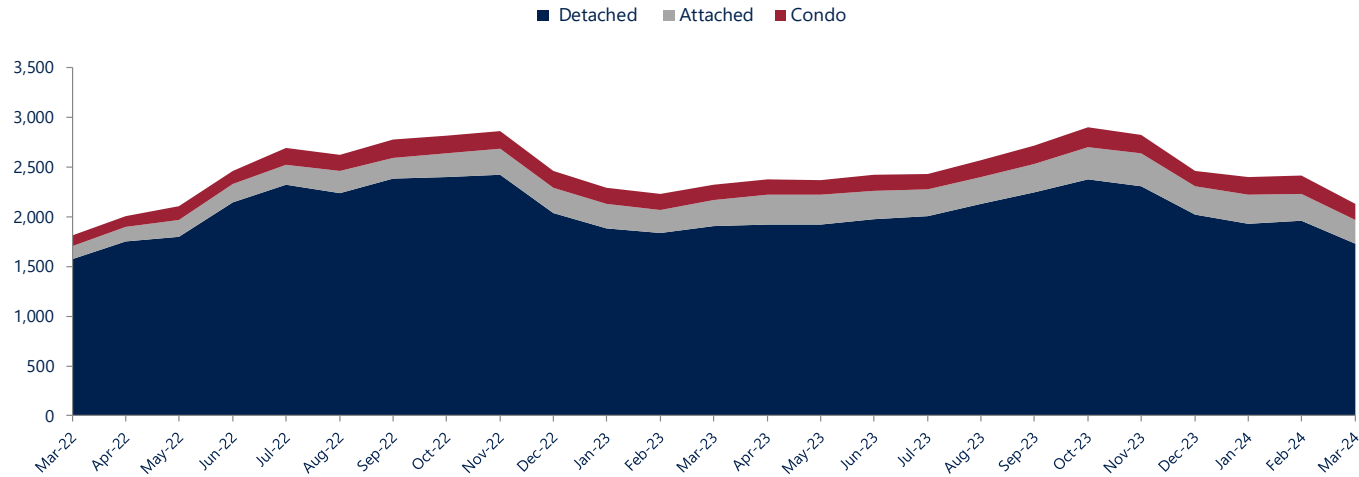
Percent Change Year/Year



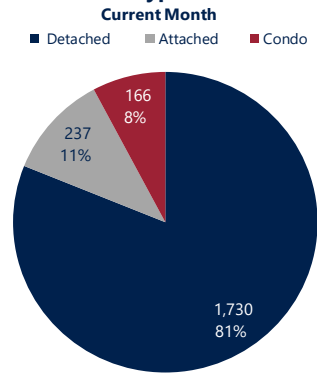
Long & Foster Market Conditions Report

Richmond Metropolitan Area - March 2024

Total Active Inventory by Type

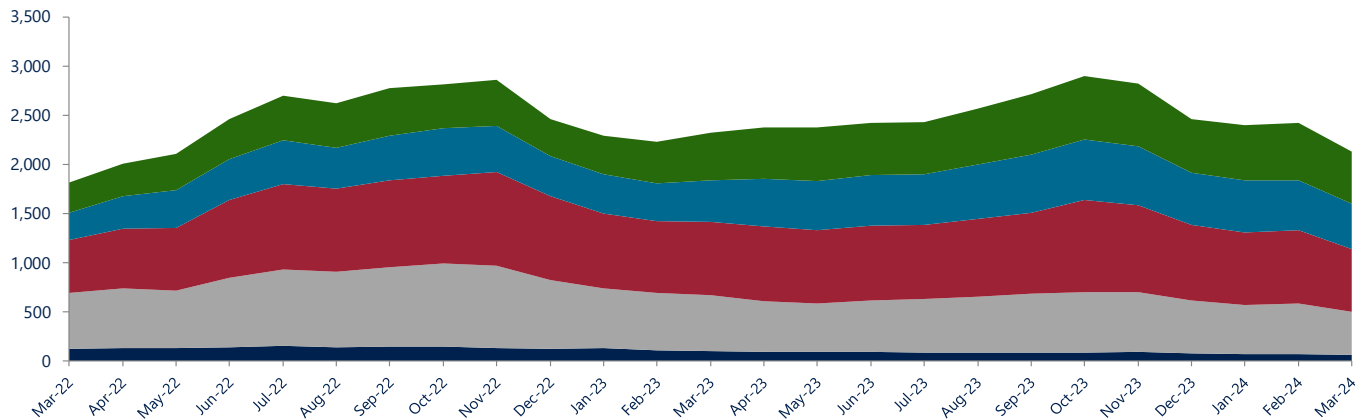


Total Active Inventory by Type

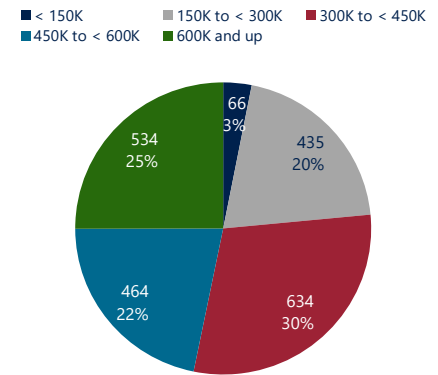


Total Active Inventory by Price Range

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



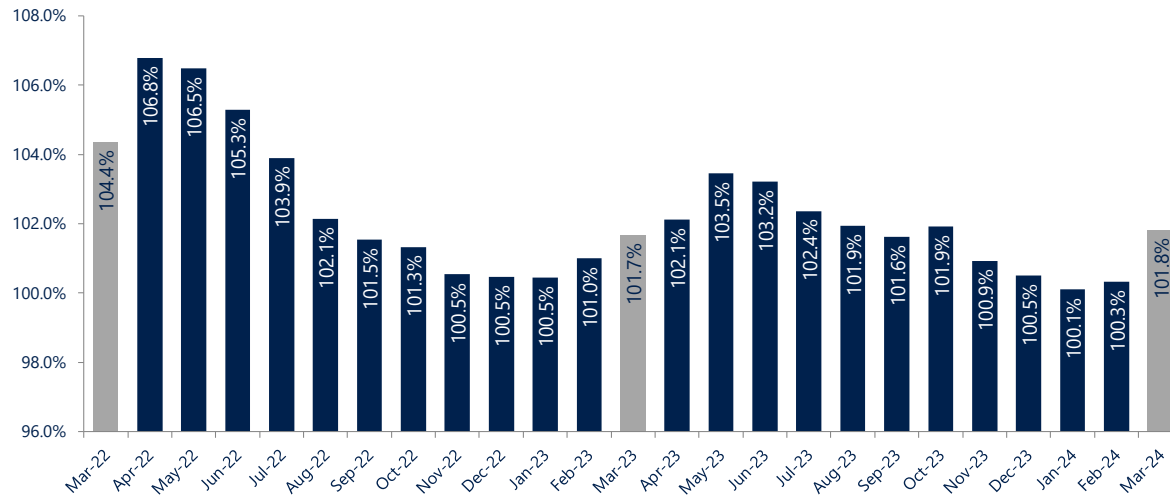
Total Active Inventory by Price Range



Long & Foster Market Conditions Report

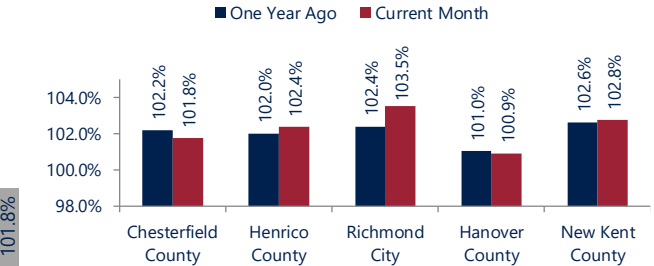
Richmond Metropolitan Area - March 2024

Average Sale Price as a Percent of List Price



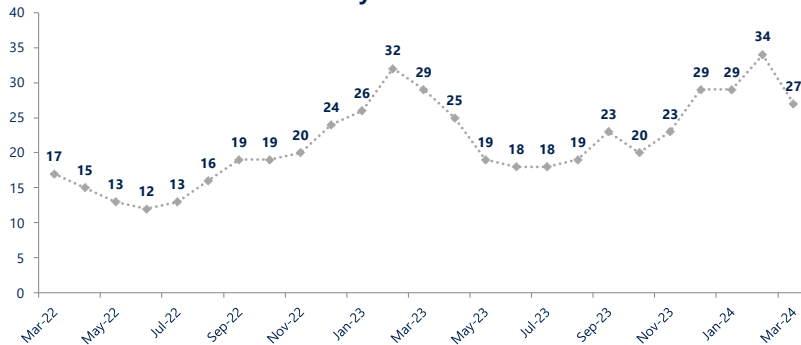
Sale Price as % of List Price

Of Top Five Counties/Cities Based on Total Units Sold

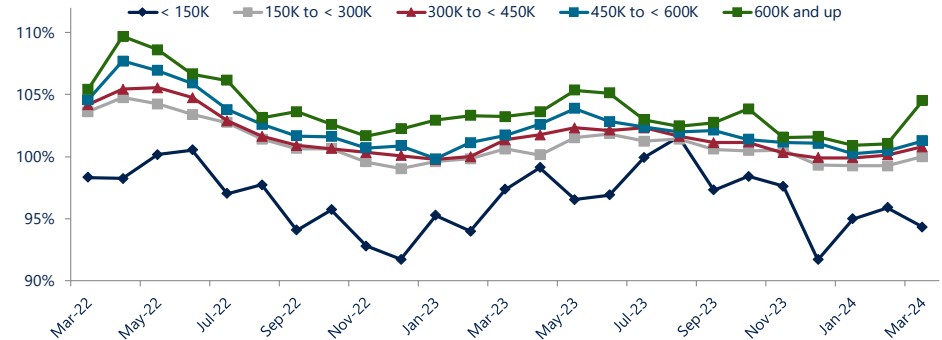


Days on Market		Avg Sale Price as % of List Price	
Current Month	One Year Ago	Current Month	One Year Ago
27	29	101.8%	101.7%
Down -7% Vs. Year Ago		Up 0.2% Vs. Year Ago	

Days on Market



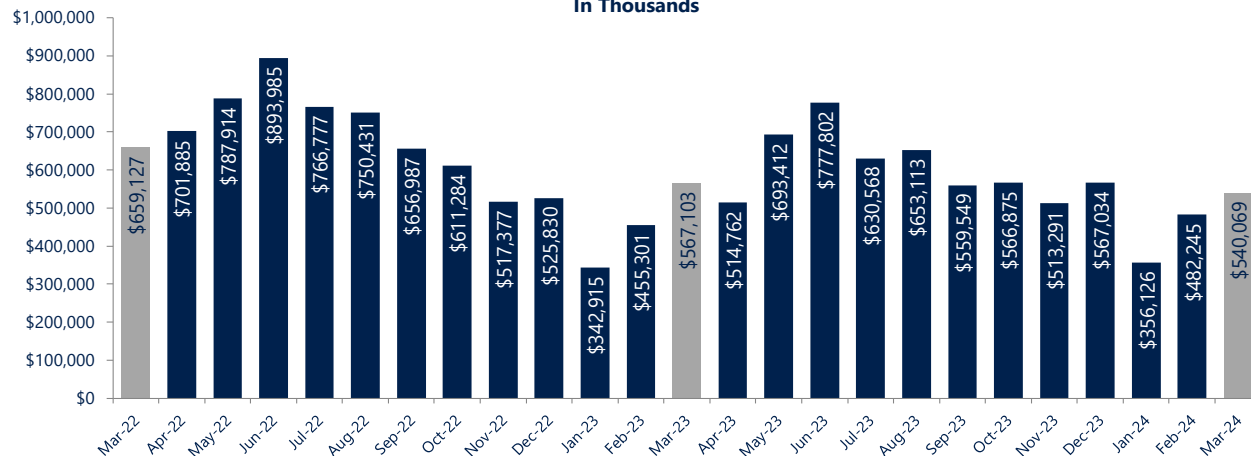
Average Sale Price as a Percent of List Price by Price Range



Long & Foster Market Conditions Report

Richmond Metropolitan Area - March 2024

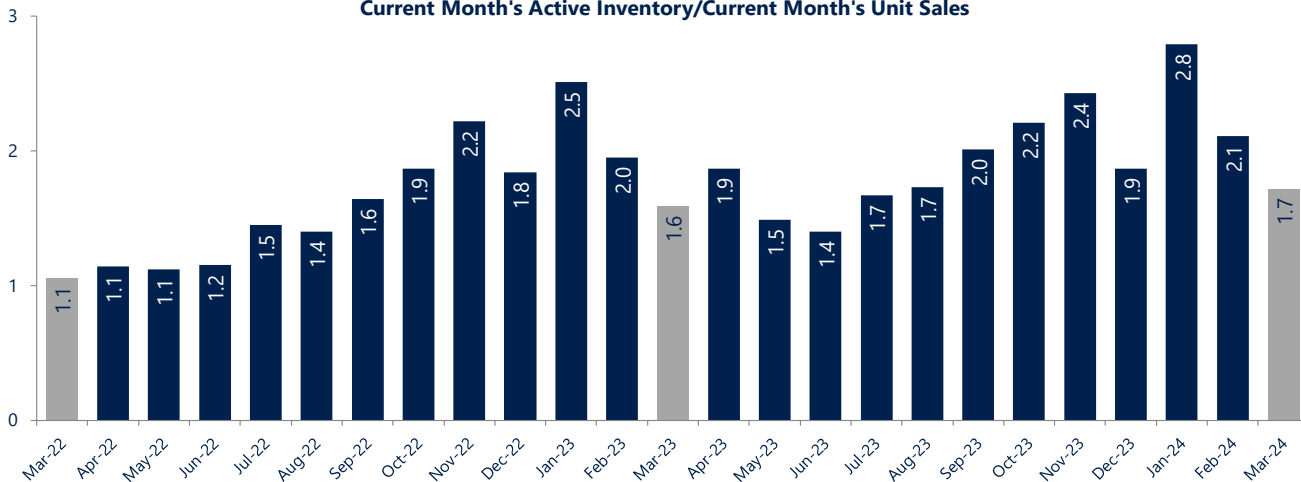
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this March was 5% less than the same month one year ago.
- In March, there was 1.7 months of supply available, compared to 1.6 in March 2023. That was an increase of 8% 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
\$540,069,395	\$567,102,754
Down -5% Vs. Year Ago	

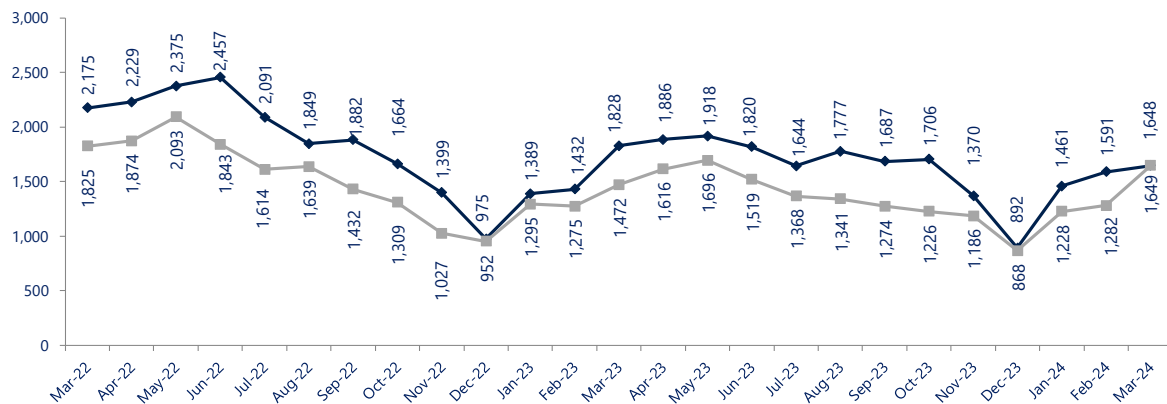
Months of Supply	
Current Month	One Year Ago
1.7	1.6
Up 8% Vs. Year Ago	

Long & Foster Market Conditions Report

Richmond Metropolitan Area - March 2024

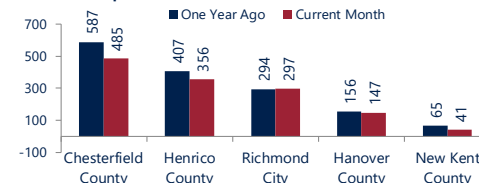
New Listings & New Contracts

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



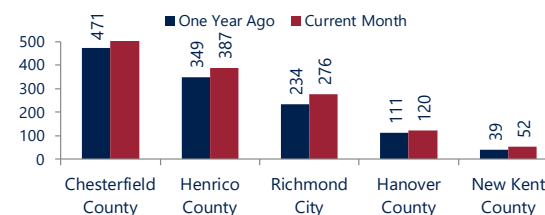
New Listings

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
1,648	1,828
Down -10% Vs. Year Ago	

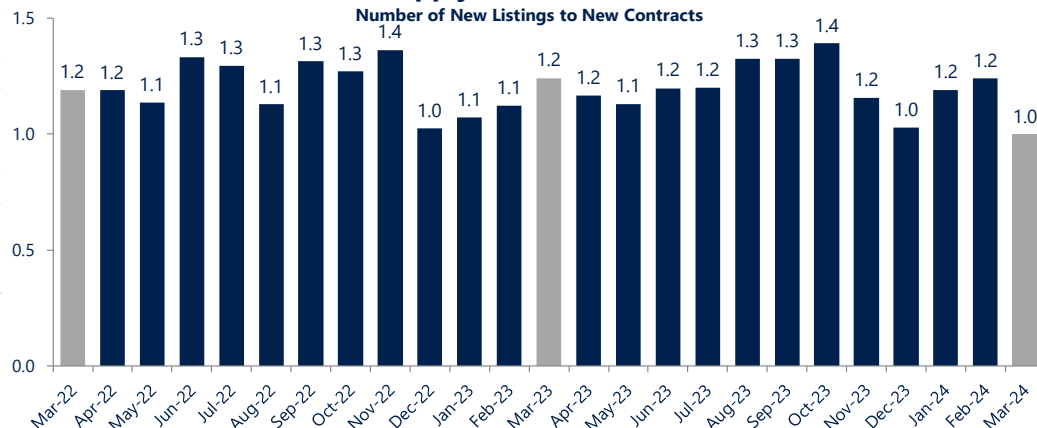
New Contracts	
Current Month	One Year Ago
1,649	1,472
Up 12% Vs. Year Ago	

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 20% from March 2023.

Supply/Demand Ratio

Number of New Listings to New Contracts



Market Conditions Report

Philadelphia, PA Area

March 2024

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Long & Foster's All-Inclusive Services

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

Global Partnerships

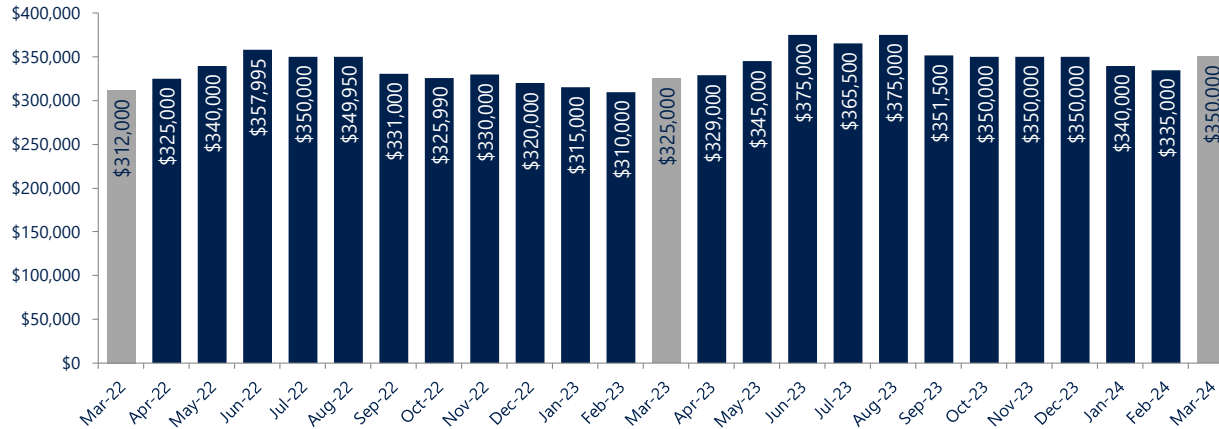
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Long & Foster Market Conditions Report

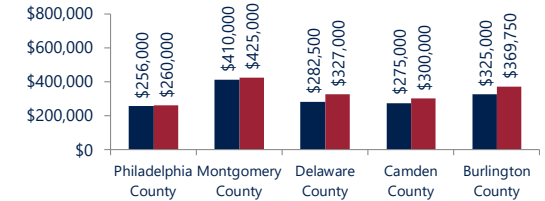
Philadelphia Metropolitan Area - March 2024

Median Sales Price



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

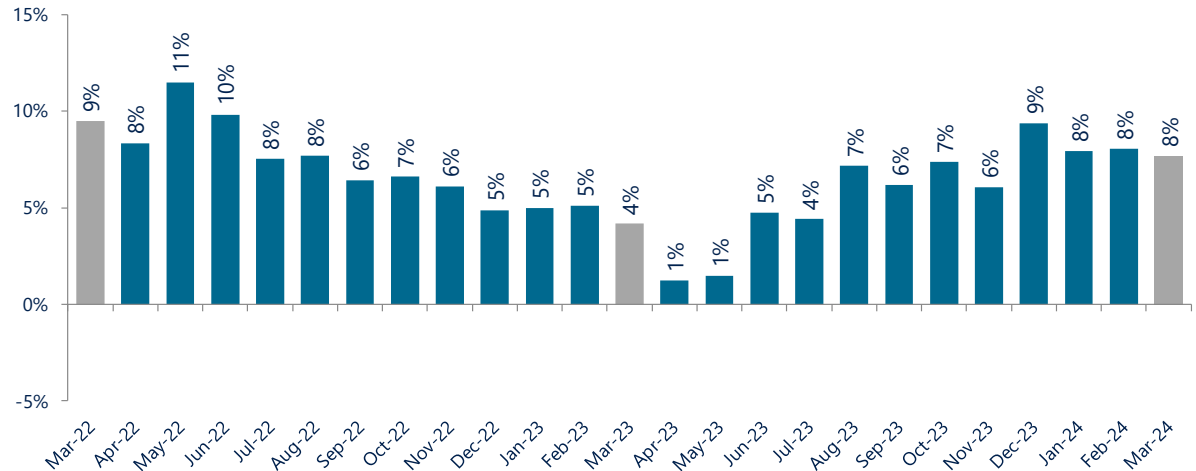
■ One Year Ago ■ Current Month



Highlights

- This March, the median sale price was \$350,000, an increase of 8% compared to last year.
- The current median sale price was 4% higher than in February.

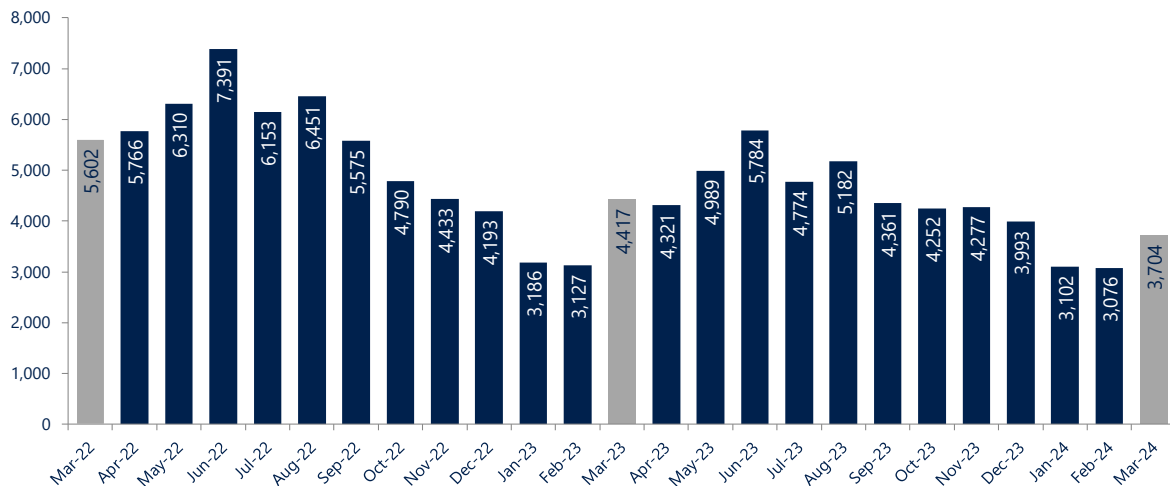
Median Sale Price Percent Change Year/Year



Long & Foster Market Conditions Report

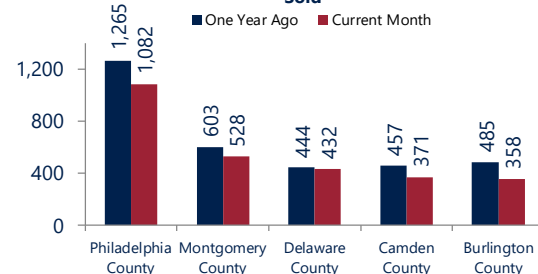
Philadelphia Metropolitan Area - March 2024

Total Units Sold



Total Units Sold

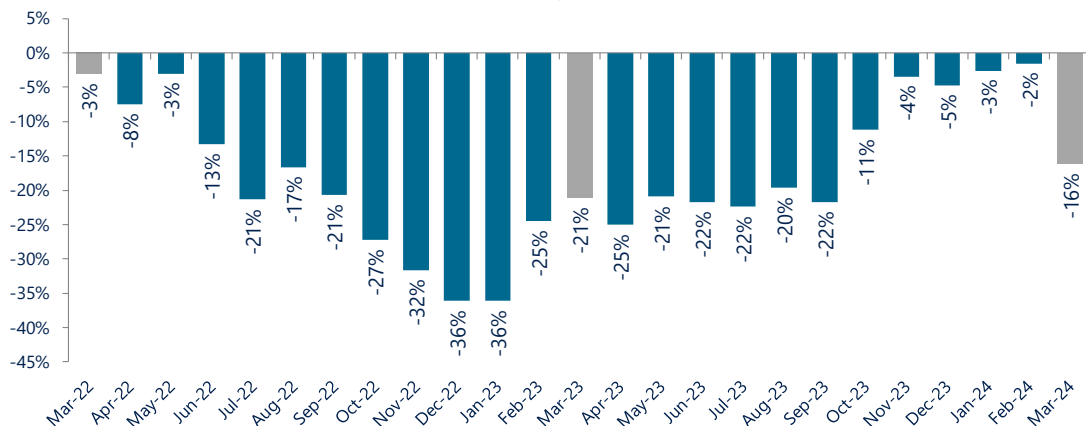
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- There was an increase of 20% in total units sold in March compared to February.
- This month's total units sold was lower than at this time last year, a decrease of 16% versus March 2023.

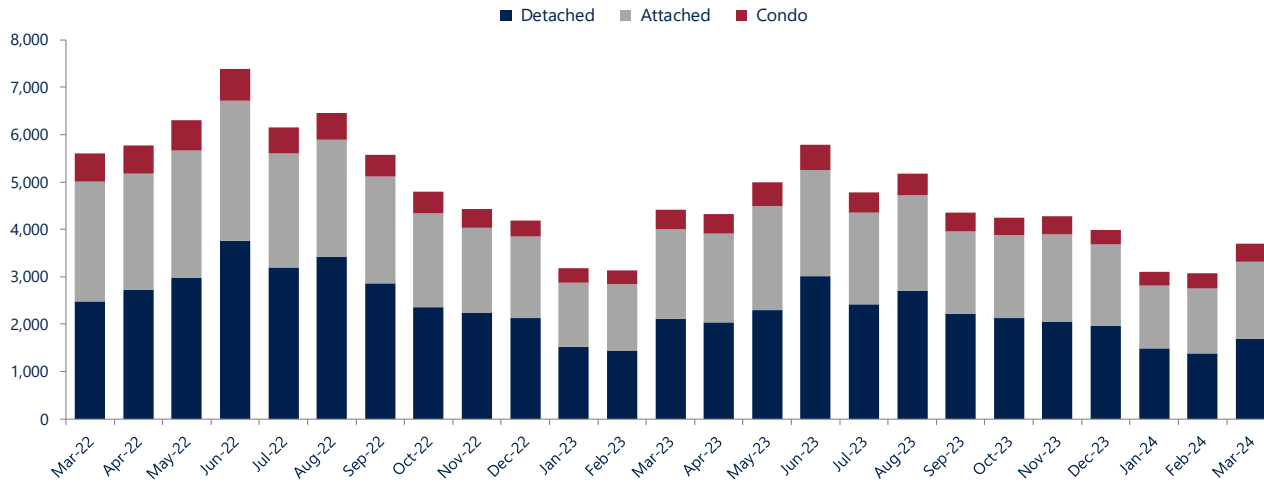
Total Units Sold
Percent Change Year/Year



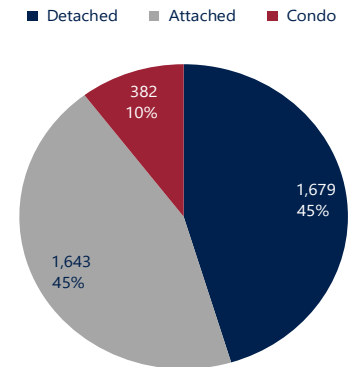
Long & Foster Market Conditions Report

Philadelphia Metropolitan Area - March 2024

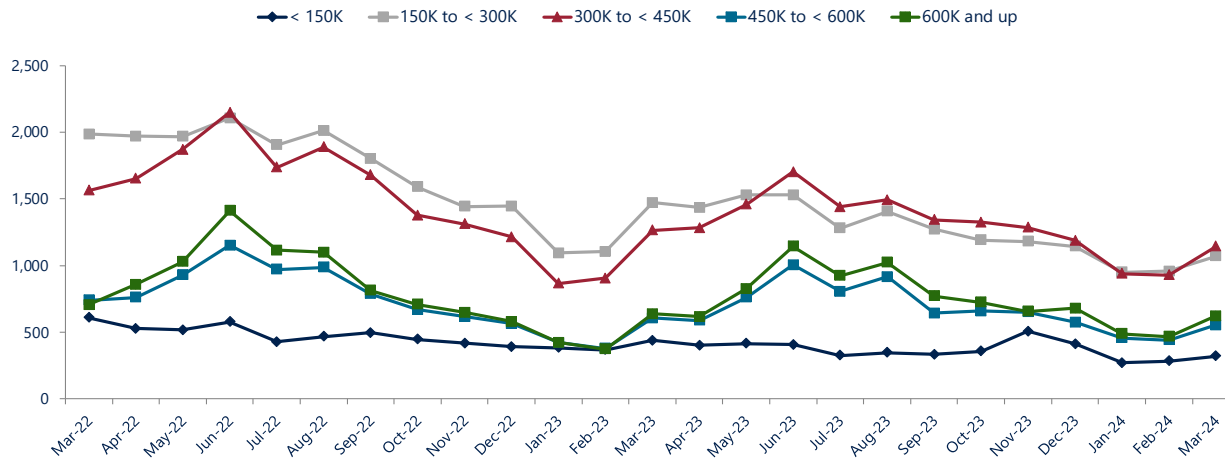
Total Units Sold by Type



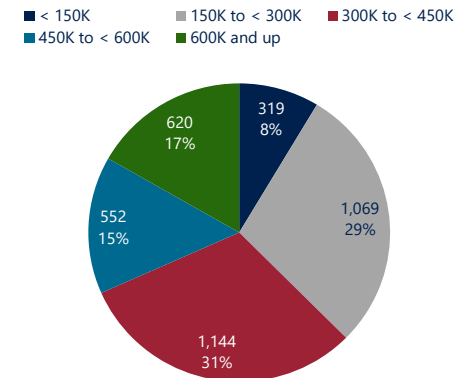
Total Units Sold by Type
Current Month



Total Units Sold by Price Range



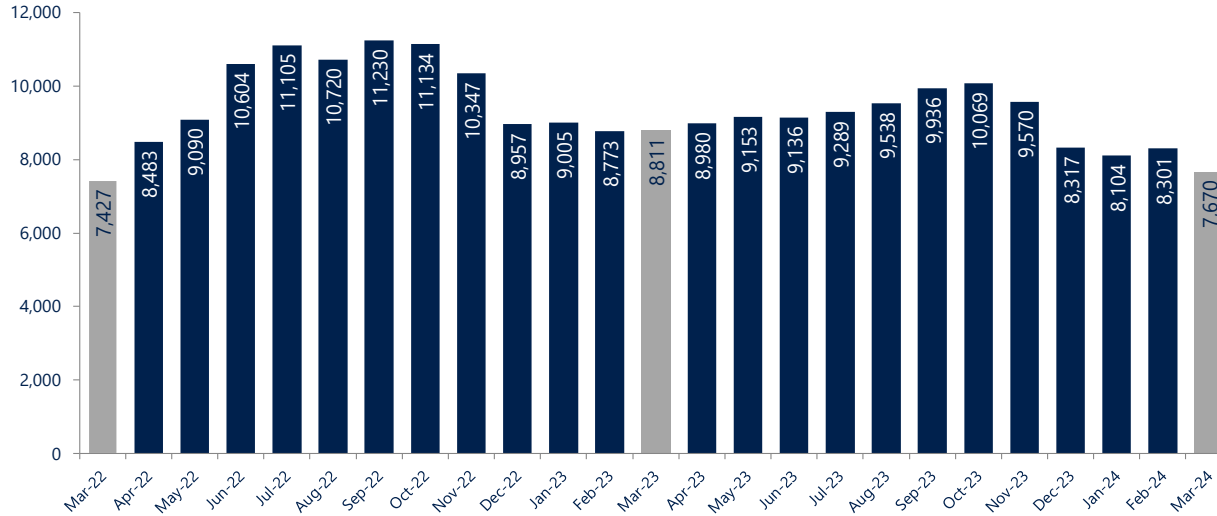
Total Units Sold by Price Range
Current Month



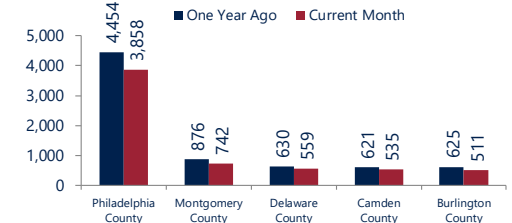
Long & Foster Market Conditions Report

Philadelphia Metropolitan Area - March 2024

Total Active Inventory



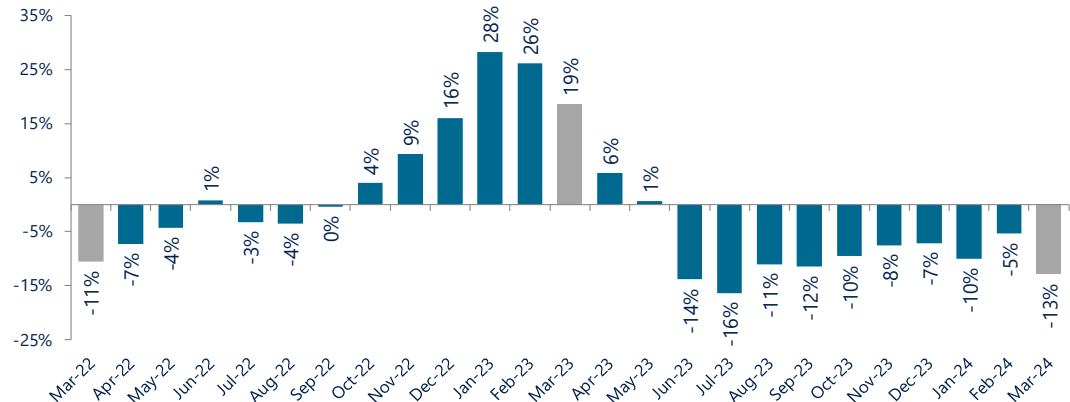
Total Active Inventory Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- March's total active inventory of 7,670 units was 8% lower than the previous month's supply of inventory.
- Versus last March, the total number of homes available was lower by 1,141 units or 13%.

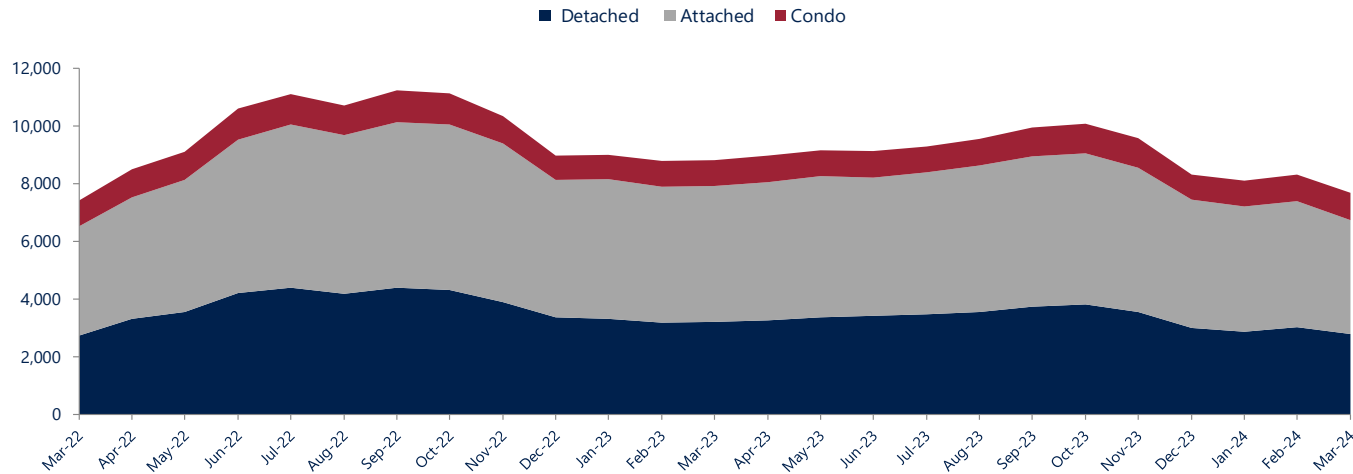
Total Active Inventory Percent Change Year/Year



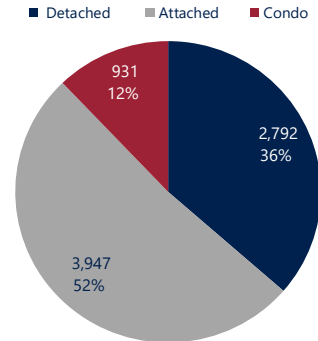
Long & Foster Market Conditions Report

Philadelphia Metropolitan Area - March 2024

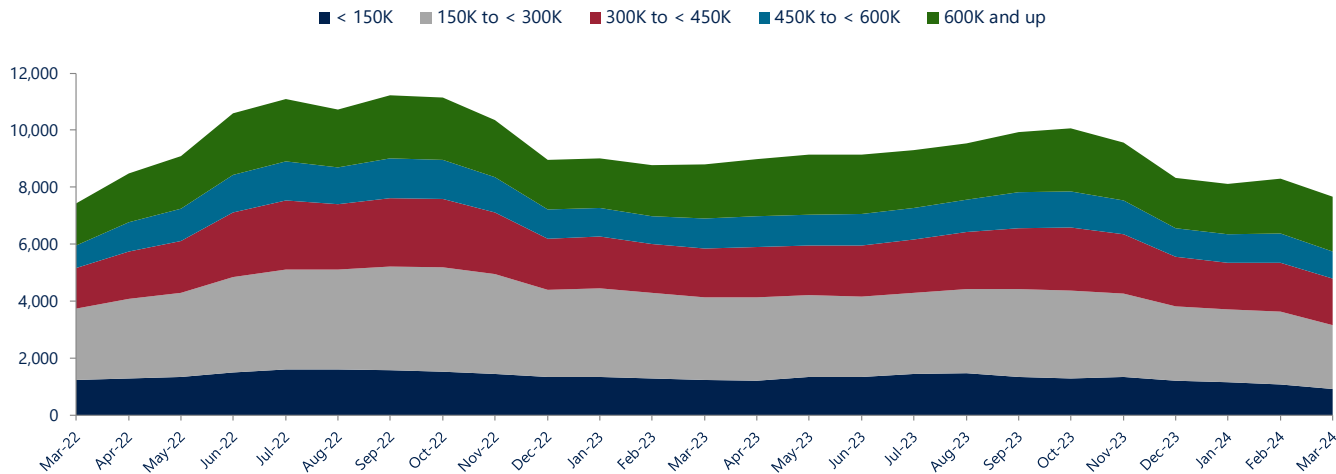
Total Active Inventory by Type



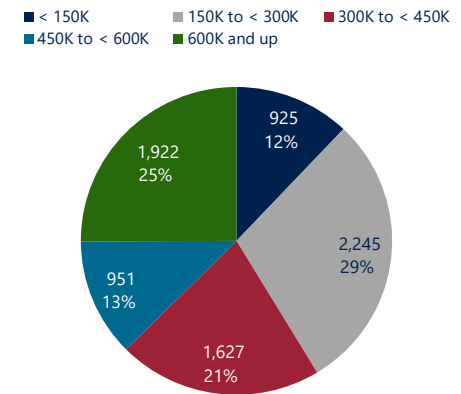
Total Active Inventory by Type Current Month



Total Active Inventory by Price Range



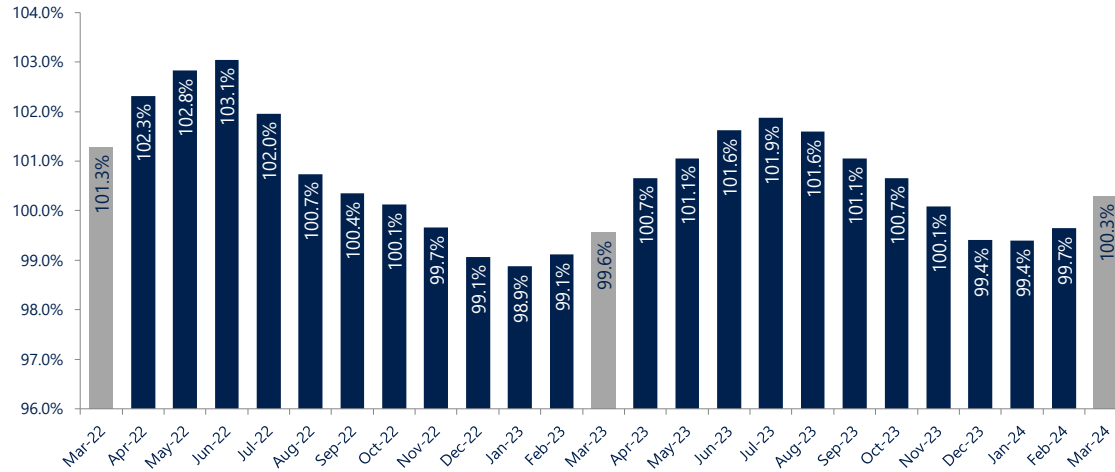
Total Active Inventory by Price Range Current Month



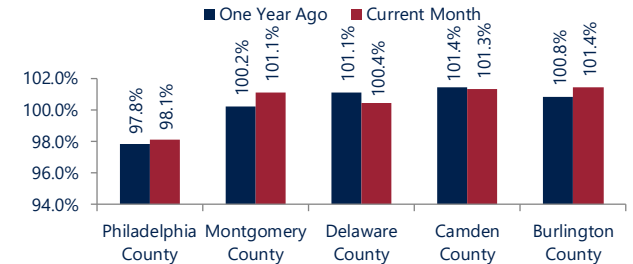
Long & Foster Market Conditions Report

Philadelphia Metropolitan Area - March 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



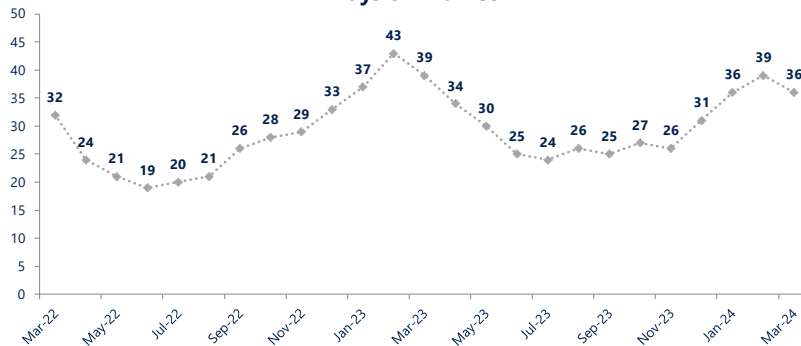
Days on Market

Current Month	One Year Ago
36	39
Down -8% Vs. Year Ago	

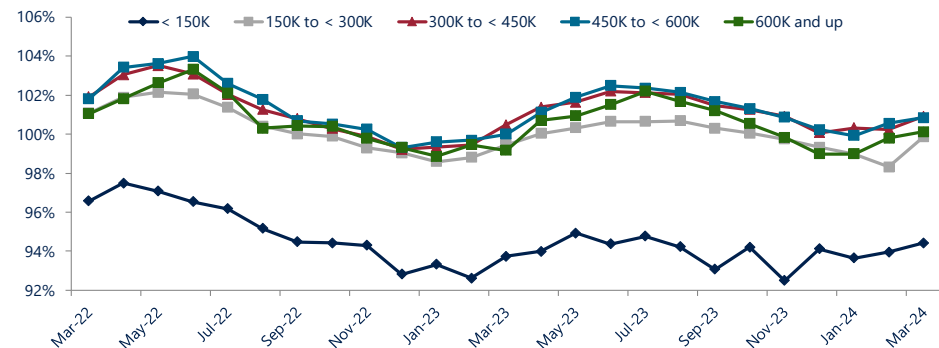
Avg Sale Price as % of List Price

Current Month	One Year Ago
100.3%	99.6%
Up 0.7% Vs. Year Ago	

Days on Market



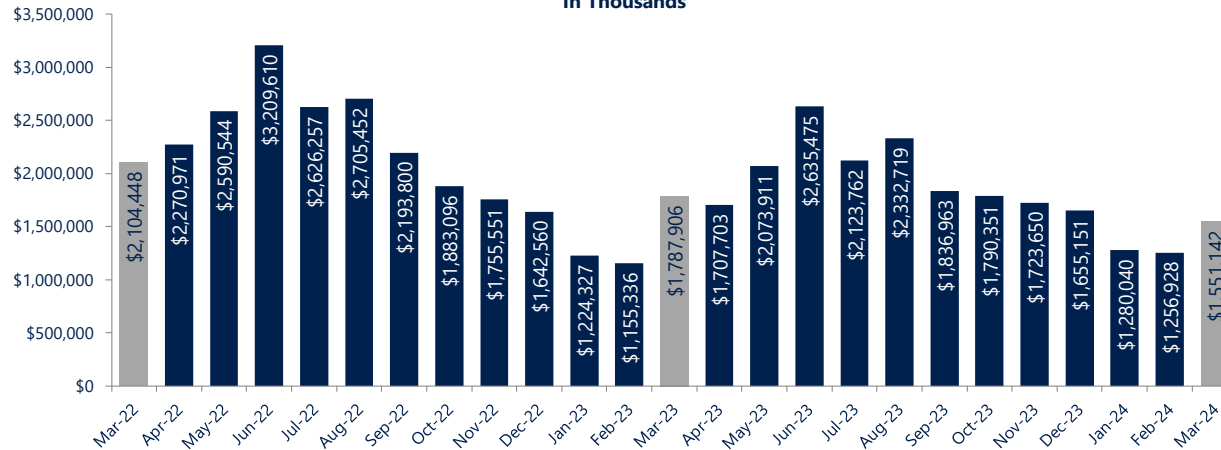
Average Sale Price as a Percent of List Price by Price Range



Long & Foster Market Conditions Report

Philadelphia Metropolitan Area - March 2024

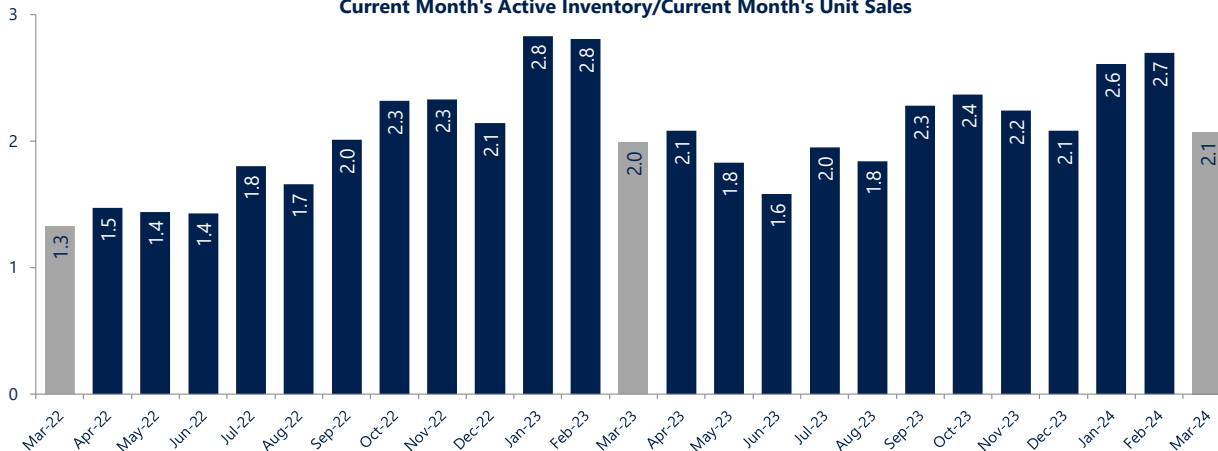
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this March was 13% less than the same month one year ago.
- In March, there was 2.1 months of supply available, compared to 2.0 in March 2023. That was an increase of 4% 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
\$1,551,141,687	\$1,787,906,032

Down -13% Vs. Year Ago

Months of Supply

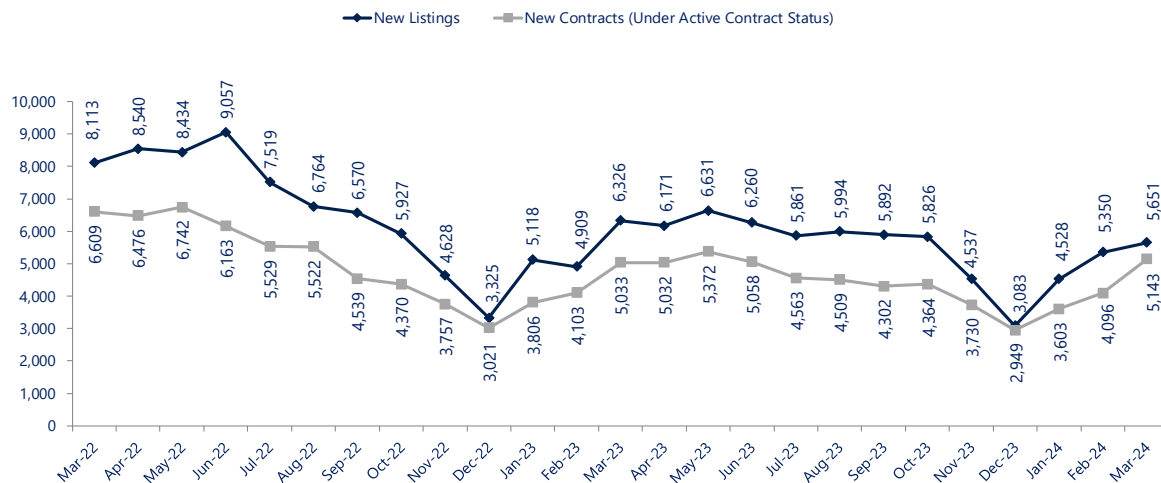
Current Month	One Year Ago
2.1	2.0

Up 4% Vs. Year Ago

Long & Foster Market Conditions Report

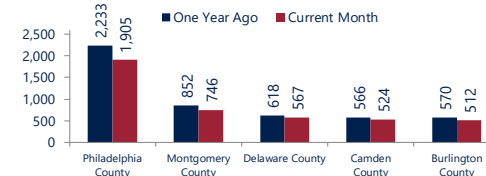
Philadelphia Metropolitan Area - March 2024

New Listings & New Contracts



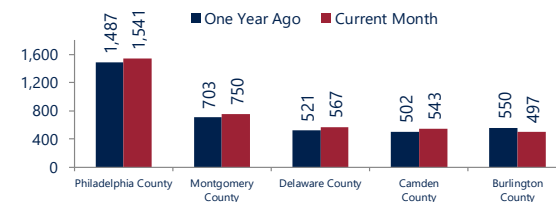
New Listings

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
5,651	6,326
Down -11% 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 13% from March 2023.

New Contracts	
Current Month	One Year Ago
5,143	5,033
Up 2% Vs. Year Ago	

Supply/Demand Ratio

Number of New Listings to New Contracts



Market Conditions Report

The Triangle, NC Area

March 2024

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REAL ESTATE



Long & Foster's All-Inclusive Services

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

Global Partnerships

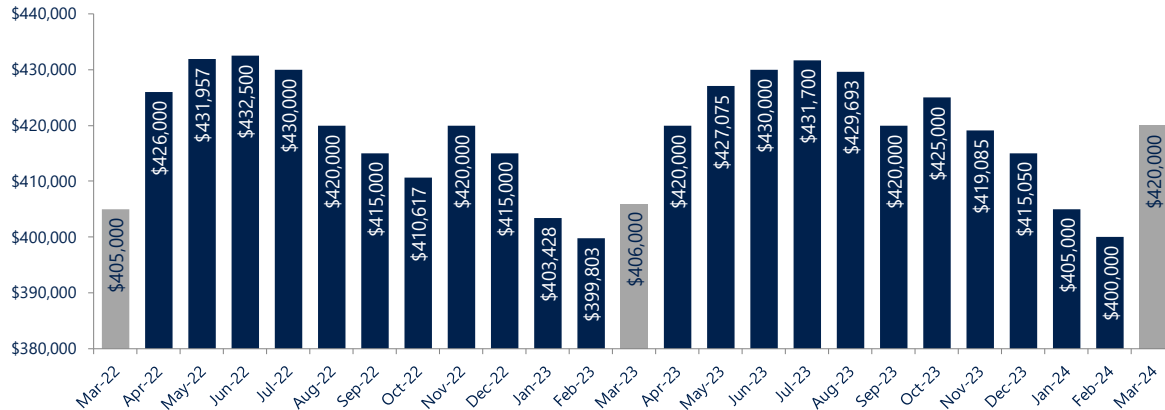
Forbes Global Properties | Leading Real Estate Companies of the World® | Luxury Portfolio International | Who's Who in Luxury Real Estate



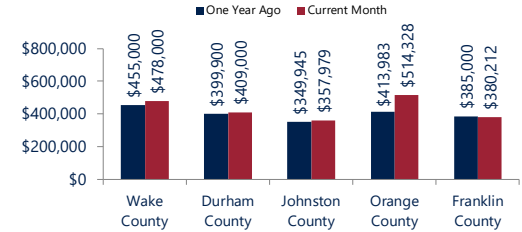
Long & Foster Market Conditions Report

The Triangle, NC Area - March 2024

Median Sales Price



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

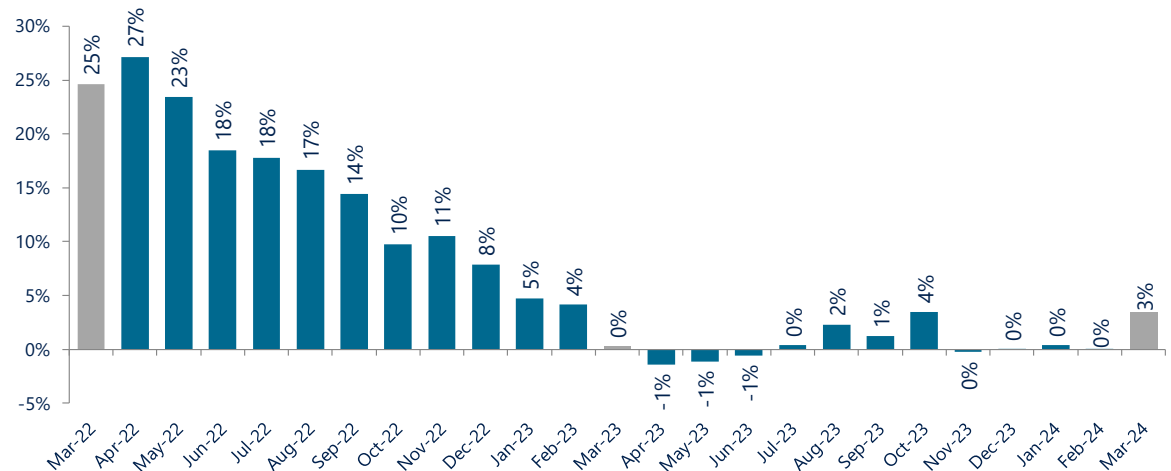


Highlights

- This March, the median sale price was \$420,000, an increase of 5% compared to February.
- The current median sale price was 3% higher than in March 2023.

Median Sale Price

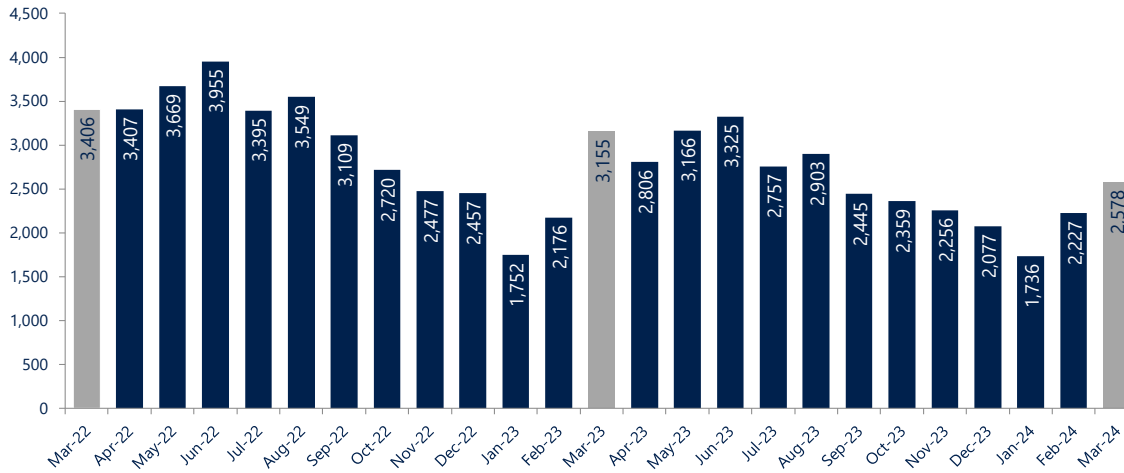
Percent Change Year/Year



Long & Foster Market Conditions Report

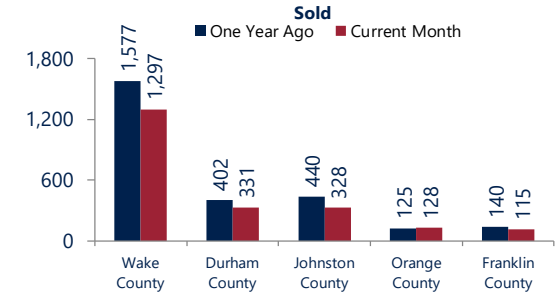
The Triangle, NC Area - March 2024

Total Units Sold



Total Units Sold

Of Top Five Counties/Cities Based on Total Units Sold

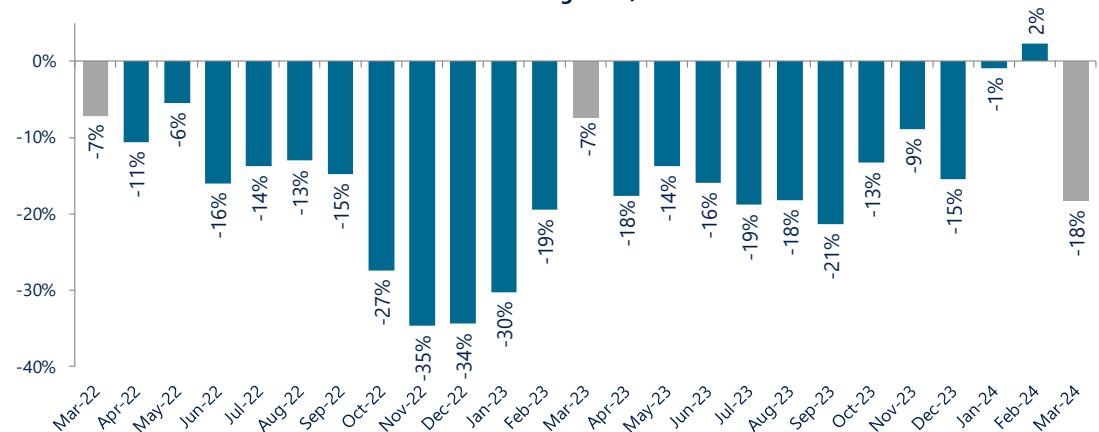


Highlights

- There was an increase of 16% in total units sold in March compared to February.
- This month's total units sold was lower than at this time last year, a decrease of 18% versus March 2023.

Total Units Sold

Percent Change Year/Year

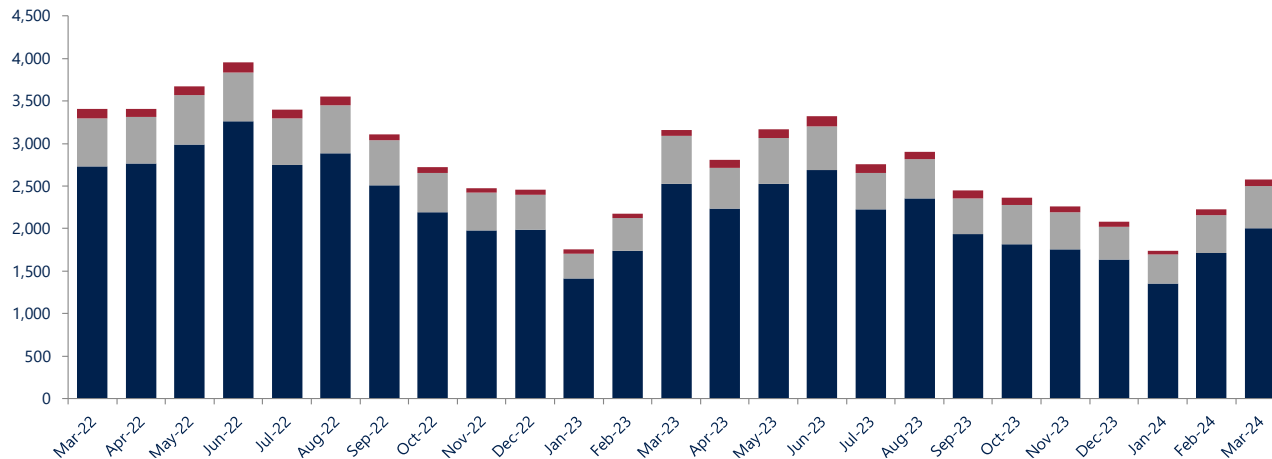


Long & Foster Market Conditions Report

The Triangle, NC Area - March 2024

Total Units Sold by Type

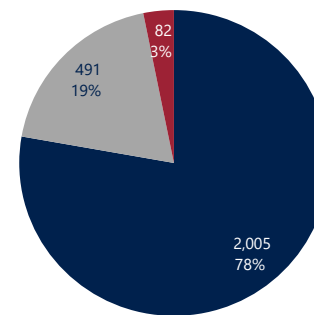
■ Detached ■ Attached ■ Condo



Total Units Sold by Type

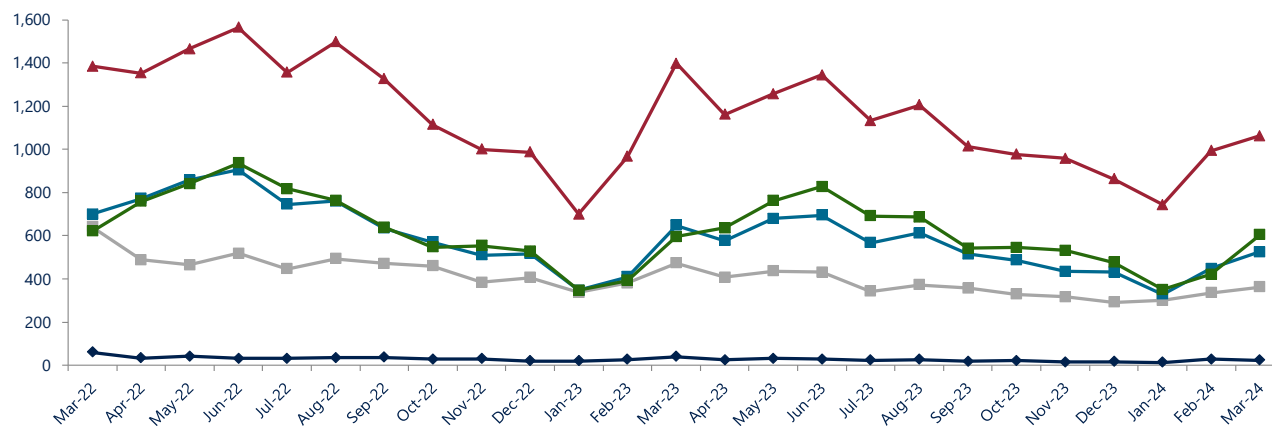
Current Month

■ Detached ■ Attached ■ Condo



Total Units Sold by Price Range

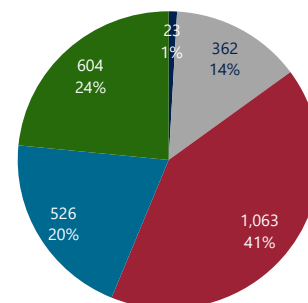
◆ < 150K ■ 150K to < 300K ▲ 300K to < 450K ◆ 450K to < 600K ■ 600K and up



Total Units Sold by Price Range

Current Month

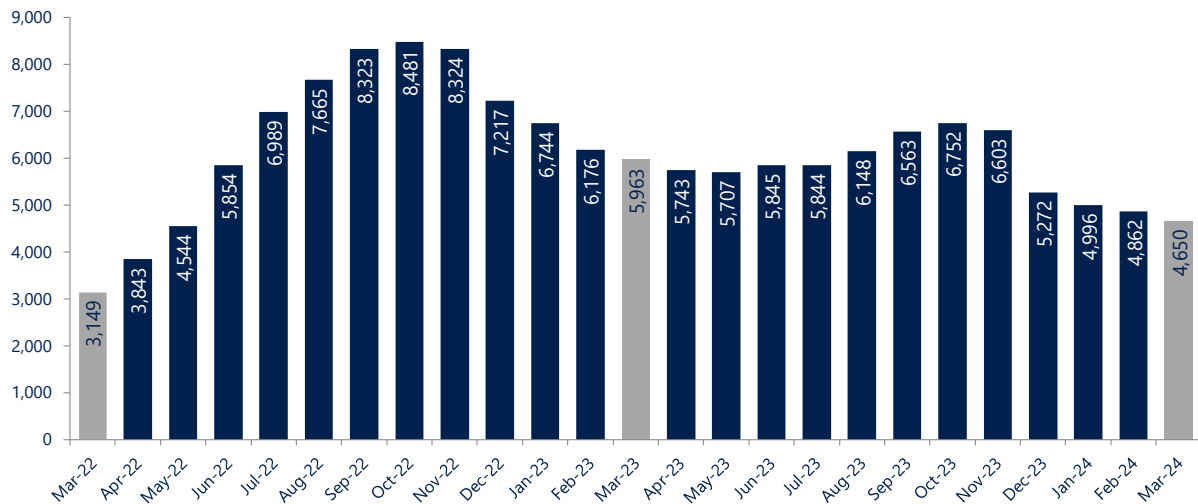
■ < 150K ■ 150K to < 300K ▲ 300K to < 450K ◆ 450K to < 600K ■ 600K and up



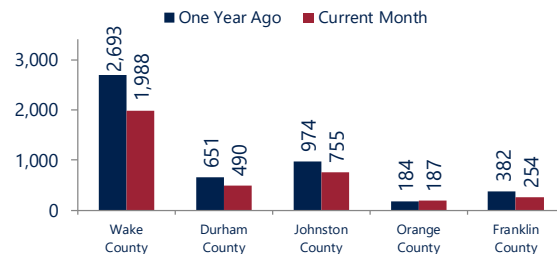
Long & Foster Market Conditions Report

The Triangle, NC Area - March 2024

Total Active Inventory



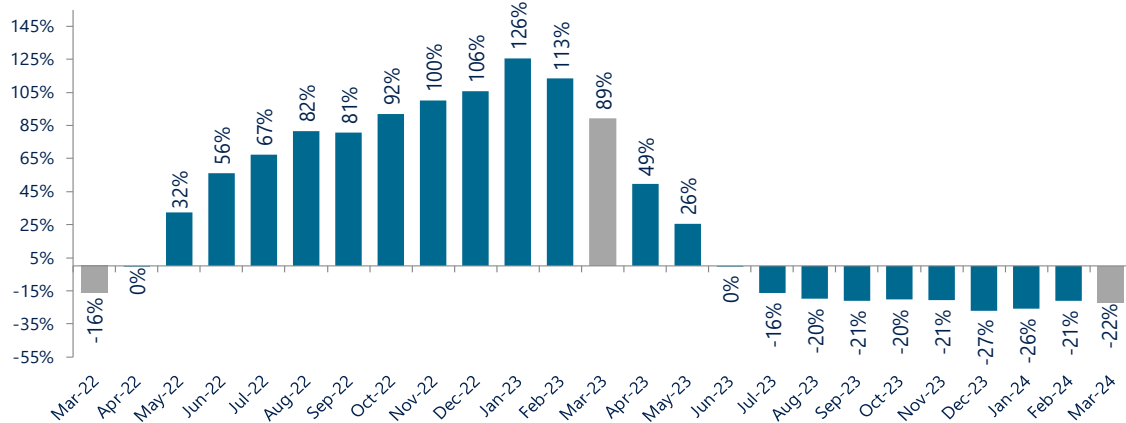
Total Active Inventory
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- March's total active inventory of 4,650 units was 4% lower than the previous month's supply of inventory.
- Versus last March, the total number of homes available was lower by 1,313 units or 22%.

Total Active Inventory
Percent Change Year/Year

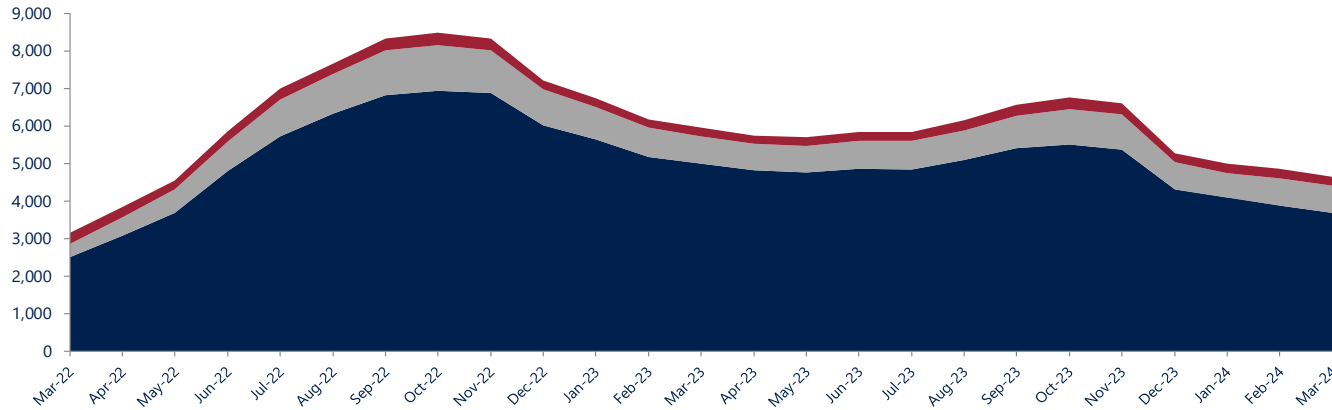


Long & Foster Market Conditions Report

The Triangle, NC Area - March 2024

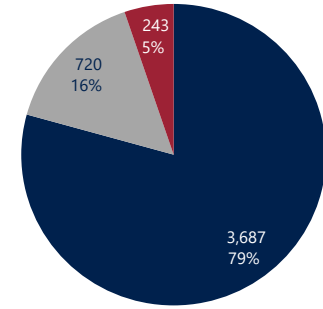
Total Active Inventory by Type

■ Detached ■ Attached ■ Condo



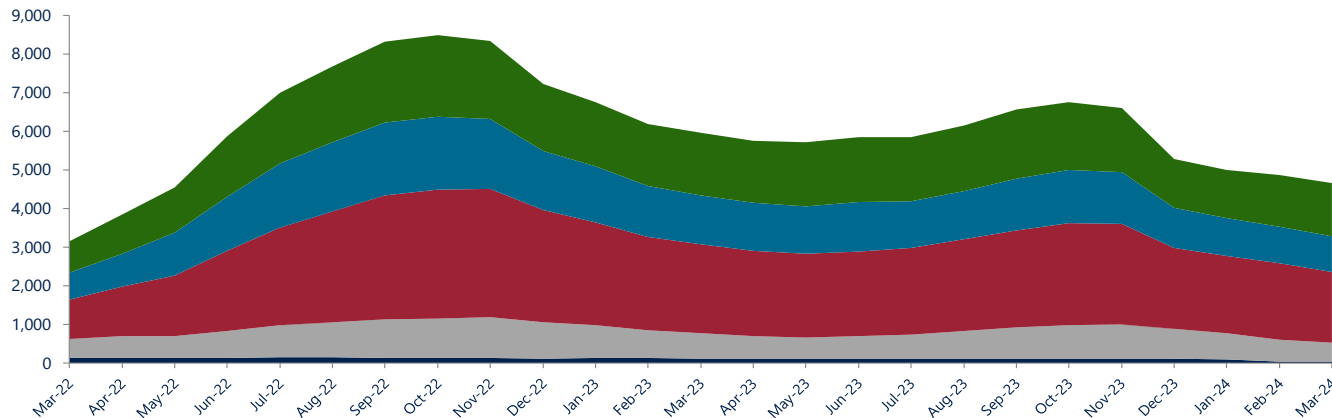
Total Active Inventory by Type

Current Month
■ Detached ■ Attached ■ Condo



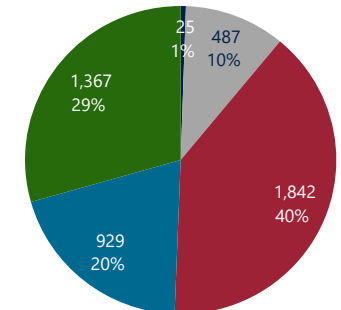
Total Active Inventory by Price Range

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



Total Active Inventory by Price Range

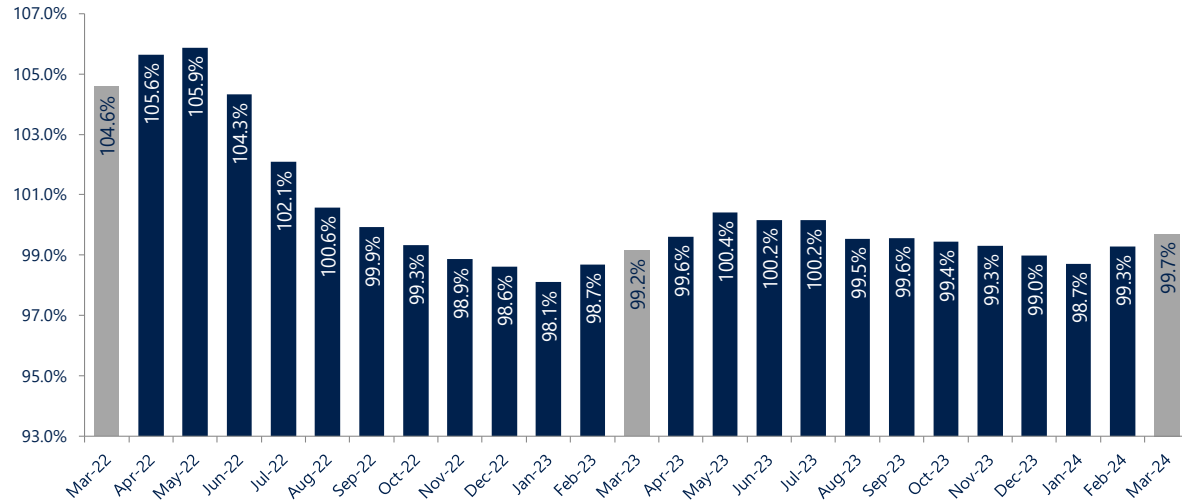
Current Month
■ < 150K ■ 150K to < 300K ■ 300K to < 450K ■ 450K to < 600K ■ 600K and up



Long & Foster Market Conditions Report

The Triangle, NC Area - March 2024

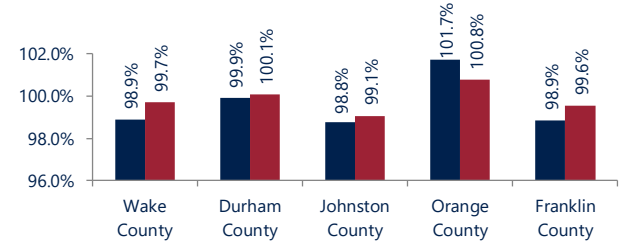
Average Sale Price as a Percent of List Price



Sale Price as % of List Price

Of Top Five Counties/Cities Based on Total Units Sold

■ One Year Ago ■ Current Month



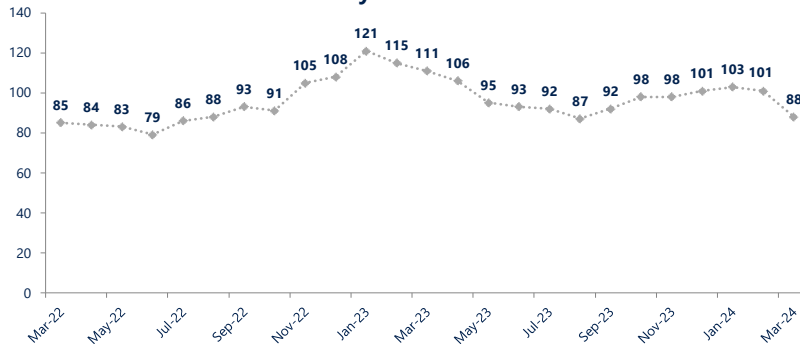
Days on Market

Current Month	One Year Ago
88	111
Down -21% Vs. Year Ago	

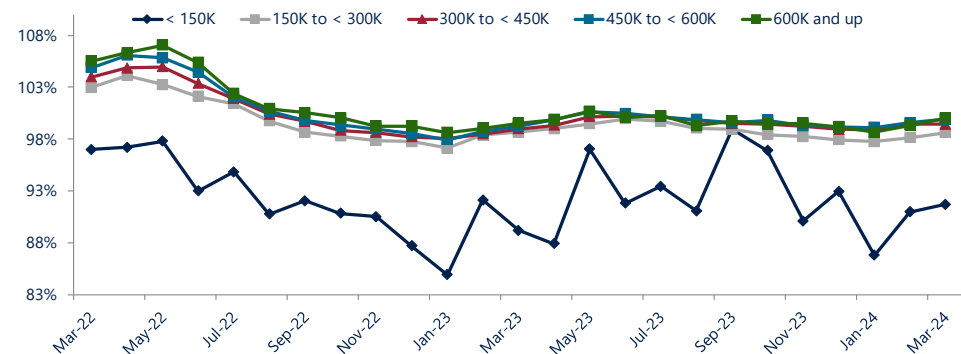
Avg Sale Price as % of List Price

Current Month	One Year Ago
99.7%	99.2%
Up 0.6% Vs. Year Ago	

Days on Market



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

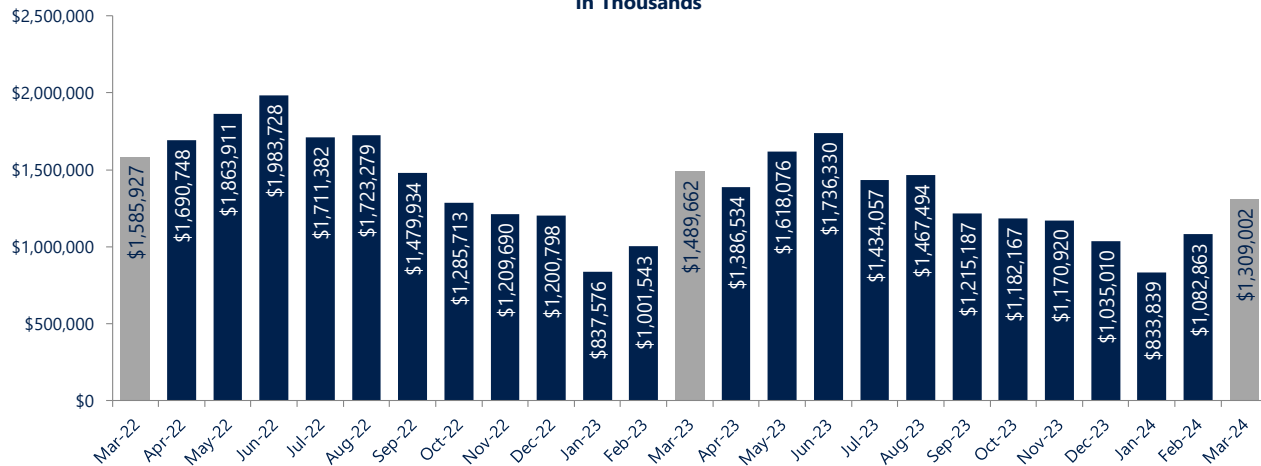


Long & Foster Market Conditions Report

The Triangle, NC Area - March 2024

Total Dollar Volume Sold

In Thousands

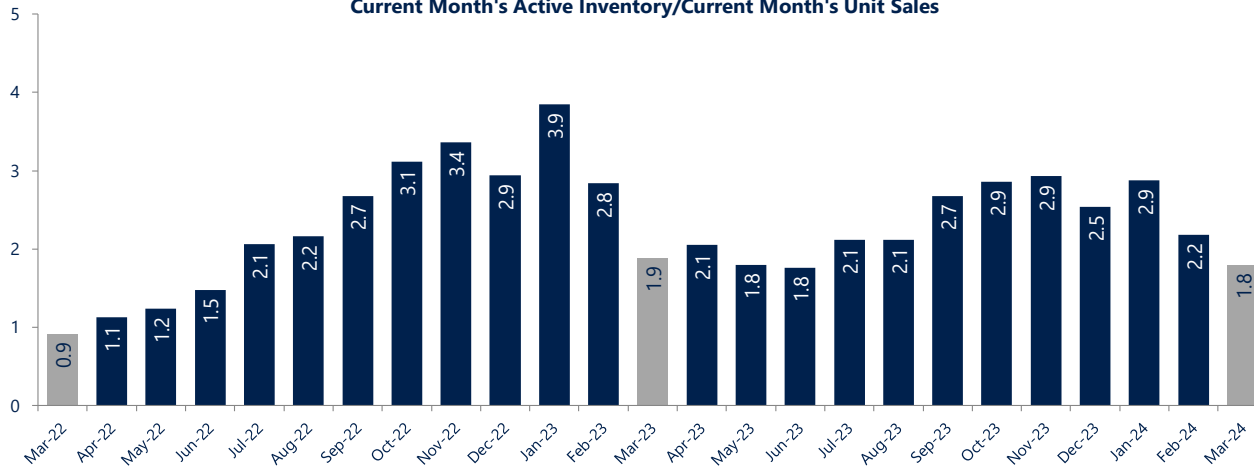


Highlights

- Total volume sold this March was 12% less than the same month one year ago.
- In March, there was 1.8 months of supply available, compared to 1.9 in March 2023. That was a decrease of 5% 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
\$1,309,001,956	\$1,489,661,922

Down -12% Vs. Year Ago

Months of Supply

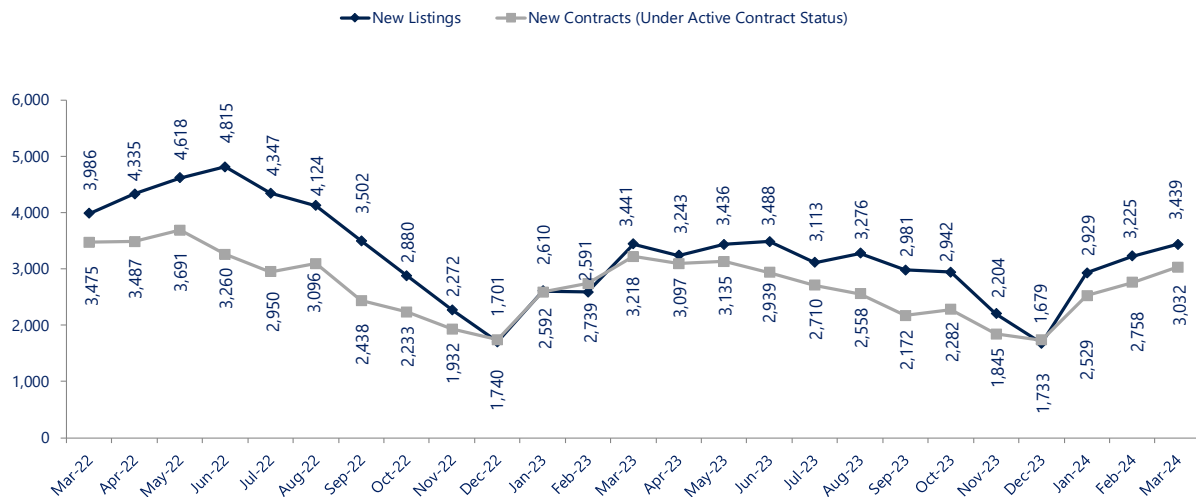
Current Month	One Year Ago
1.8	1.9

Down -5% Vs. Year Ago

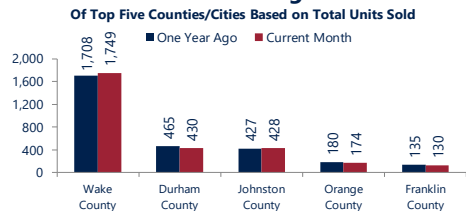
Long & Foster Market Conditions Report

The Triangle, NC Area - March 2024

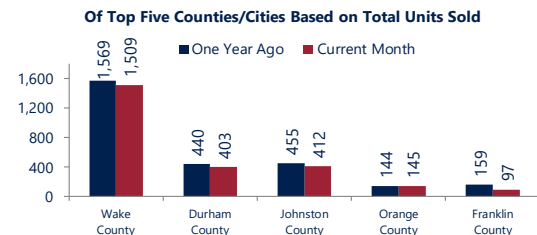
New Listings & New Contracts



New Listings



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, an increase of 6% from March 2023.

New Listings

Current Month	One Year Ago
3,439	3,441

No Change Vs. Year Ago

New Contracts

Current Month	One Year Ago
3,032	3,218

Down -6% Vs. Year Ago

Supply/Demand Ratio

Number of New Listings to New Contracts



Market Conditions Report

Charlottesville, VA Area

March 2024

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Global Partnerships

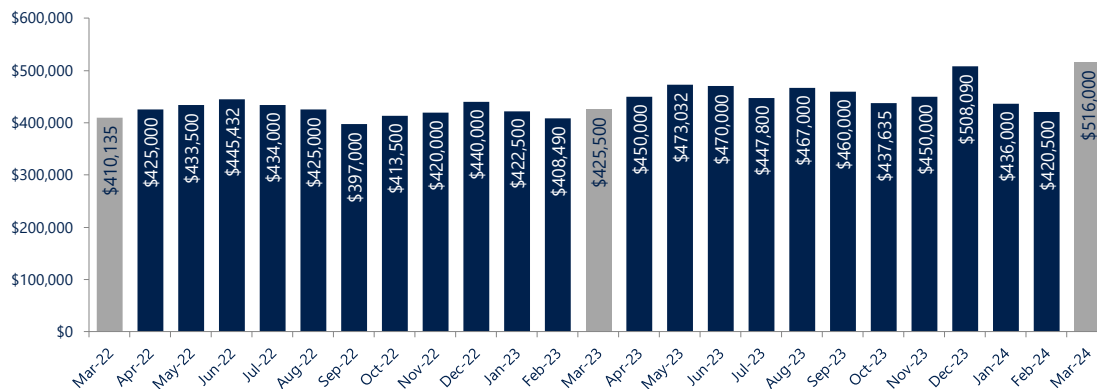
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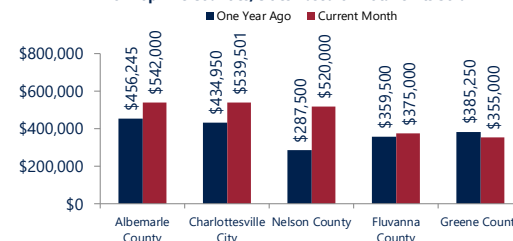
Long & Foster Market Conditions Report

Charlottesville Area - March 2024

Median Sales Price



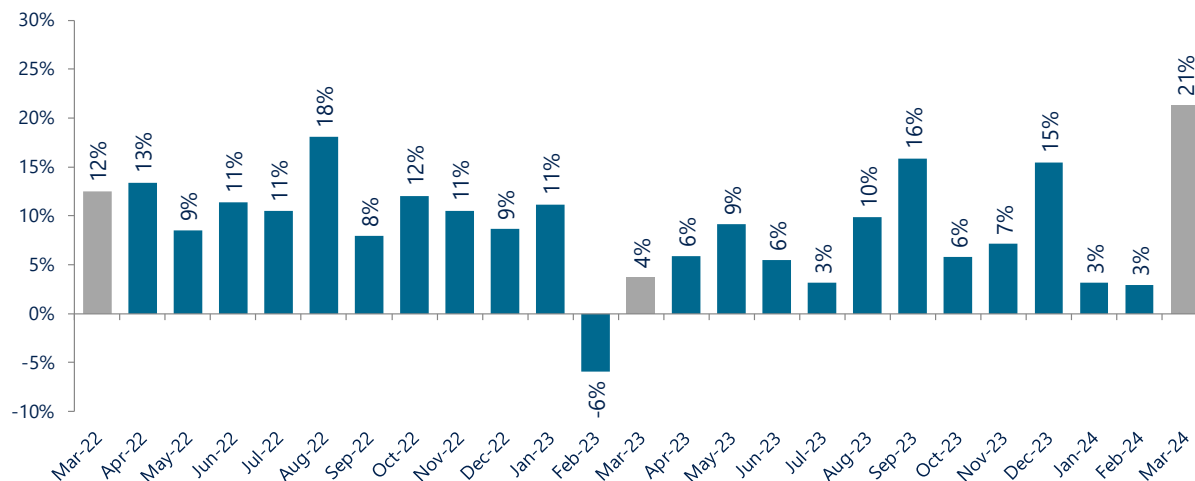
Median Sale Price Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- This March, the median sale price was \$516,000, an increase of 23% compared to February.
- The current median sale price was 21% higher than in March 2023.

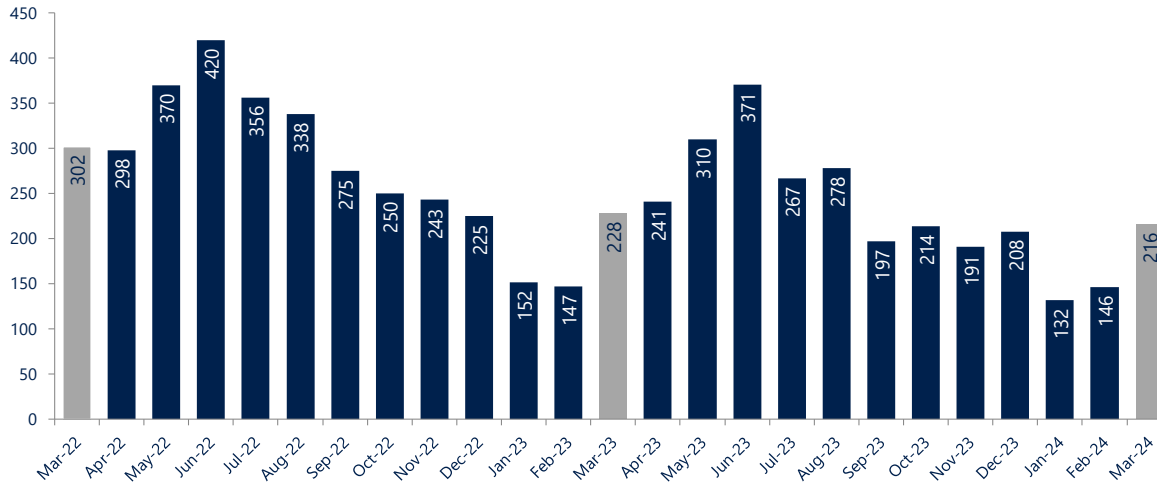
Median Sale Price Percent Change Year/Year



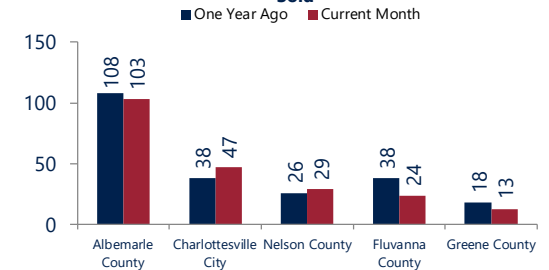
Long & Foster Market Conditions Report

Charlottesville Area - March 2024

Total Units Sold



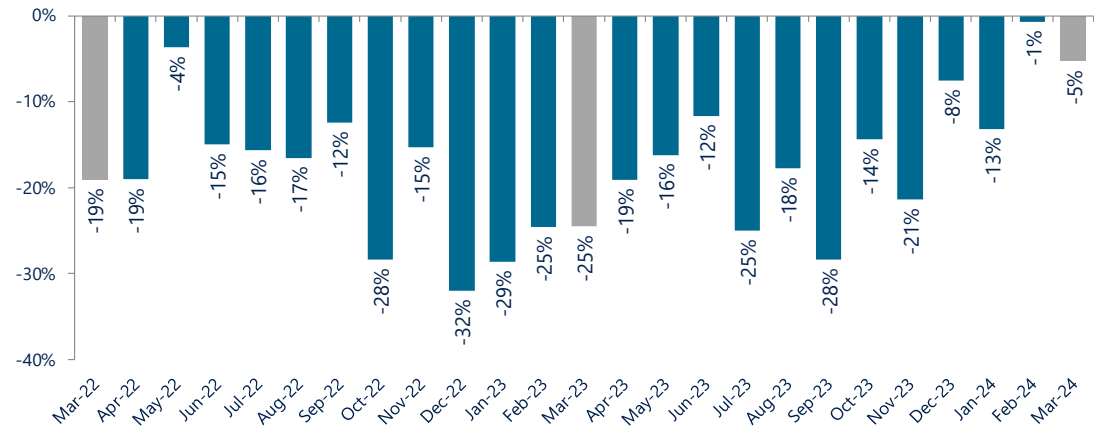
Total Units Sold Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- There was an increase of 48% in total units sold in March compared to February.
- This month's total units sold was lower than at this time last year, a decrease of 5% versus March 2023.

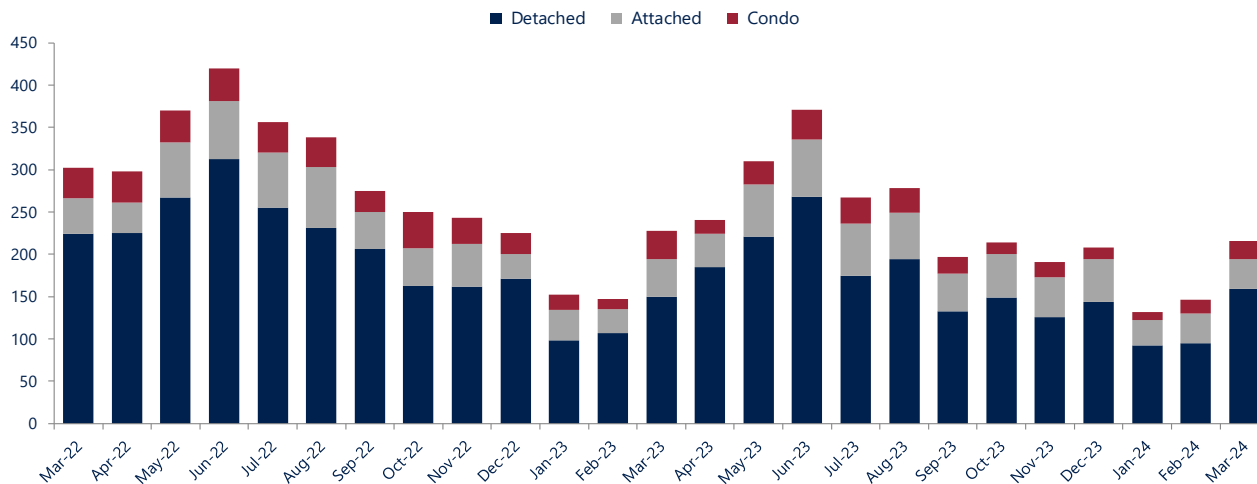
Total Units Sold Percent Change Year/Year



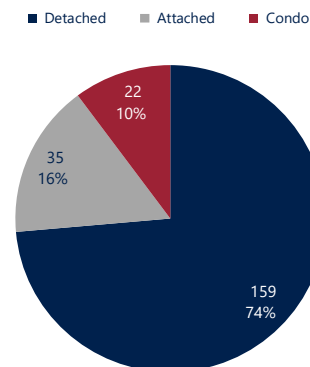
Long & Foster Market Conditions Report

Charlottesville Area - March 2024

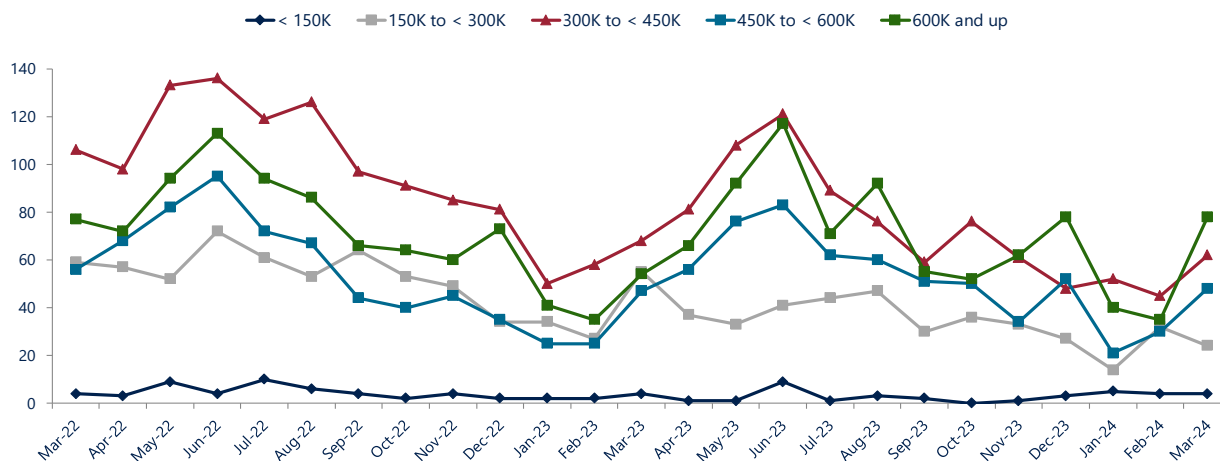
Total Units Sold by Type



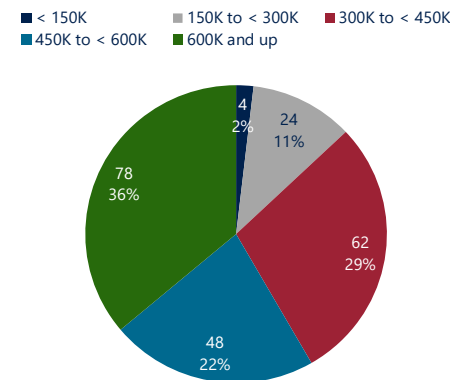
Total Units Sold by Type
Current Month



Total Units Sold by Price Range



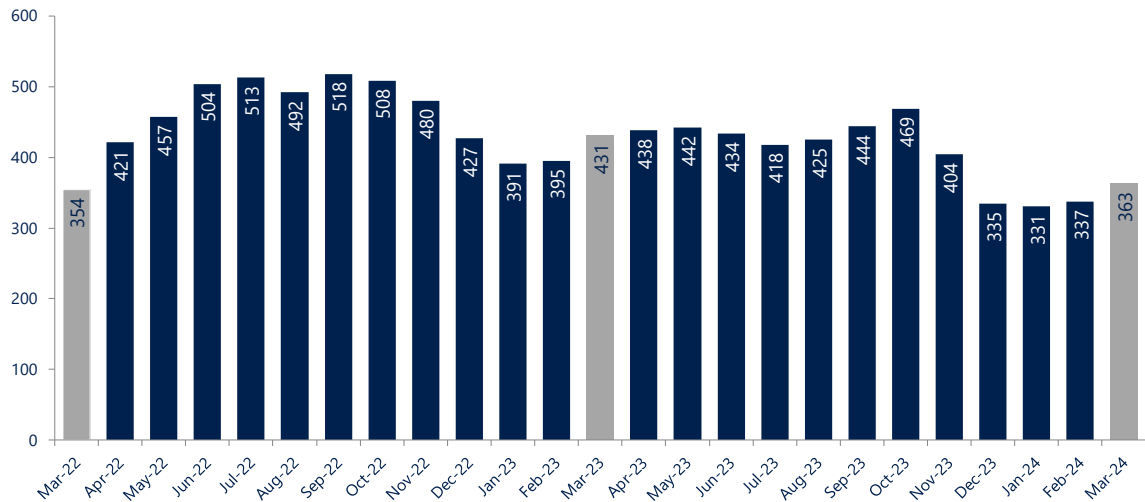
Total Units Sold by Price Range
Current Month



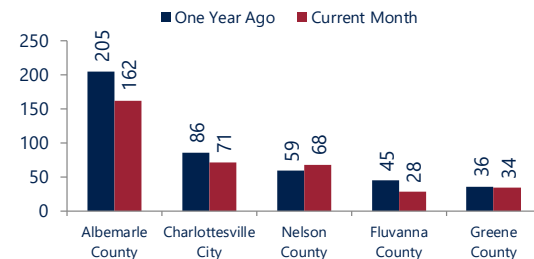
Long & Foster Market Conditions Report

Charlottesville Area - March 2024

Total Active Inventory



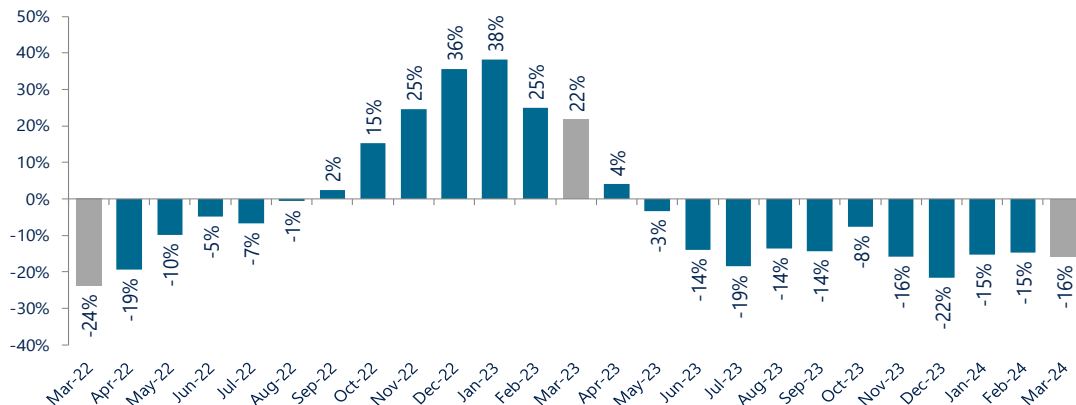
Total Active Inventory
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- March's total active inventory of 363 units was 8% higher than the previous month's supply of inventory.
- Versus last March, the total number of homes available was lower by 68 units or 16%.

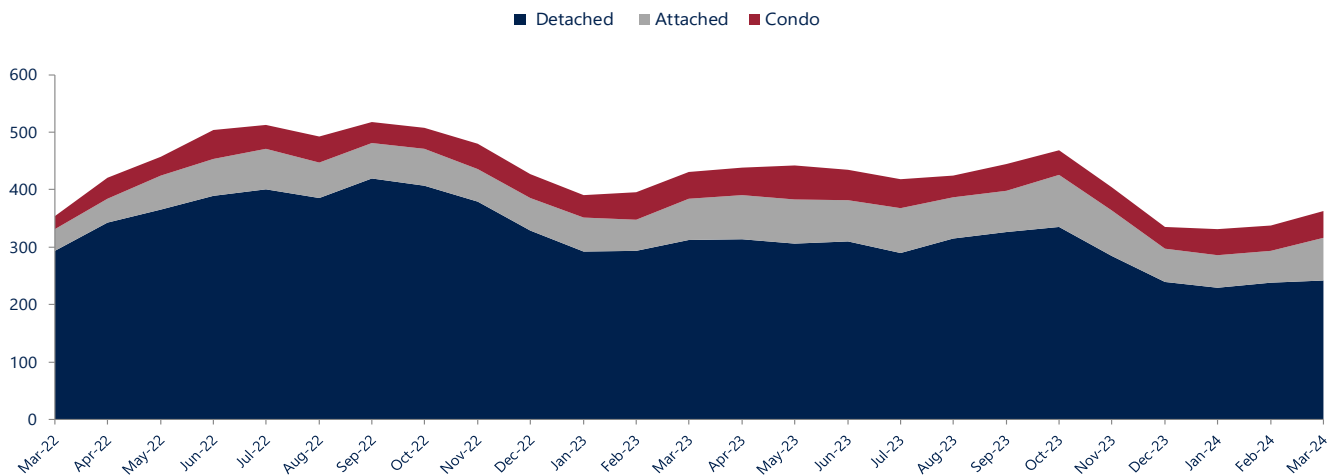
Total Active Inventory
Percent Change Year/Year



Long & Foster Market Conditions Report

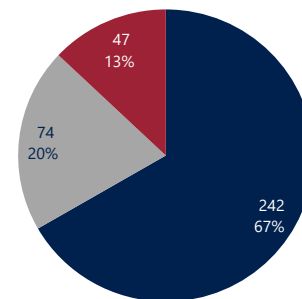
Charlottesville Area - March 2024

Total Active Inventory by Type



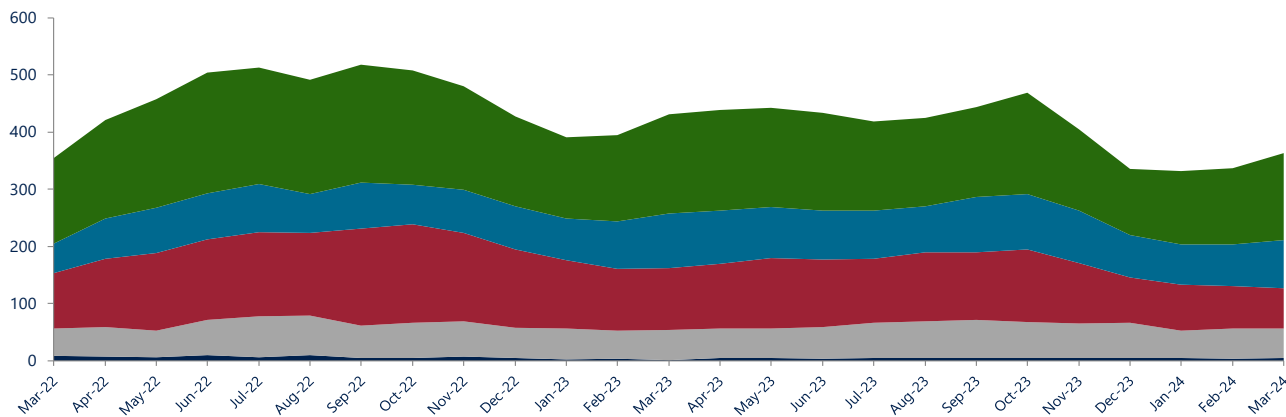
Total Active Inventory by Type Current Month

■ Detached ■ Attached ■ Condo



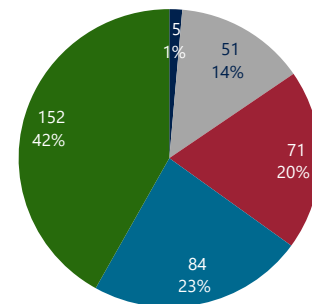
Total Active Inventory by Price Range

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



Total Active Inventory by Price Range Current Month

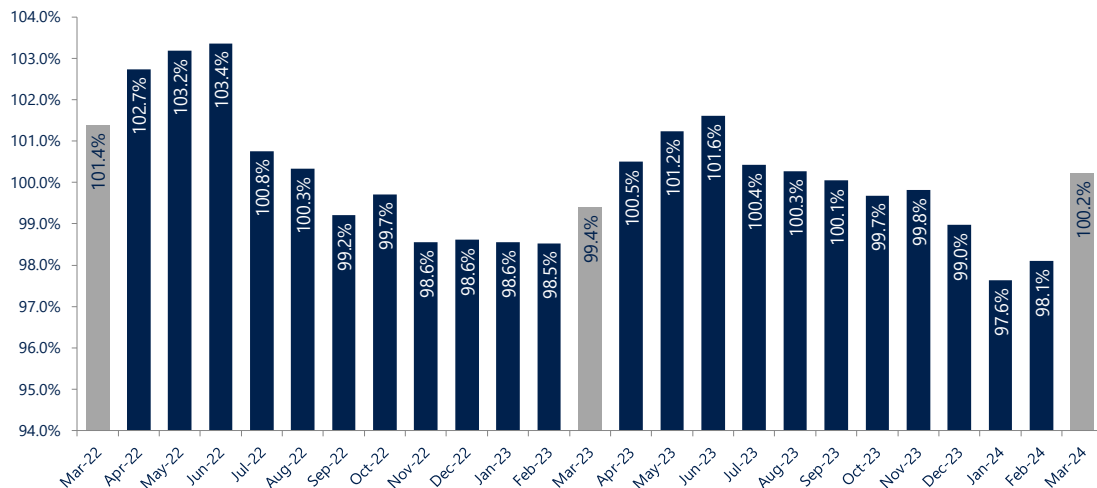
■ < 150K ■ 150K to < 300K ■ 300K to < 450K ■ 450K to < 600K ■ 600K and up



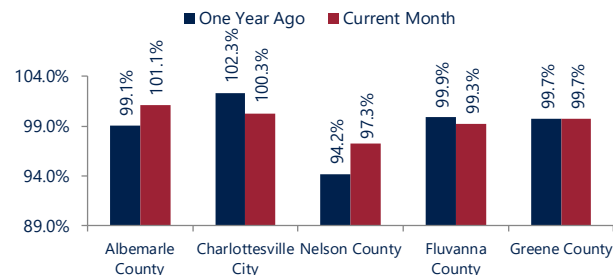
Long & Foster Market Conditions Report

Charlottesville Area - March 2024

Average Sale Price as a Percent of List Price



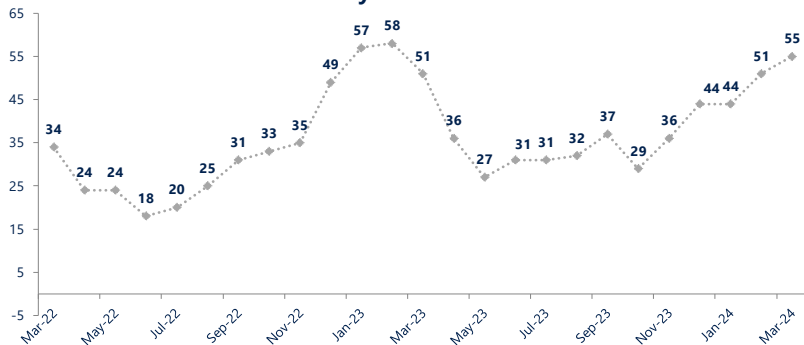
Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold



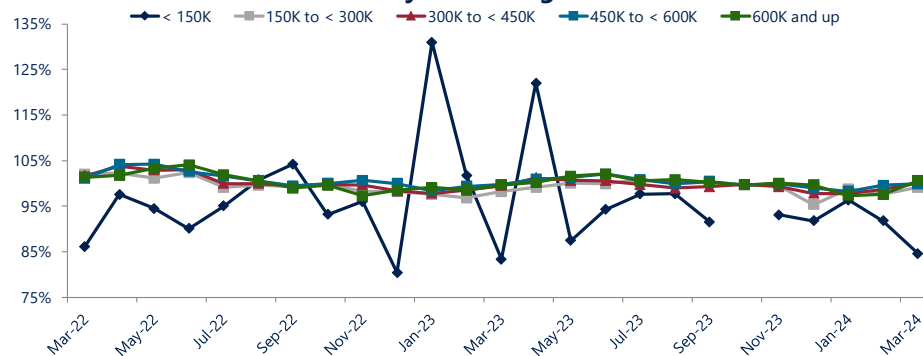
Days on Market	
Current Month	One Year Ago
55	51
Up 8% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
100.2%	99.4%
Up 0.8% Vs. Year Ago	

Days on Market



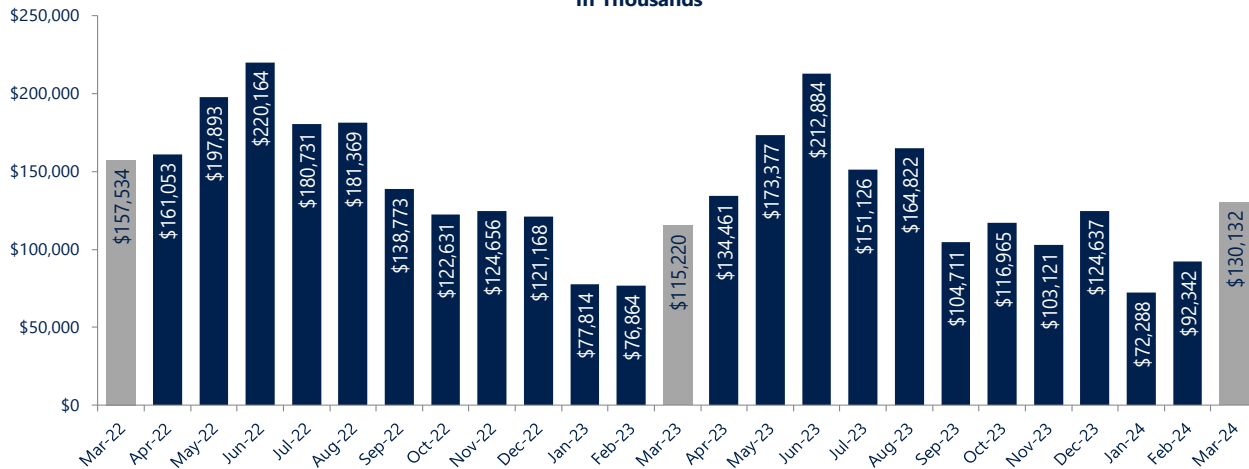
Average Sale Price as a Percent of List Price by Price Range



Long & Foster Market Conditions Report

Charlottesville Area - March 2024

Total Dollar Volume Sold
In Thousands



Highlights

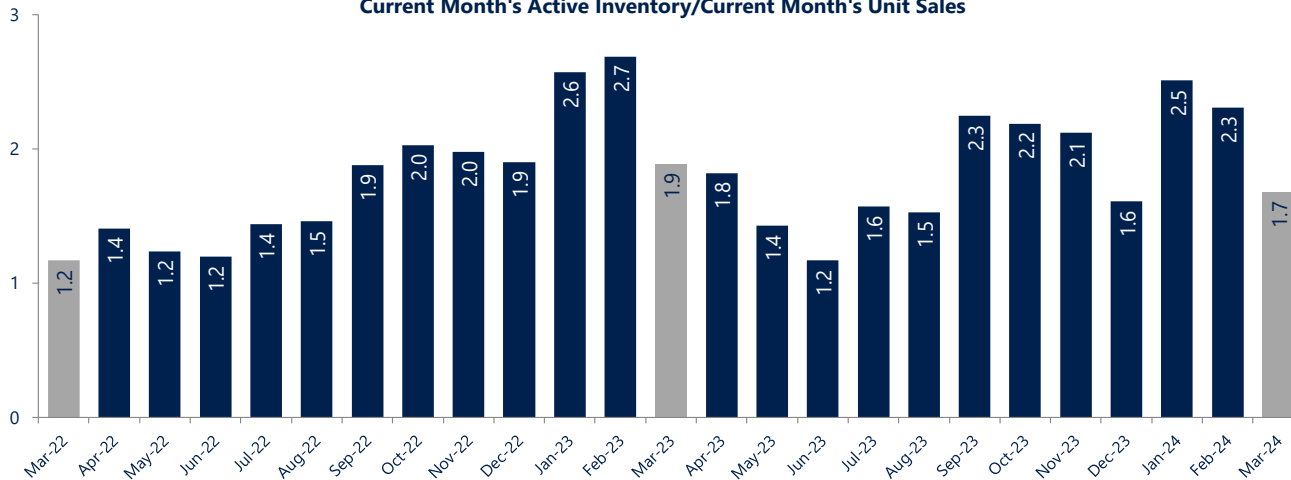
- Total volume sold this March was 13% greater than the same month one year ago.
- In March, there was 1.7 months of supply available, compared to 1.9 in March 2023. That was a decrease of 11% versus a year ago.

Total Dollar Volume Sold

Current Month	One Year Ago
\$130,131,702	\$115,219,578
Up 13% Vs. Year Ago	

Months of Supply

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



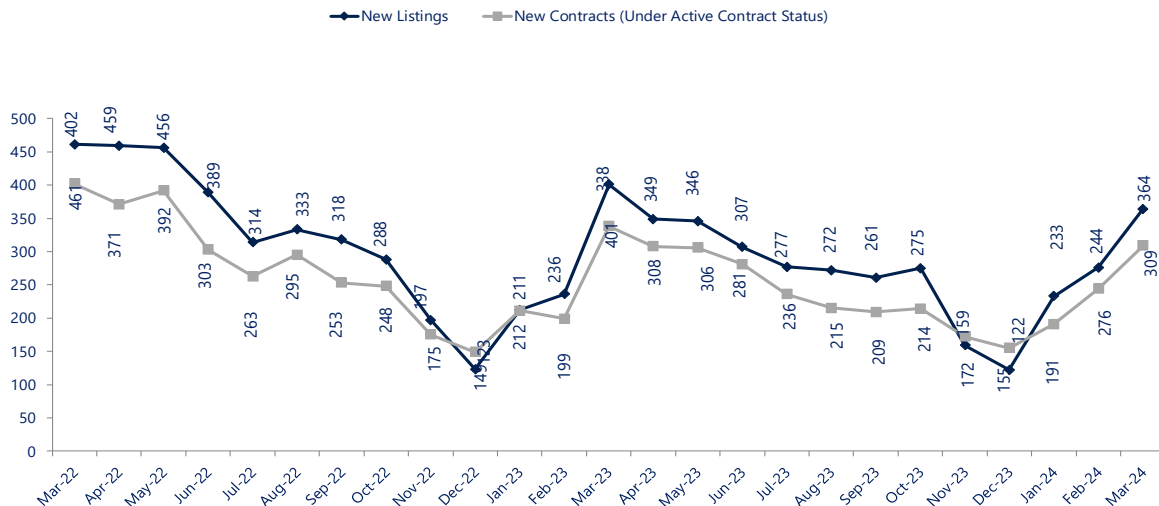
Months of Supply

Current Month	One Year Ago
1.7	1.9
Down -11% Vs. Year Ago	

Long & Foster Market Conditions Report

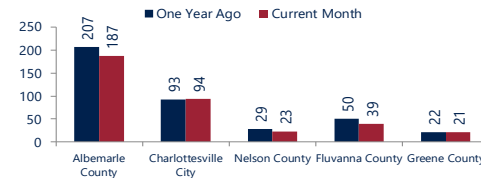
Charlottesville Area - March 2024

New Listings & New Contracts



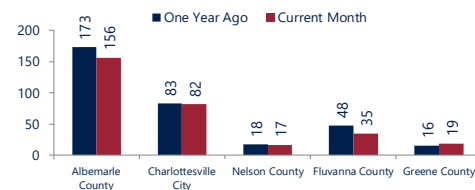
New Listings

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, 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
364	401
Down -9% Vs. Year Ago	

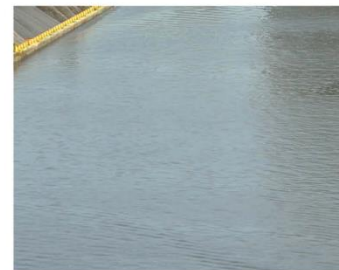
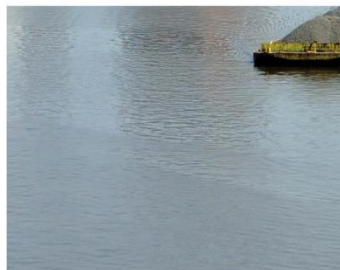
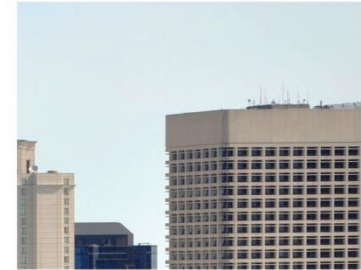
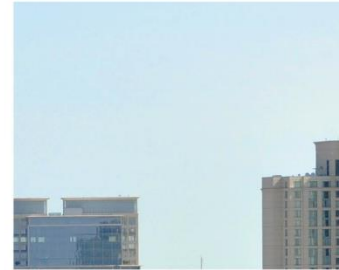
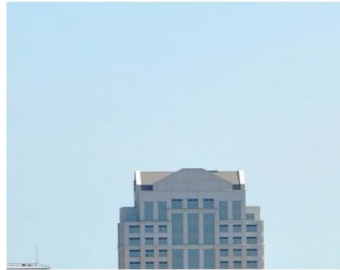
New Contracts	
Current Month	One Year Ago
309	338
Down -9% Vs. Year Ago	

Market Conditions Report

Hampton Roads, VA Area

March 2024

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Global Partnerships

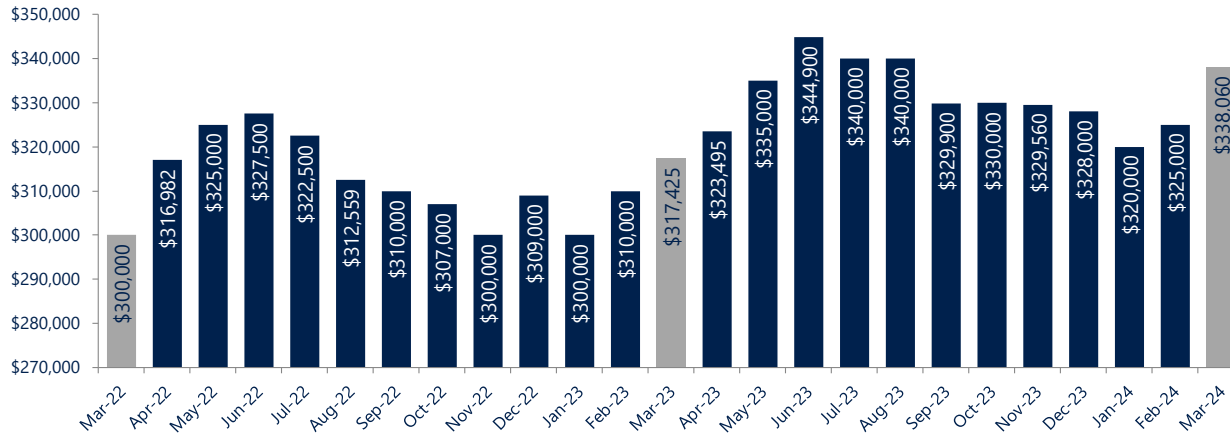
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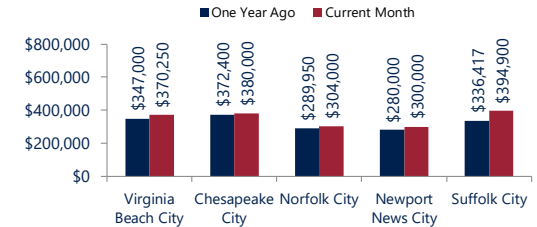
Long & Foster Market Conditions Report

Hampton Roads Area - March 2024

Median Sales Price



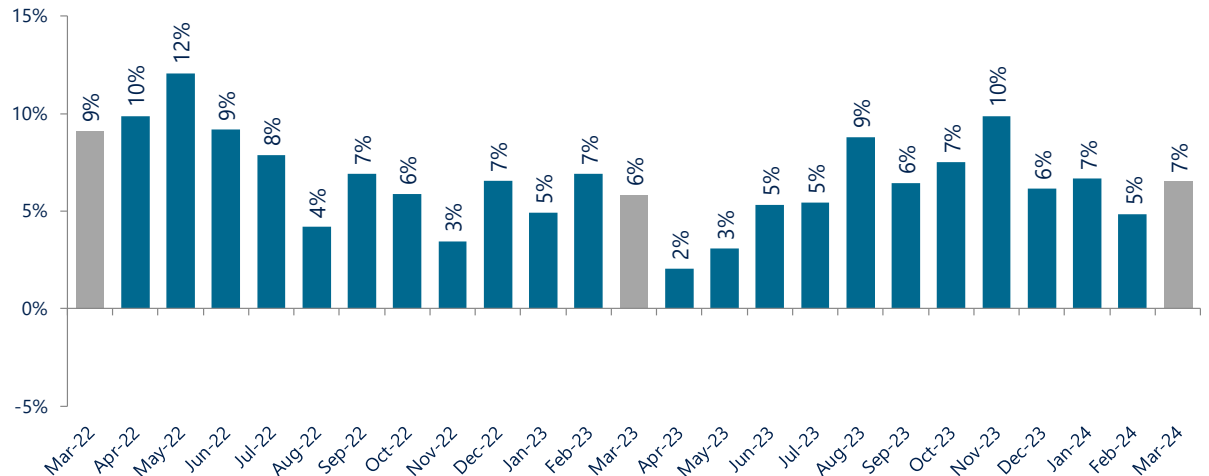
Median Sale Price Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- This March, the median sale price was \$338,060, an increase of 7% compared to last year.
- The current median sale price was 4% higher than in February.

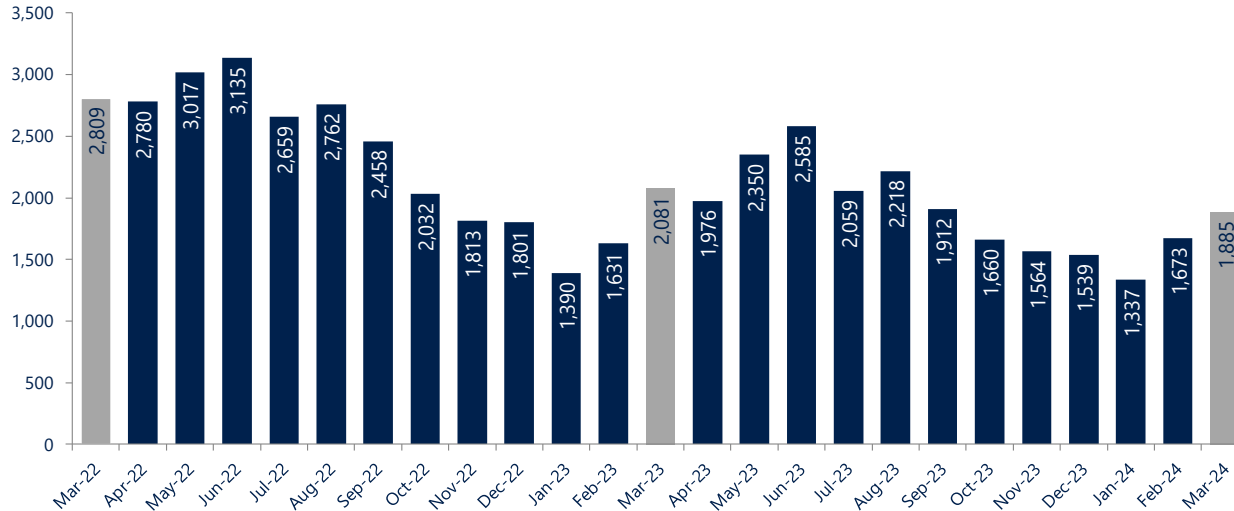
Median Sale Price Percent Change Year/Year



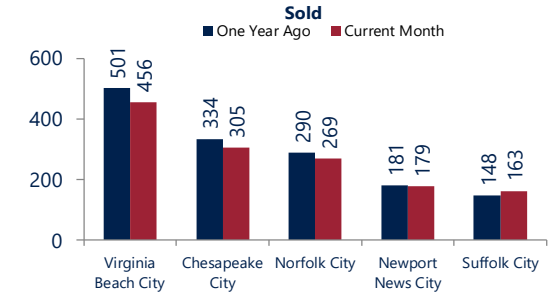
Long & Foster Market Conditions Report

Hampton Roads Area - March 2024

Total Units Sold



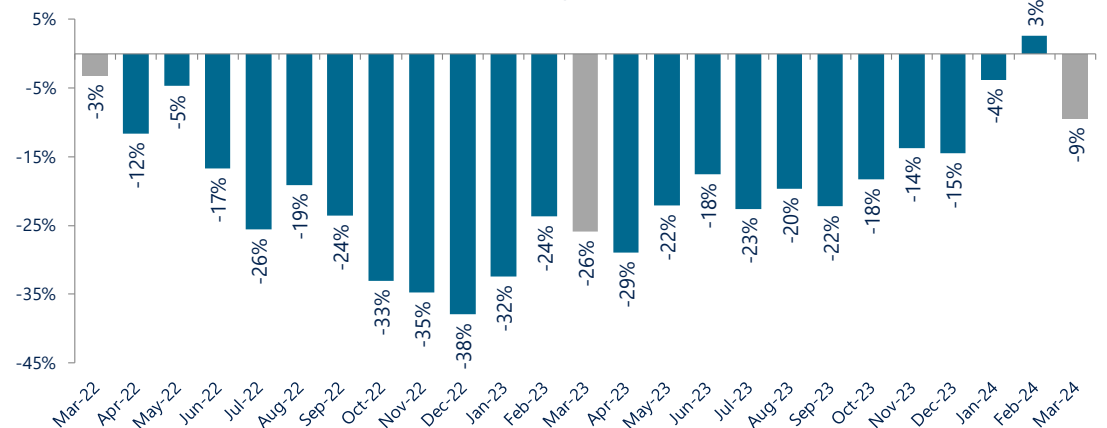
Total Units Sold Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- There was an increase of 13% in total units sold in March compared to February.
- This month's total units sold was lower than at this time last year, a decrease of 9% versus March 2023.

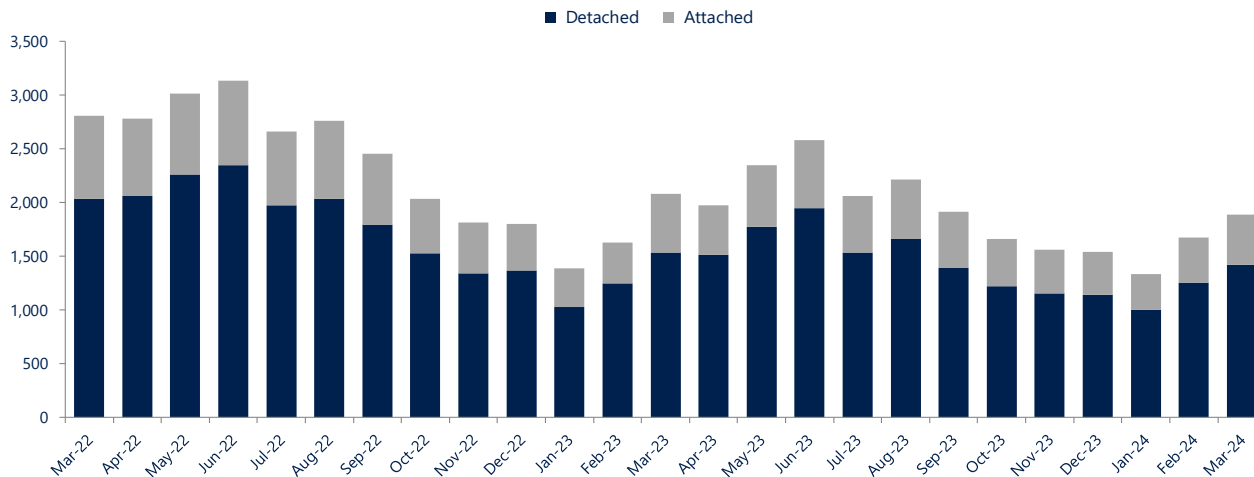
Total Units Sold Percent Change Year/Year



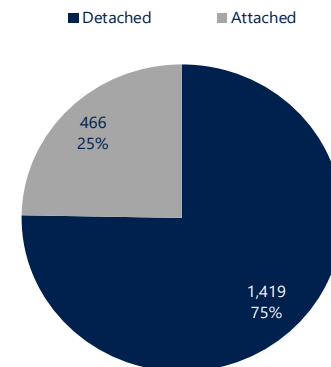
Long & Foster Market Conditions Report

Hampton Roads Area - March 2024

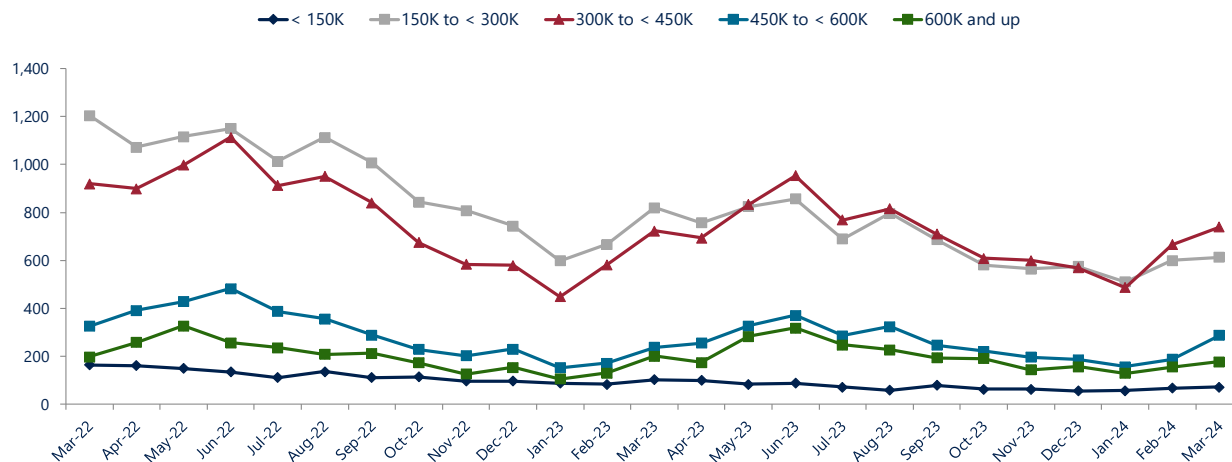
Total Units Sold by Type



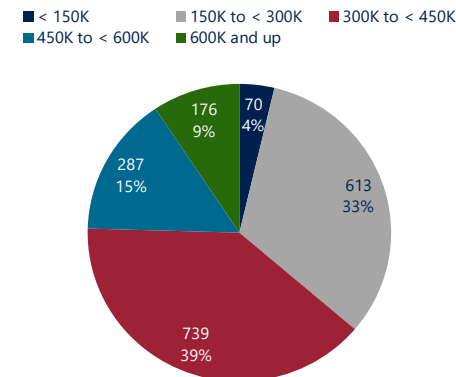
Total Units Sold by Type
Current Month



Total Units Sold by Price Range



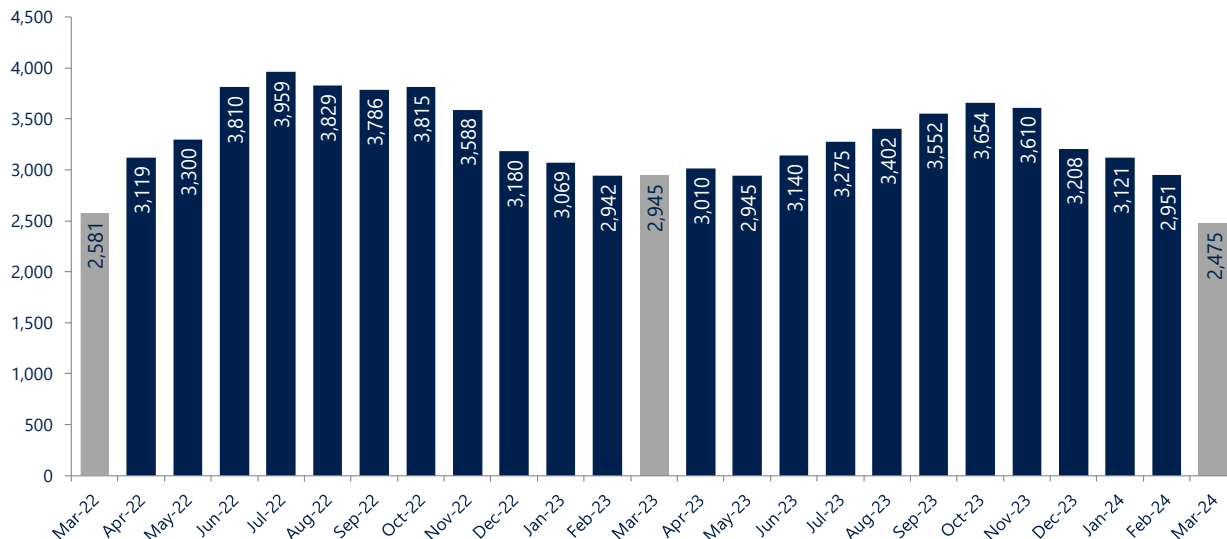
Total Units Sold by Price Range
Current Month



Long & Foster Market Conditions Report

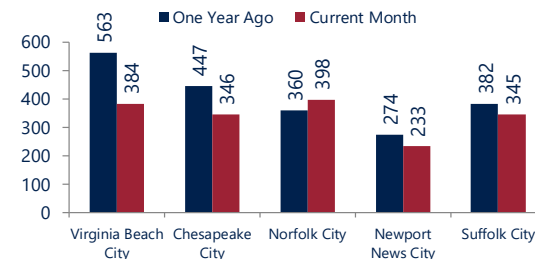
Hampton Roads Area - March 2024

Total Active Inventory



Total Active Inventory

Of Top Five Counties/Cities Based on Total Units Sold

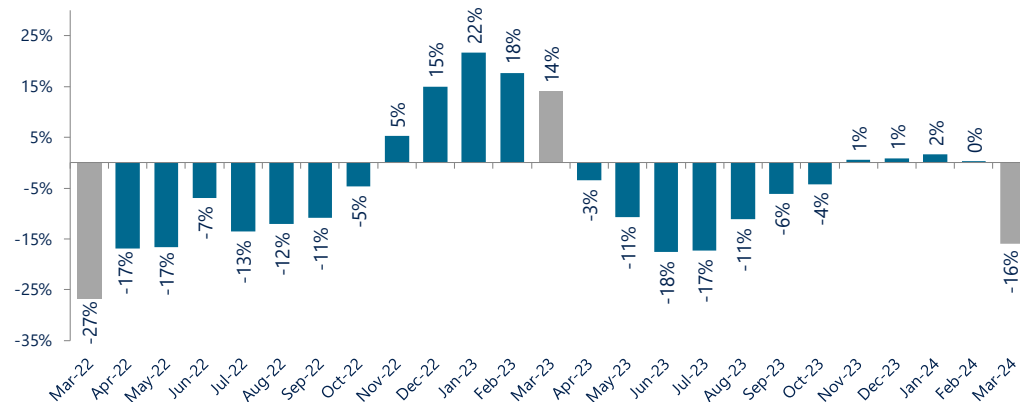


Highlights

- Versus last March, the total number of homes available this month was lower by 470 units or 16%.
- Active inventory this March was 16% lower than the previous month's supply of available inventory.

Total Active Inventory

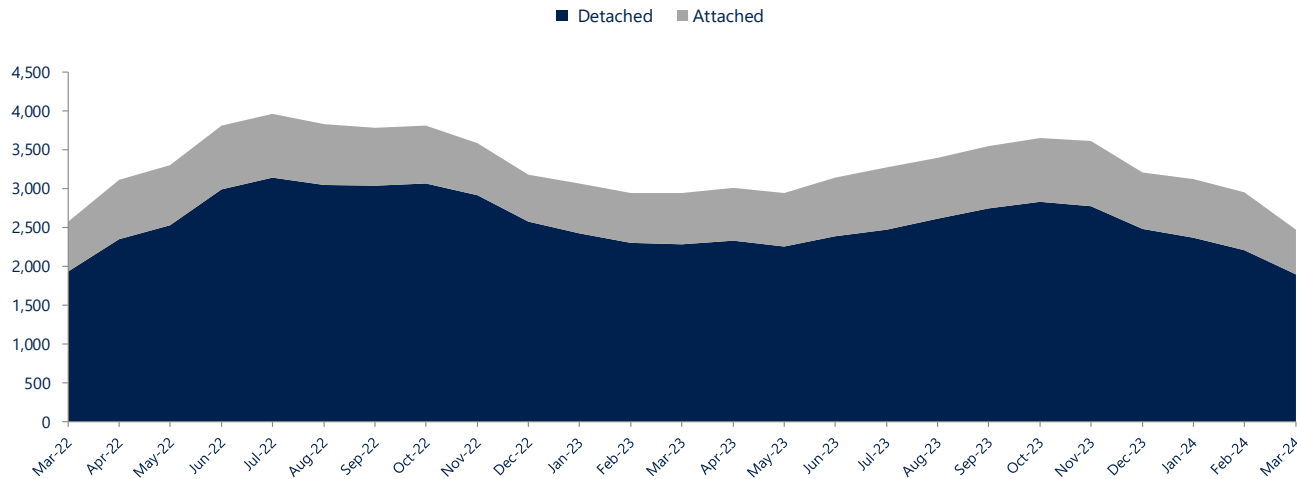
Percent Change Year/Year



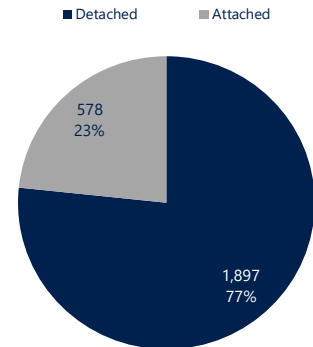
Long & Foster Market Conditions Report

Hampton Roads Area - March 2024

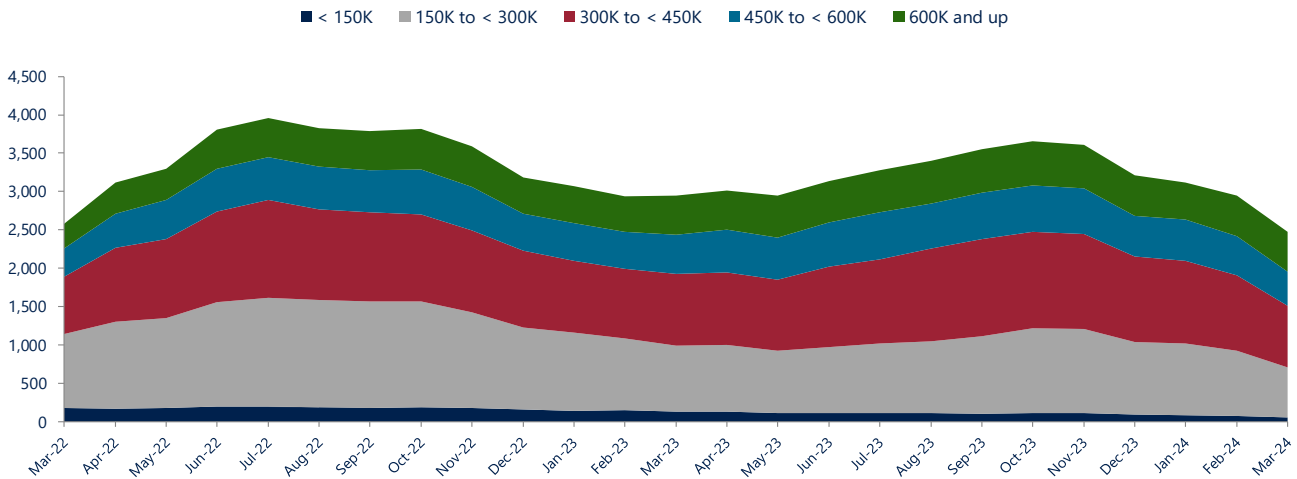
Total Active Inventory by Type



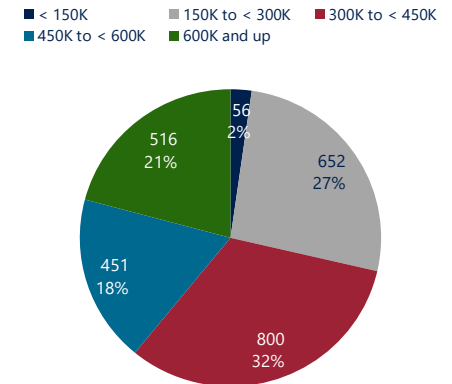
Total Active Inventory by Type Current Month



Total Active Inventory by Price Range



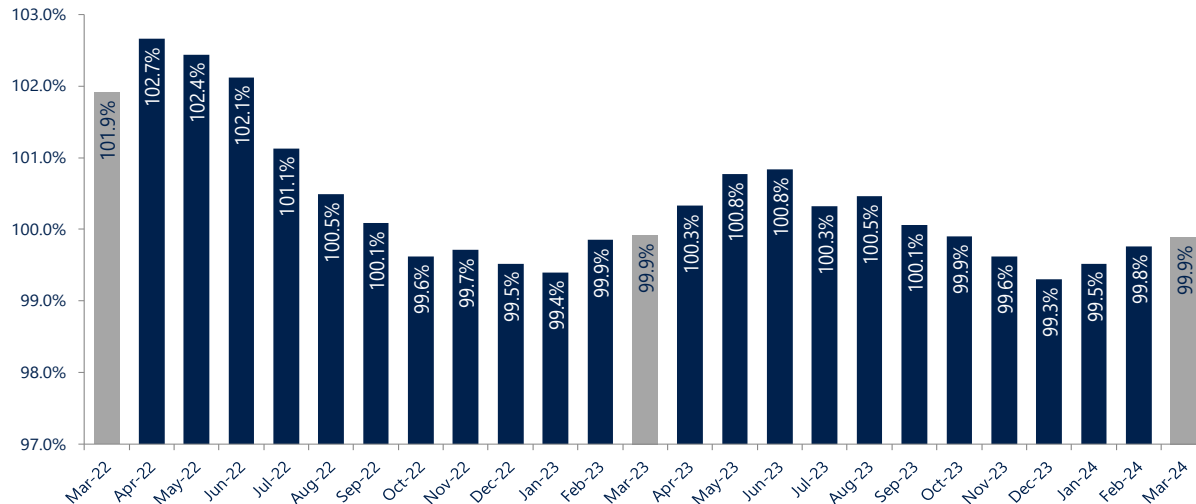
Total Active Inventory by Price Range Current Month



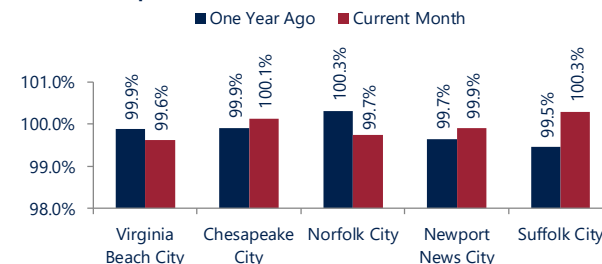
Long & Foster Market Conditions Report

Hampton Roads Area - March 2024

Average Sale Price as a Percent of List Price



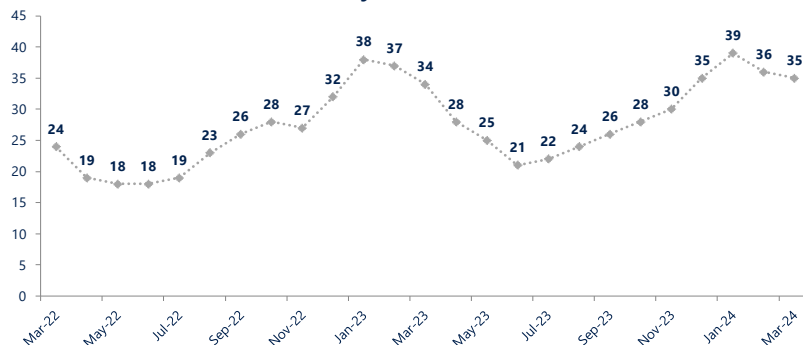
Sale Price as % of List Price Of Top Five Counties/Cities Based on Total Units Sold



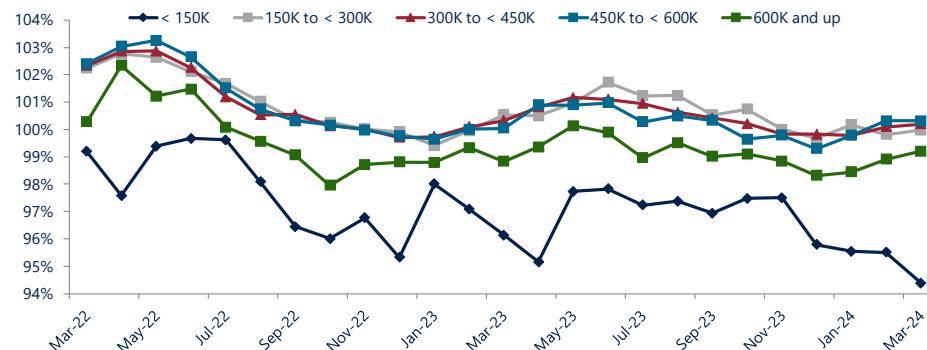
Days on Market	
Current Month	One Year Ago
35	34
Up 3% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
99.9%	99.9%
No Change Vs. Year Ago	

Days on Market



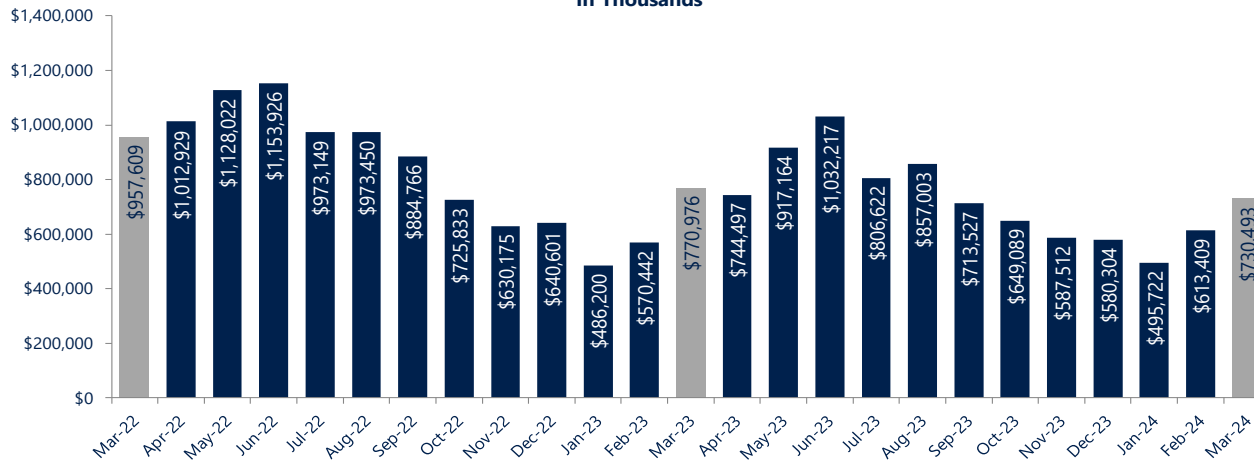
Average Sale Price as a Percent of List Price by Price Range



Long & Foster Market Conditions Report

Hampton Roads Area - March 2024

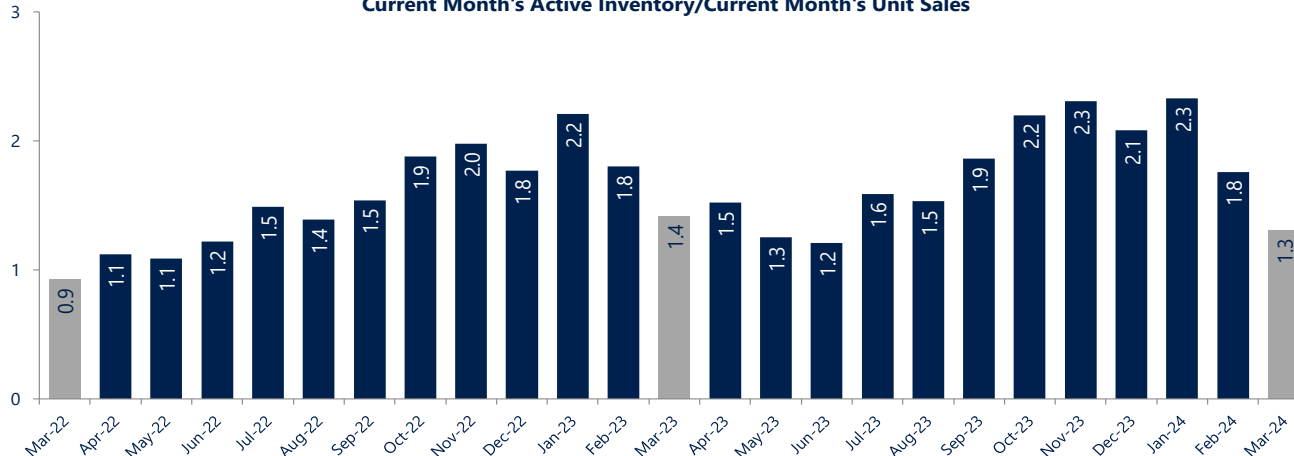
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this March was 5% less than the same month one year ago.
- In March, there was 1.3 months of supply available, compared to 1.4 in March 2023. That was a decrease of 8% versus a year ago.

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



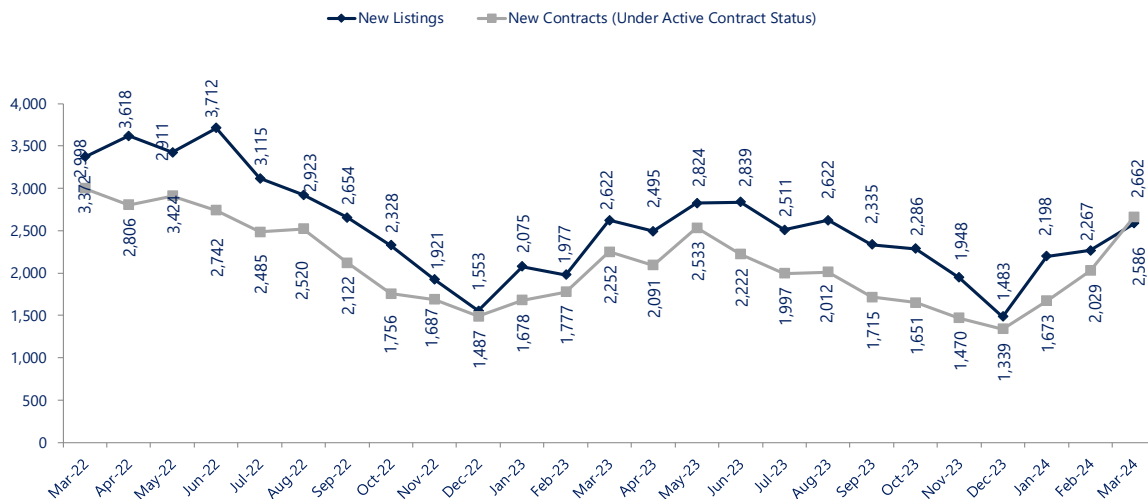
Total Dollar Volume Sold	
Current Month	One Year Ago
\$730,492,909	\$770,976,271
Down -5% Vs. Year Ago	

Months of Supply	
Current Month	One Year Ago
1.3	1.4
Down -8% Vs. Year Ago	

Long & Foster Market Conditions Report

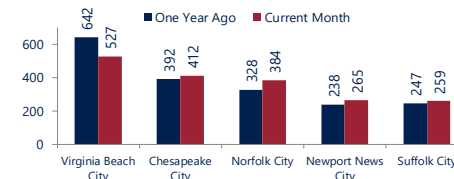
Hampton Roads Area - March 2024

New Listings & New Contracts



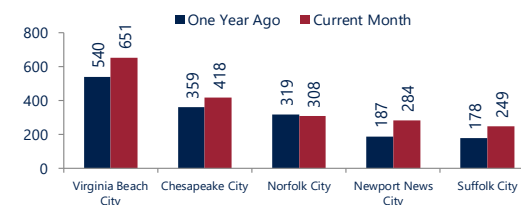
New Listings

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
2,586	2,622
Down -1% Vs. Year Ago	

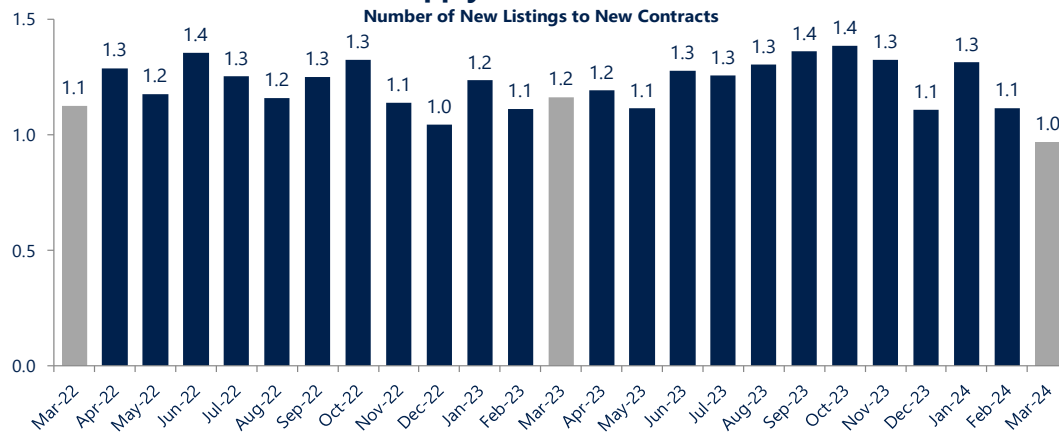
Highlights

- 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 1.0, a decrease of 17% from March 2023.

New Contracts	
Current Month	One Year Ago
2,662	2,252
Up 18% Vs. Year Ago	

Supply/Demand Ratio

Number of New Listings to New Contracts

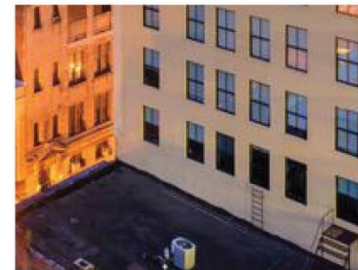


Market Conditions Report

Roanoke, VA Area

March 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

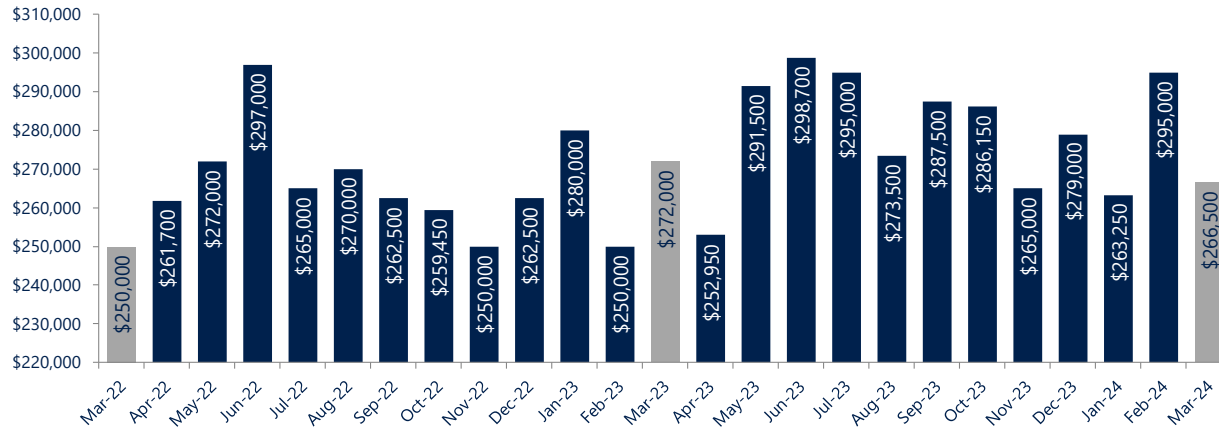
Forbes Global Properties | Leading Real Estate Companies of the World® | Luxury Portfolio International | Who's Who in Luxury Real Estate



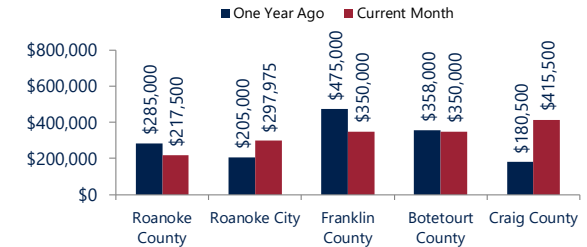
Long & Foster Market Conditions Report

Roanoke Metropolitan Area - March 2024

Median Sales Price



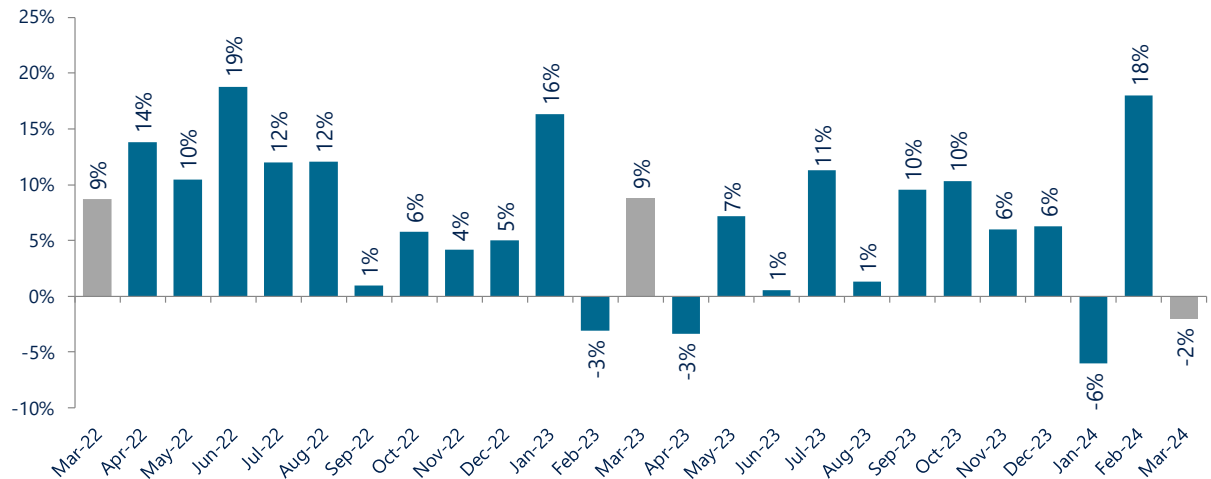
Median Sale Price Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- This March, the median sale price was \$266,500, a decrease of 2% compared to last year.
- The current median sale price was 10% lower than in February.

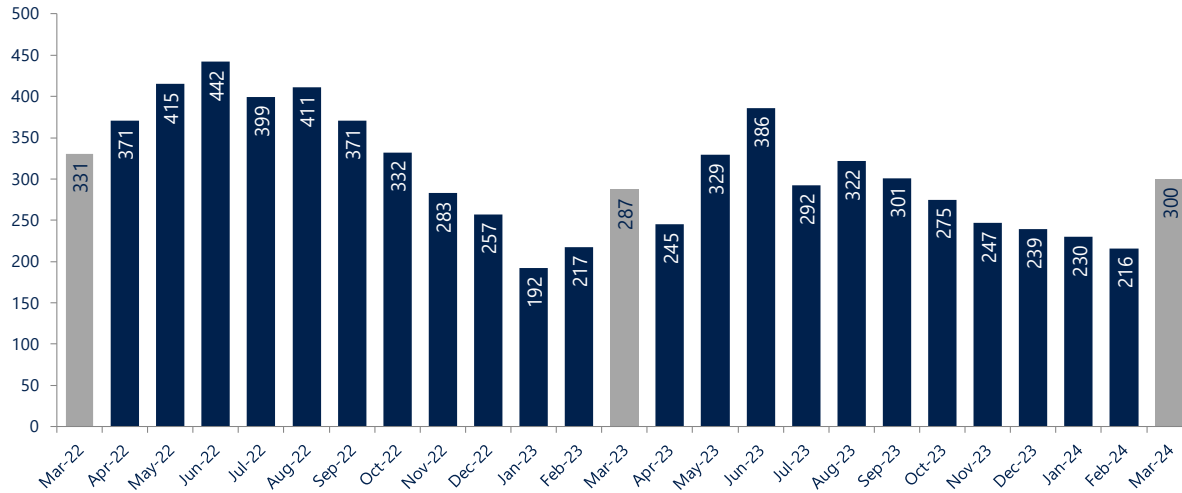
Median Sale Price Percent Change Year/Year



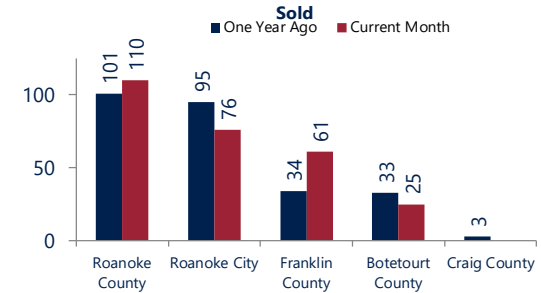
Long & Foster Market Conditions Report

Roanoke Metropolitan Area - March 2024

Total Units Sold



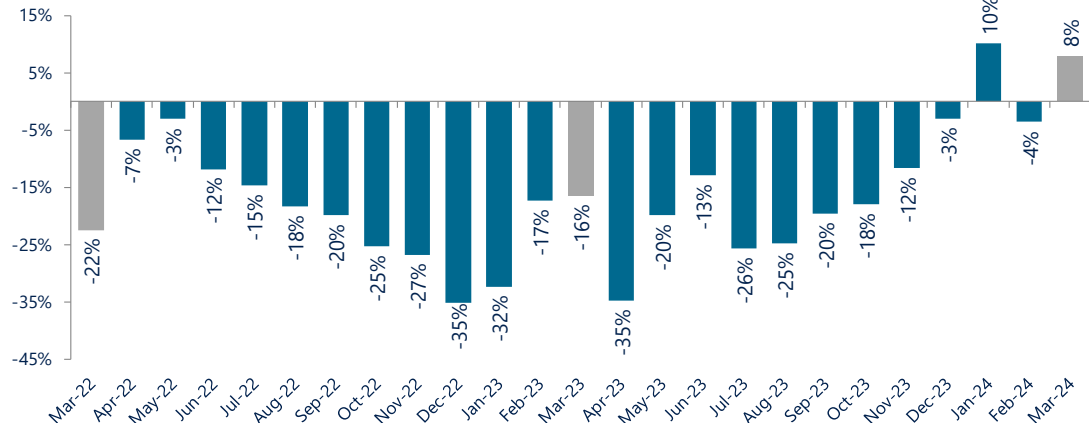
Total Units Sold Of Top Five Counties/Cities Based on Total Units



Highlights

- There was an increase of 39% in total units sold in March compared to February.
- This month's total units sold was higher than at this time last year, an increase of 5% versus March 2023.

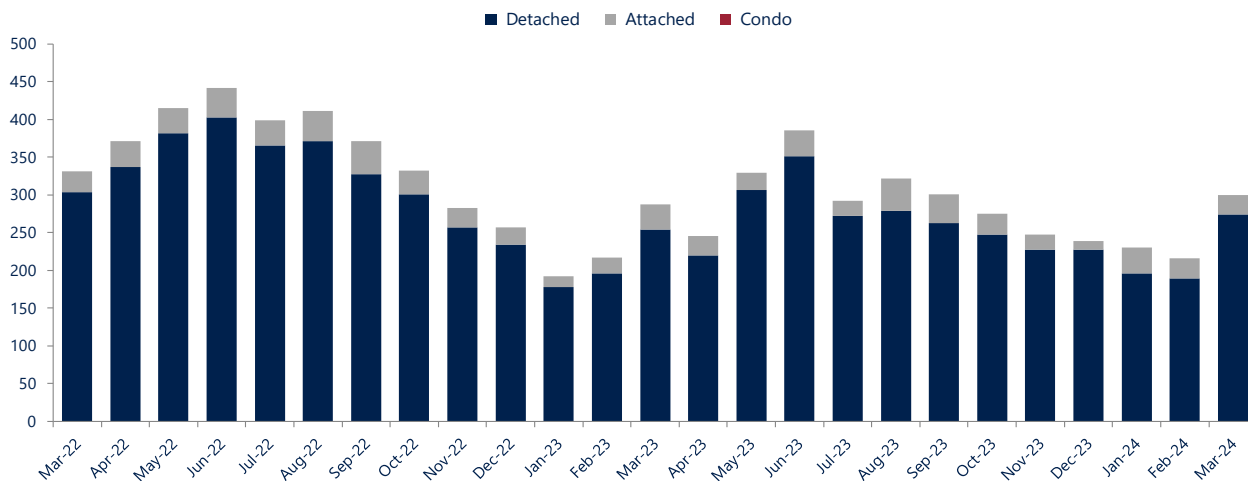
Total Units Sold Percent Change Year/Year



Long & Foster Market Conditions Report

Roanoke Metropolitan Area - March 2024

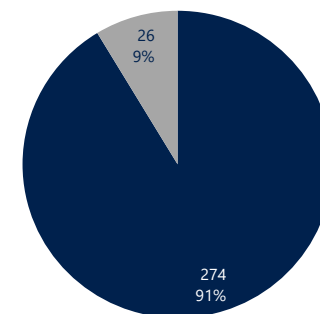
Total Units Sold by Type



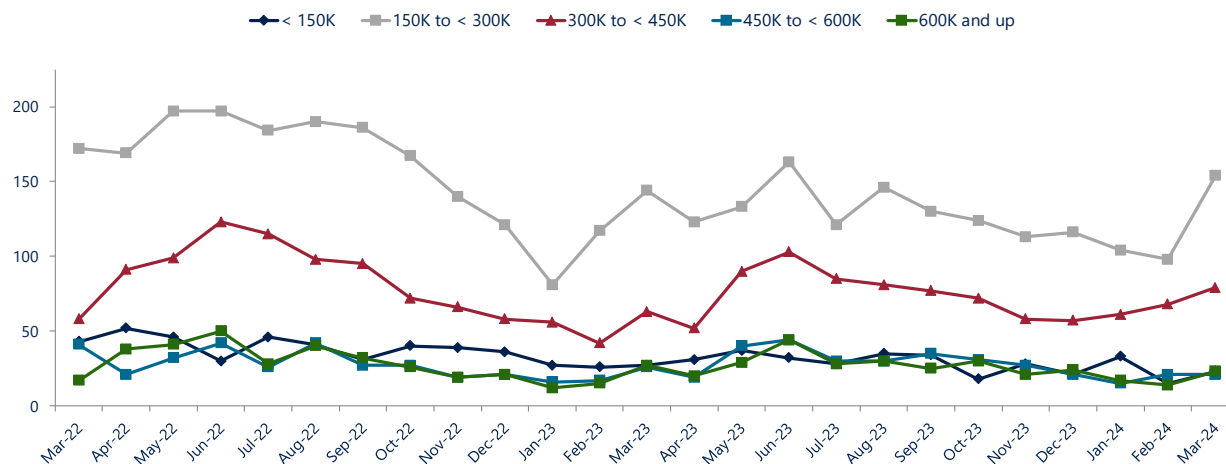
Total Units Sold by Type

Current Month

■ Detached ■ Attached ■ Condo



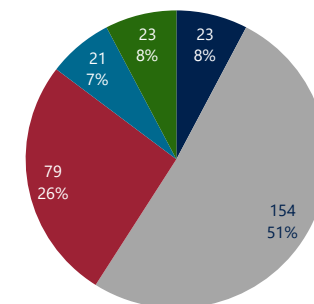
Total Units Sold by Price Range



Total Units Sold by Price Range

Current Month

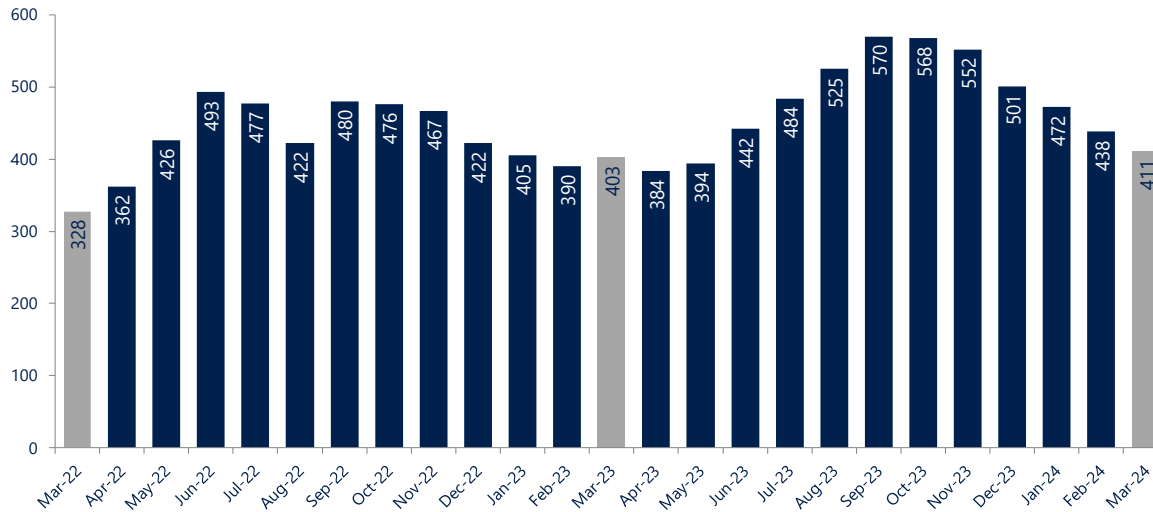
■ < 150K ■ 150K to < 300K ■ 300K to < 450K
■ 450K to < 600K ■ 600K and up



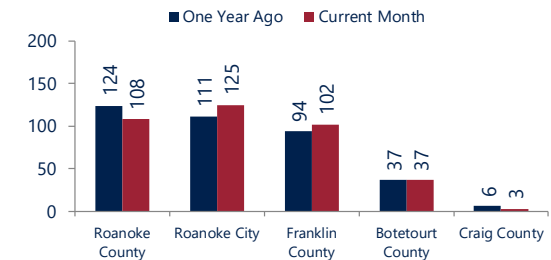
Long & Foster Market Conditions Report

Roanoke Metropolitan Area - March 2024

Total Active Inventory



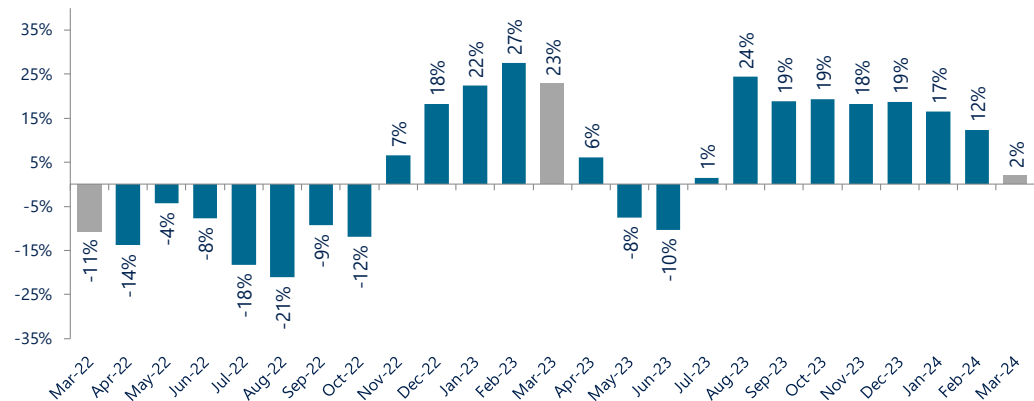
Total Active Inventory
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- Versus last March, the total number of homes available this month was higher by 8 units or 2%.
- Active inventory this March was 6% lower than the previous month's supply of available inventory.

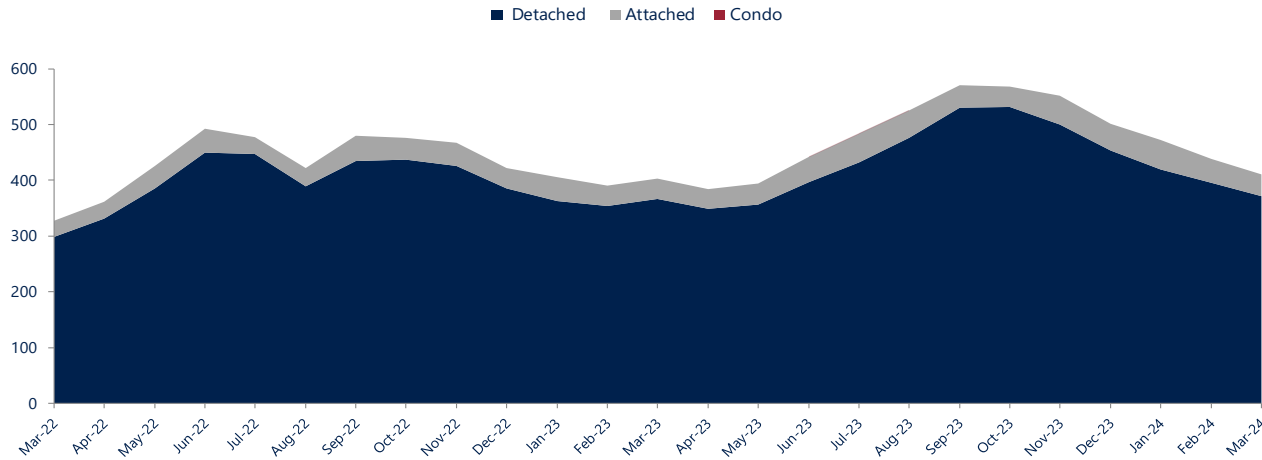
Total Active Inventory
Percent Change Year/Year



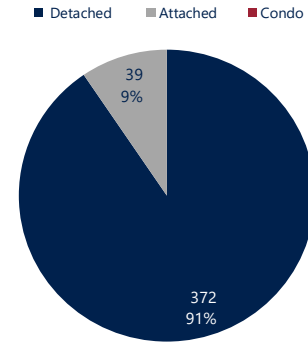
Long & Foster Market Conditions Report

Roanoke Metropolitan Area - March 2024

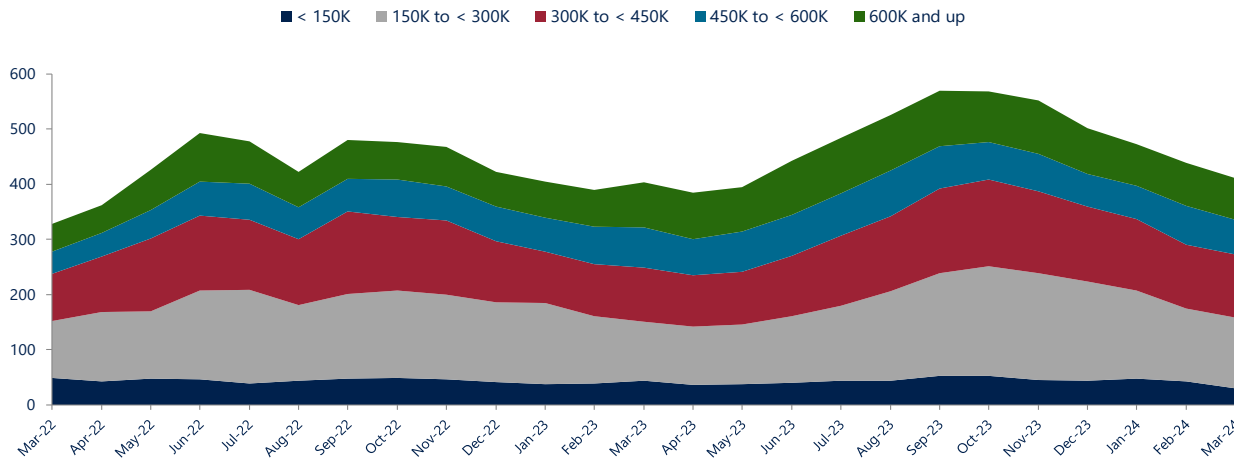
Total Active Inventory by Type



Total Active Inventory by Type
Current Month

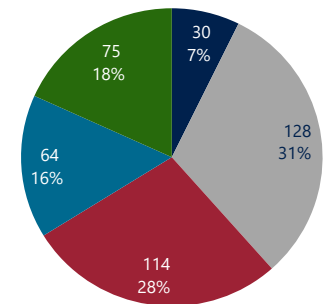


Total Active Inventory by Price Range



Total Active Inventory by Price Range
Current Month

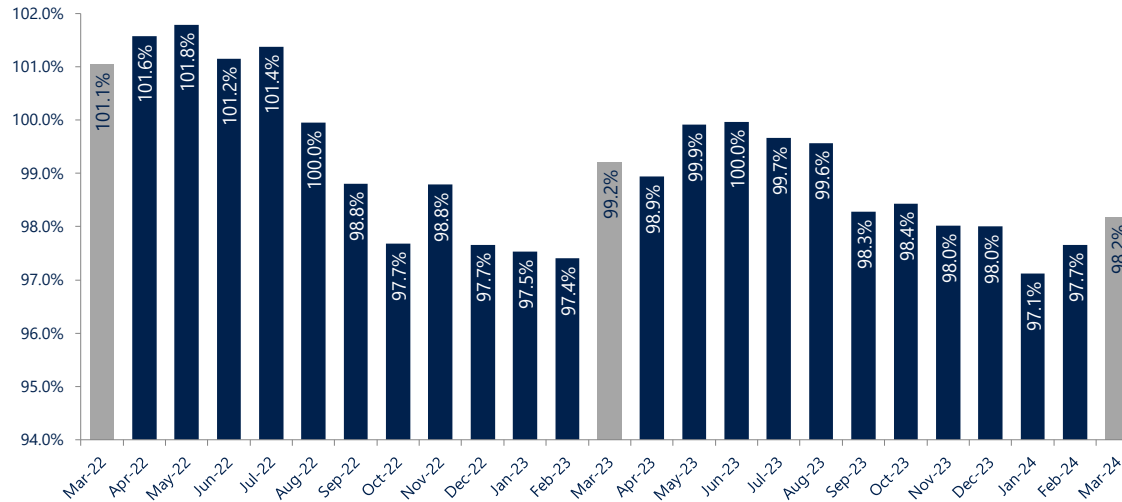
■ < 150K ■ 150K to < 300K ■ 300K to < 450K
■ 450K to < 600K ■ 600K and up



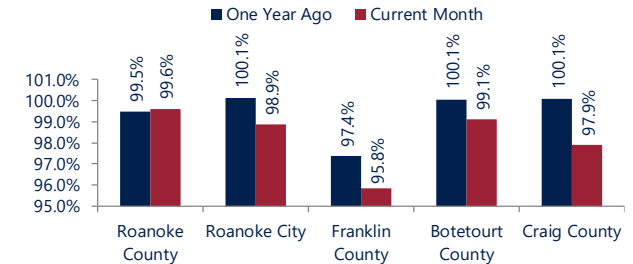
Long & Foster Market Conditions Report

Roanoke Metropolitan Area - March 2024

Average Sale Price as a Percent of List Price



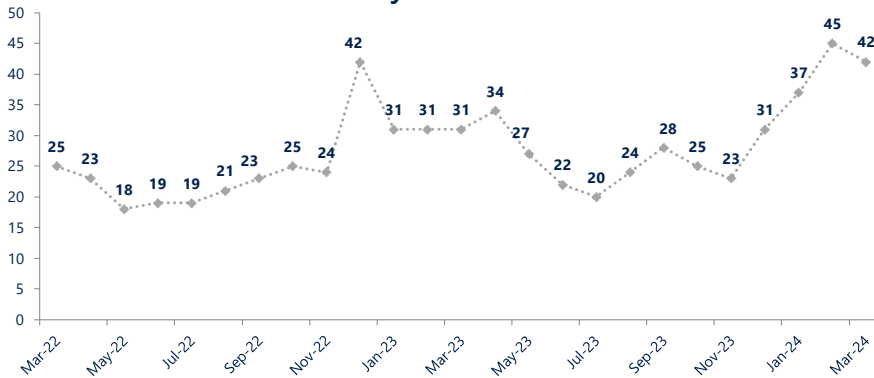
Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold



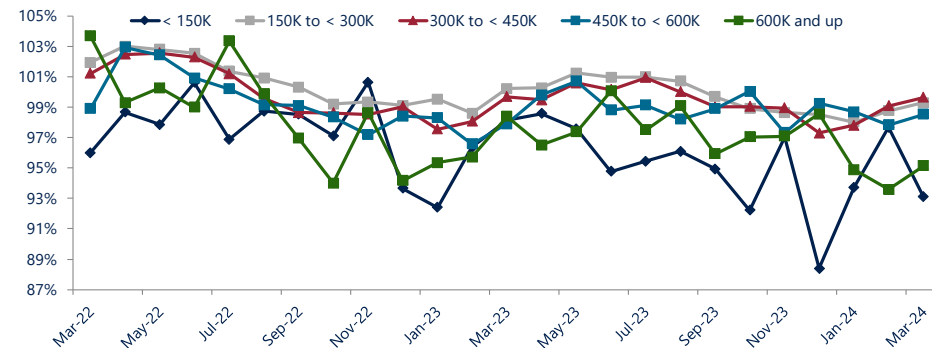
Days on Market	
Current Month	One Year Ago
42	31
Up 35% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
98.2%	99.2%
Down -1.0% Vs. Year Ago	

Days on Market



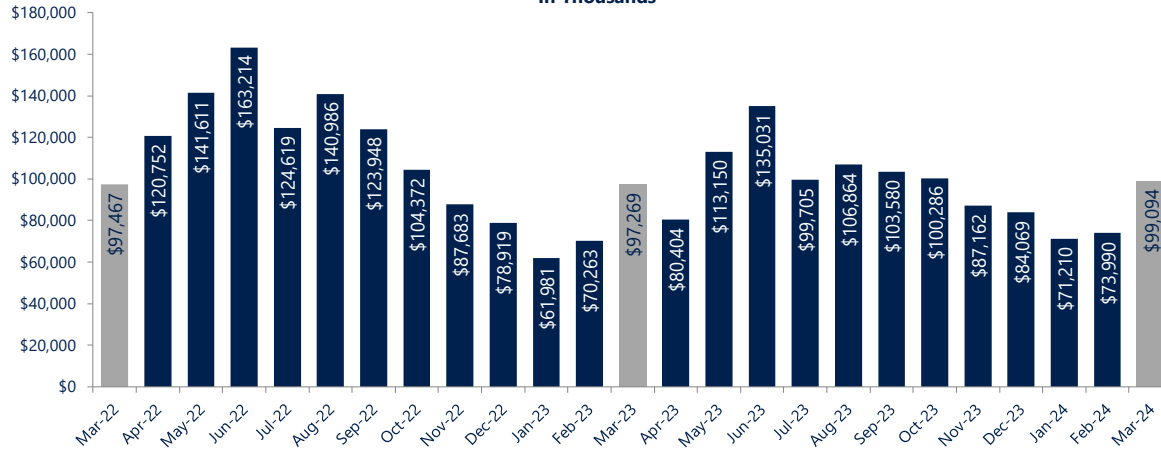
Average Sale Price as a Percent of List Price by Price Range



Long & Foster Market Conditions Report

Roanoke Metropolitan Area - March 2024

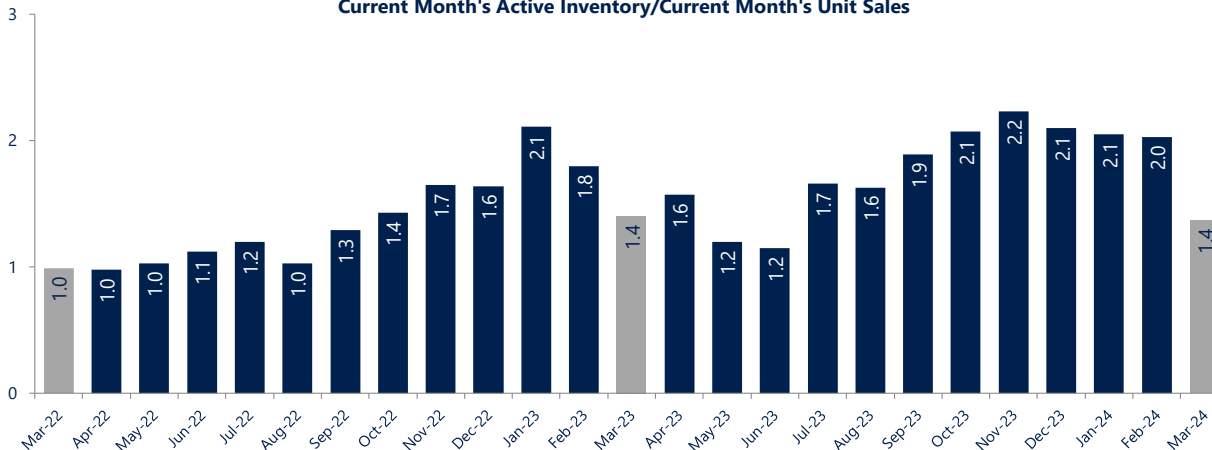
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this March was 2% greater than the same month one year ago.
- In March, there was 1.4 months of supply available, compared to 1.4 in March 2023. That was a decrease of 2% 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
\$99,093,797	\$97,269,337
Up 2% Vs. Year Ago	

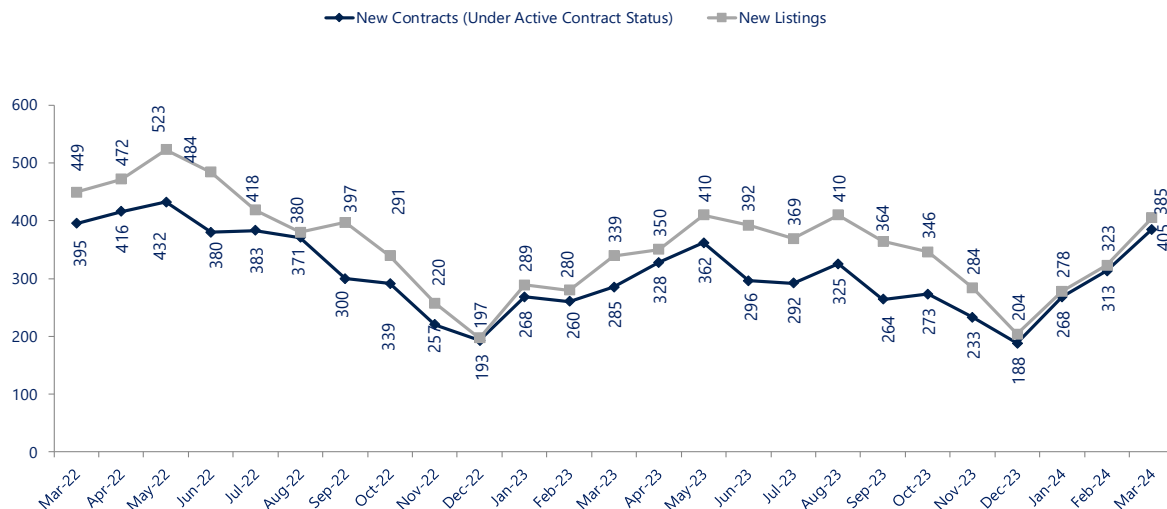
Months of Supply

Current Month	One Year Ago
1.4	1.4
Down -2% Vs. Year Ago	

Long & Foster Market Conditions Report

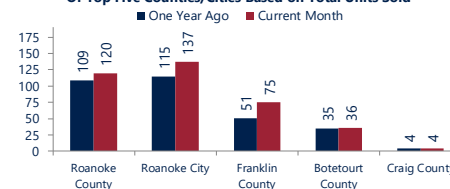
Roanoke Metropolitan Area - March 2024

New Listings & New Contracts



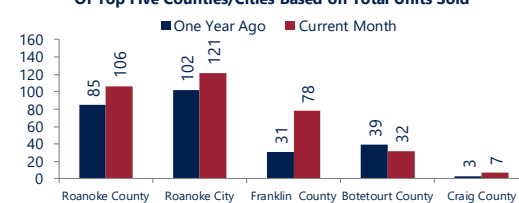
New Listings

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
405	339

Up 19% 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 12% from March 2023.

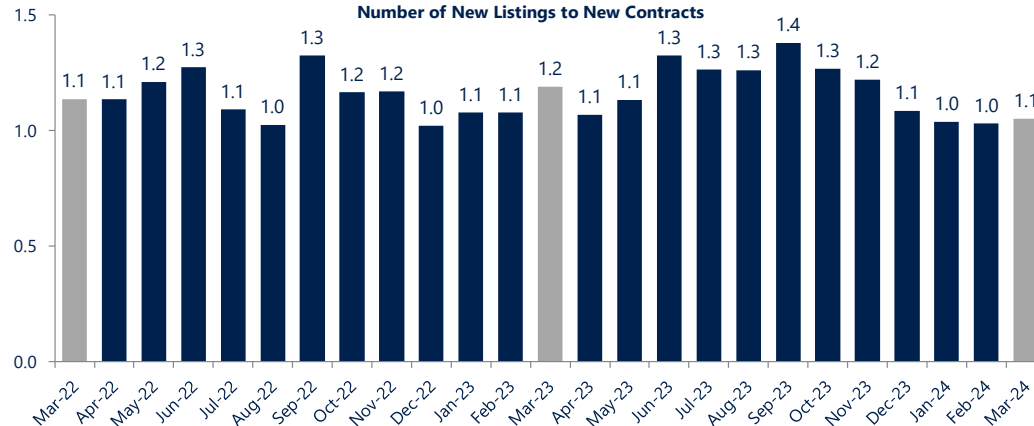
New Contracts

Current Month	One Year Ago
385	285

Up 35% Vs. Year Ago

Supply/Demand Ratio

Number of New Listings to New Contracts

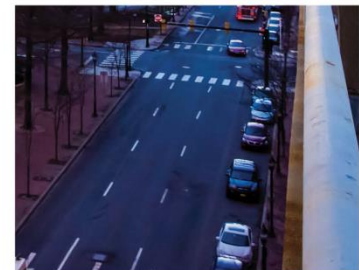
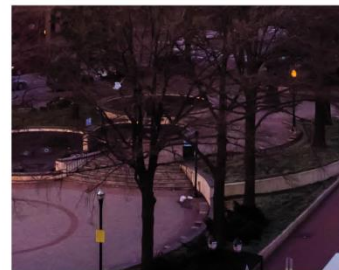


Market Conditions Report

Wilmington, DE Area

March 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

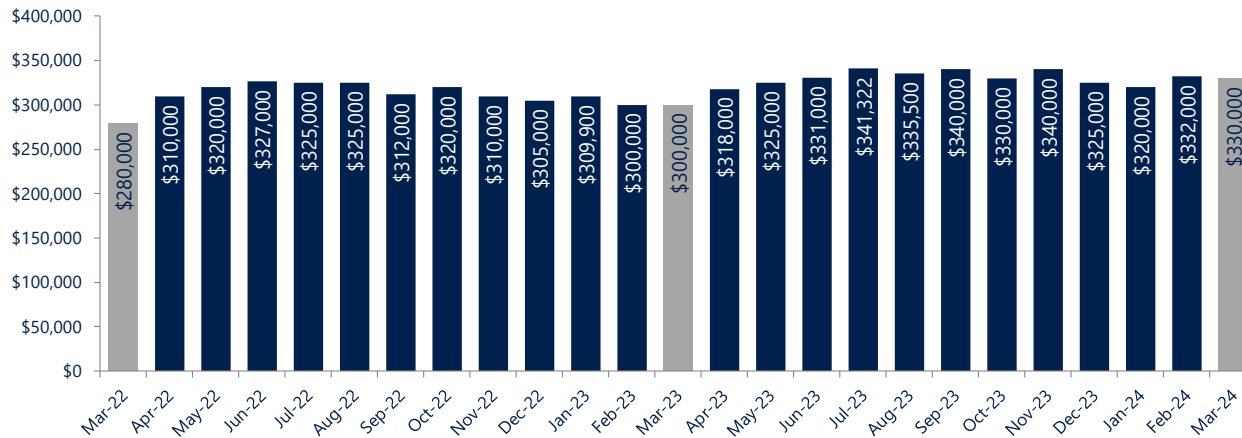
Forbes Global Properties | Leading Real Estate Companies of the World® | Luxury Portfolio International | Who's Who in Luxury Real Estate



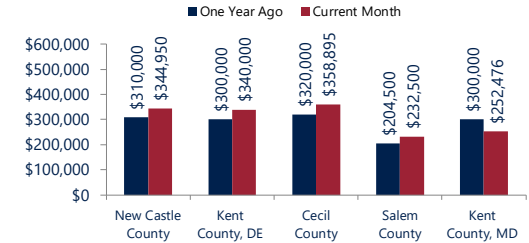
Long & Foster Market Conditions Report

Wilmington, DE Area - March 2024

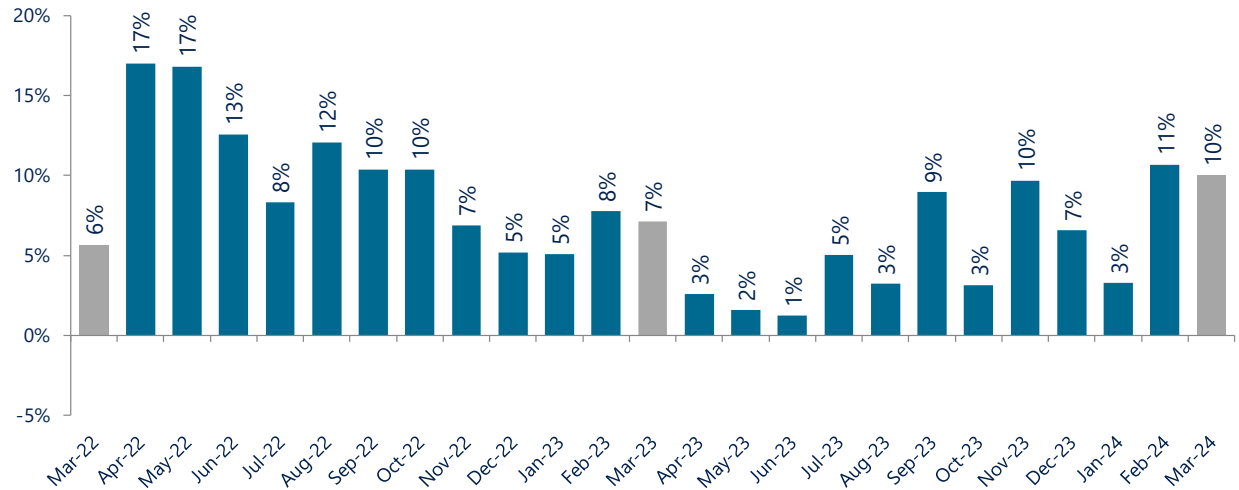
Median Sales Price



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



Median Sale Price Percent Change Year/Year



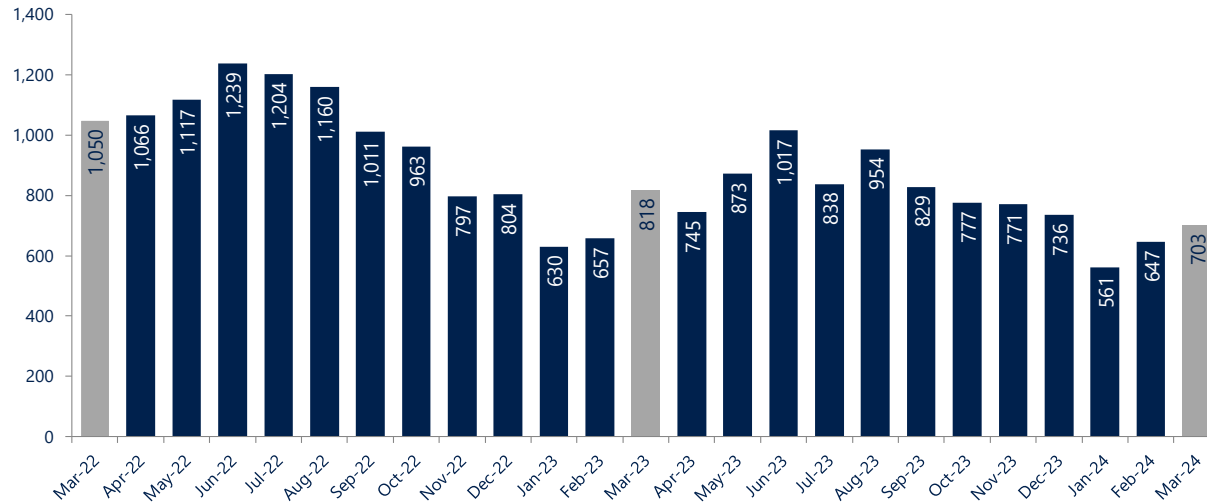
Highlights

- This March, the current median sale price of \$330,000 was similar to the median sale price of last month.
- The current median sale price was 10% higher than the same month last year.

Long & Foster Market Conditions Report

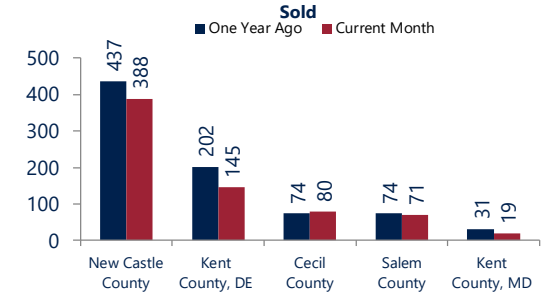
Wilmington, DE Area - March 2024

Total Units Sold



Total Units Sold

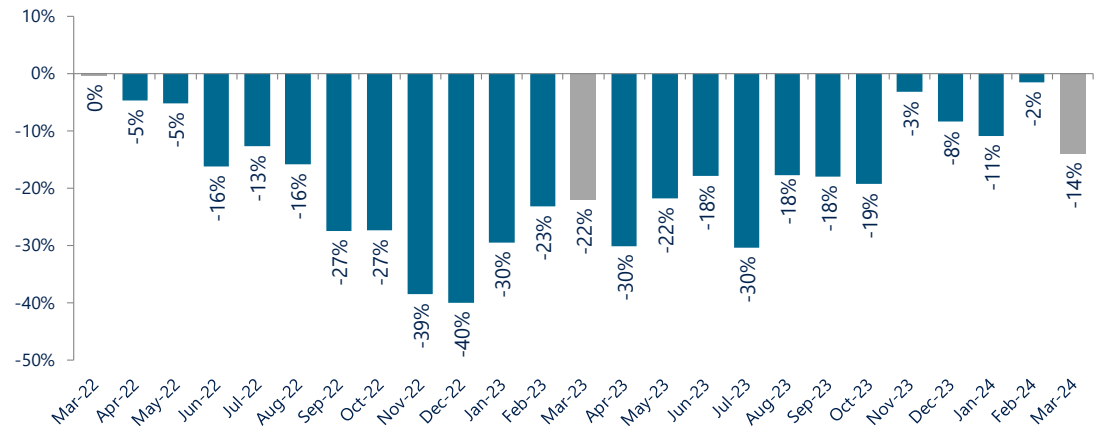
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- There was an increase of 9% in total units sold in March compared to February.
- This month's total units sold was lower than at this time last year, a decrease of 14% versus March 2023.

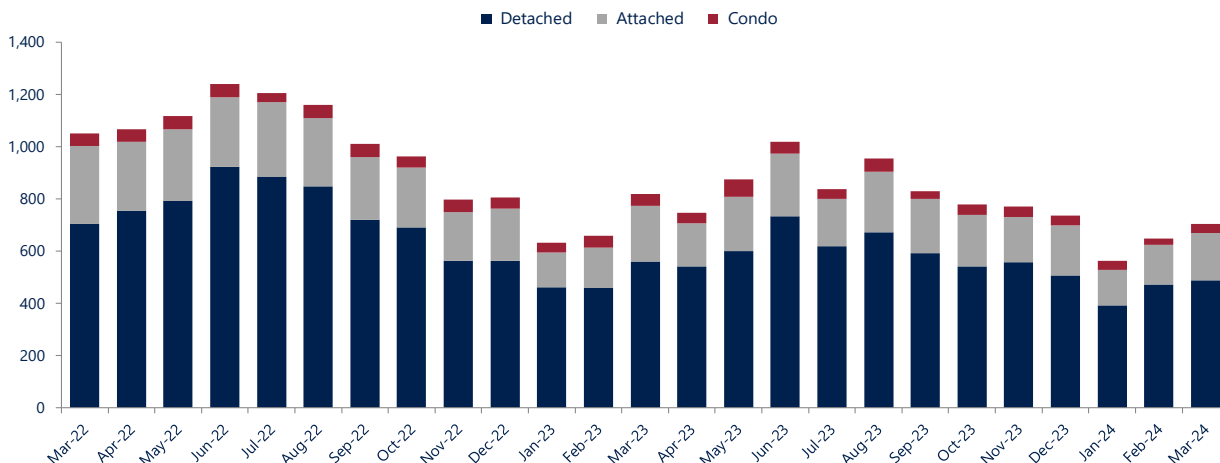
Total Units Sold Percent Change Year/Year



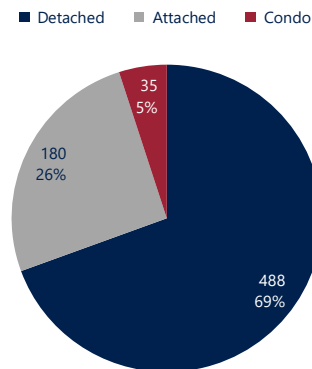
Long & Foster Market Conditions Report

Wilmington, DE Area - March 2024

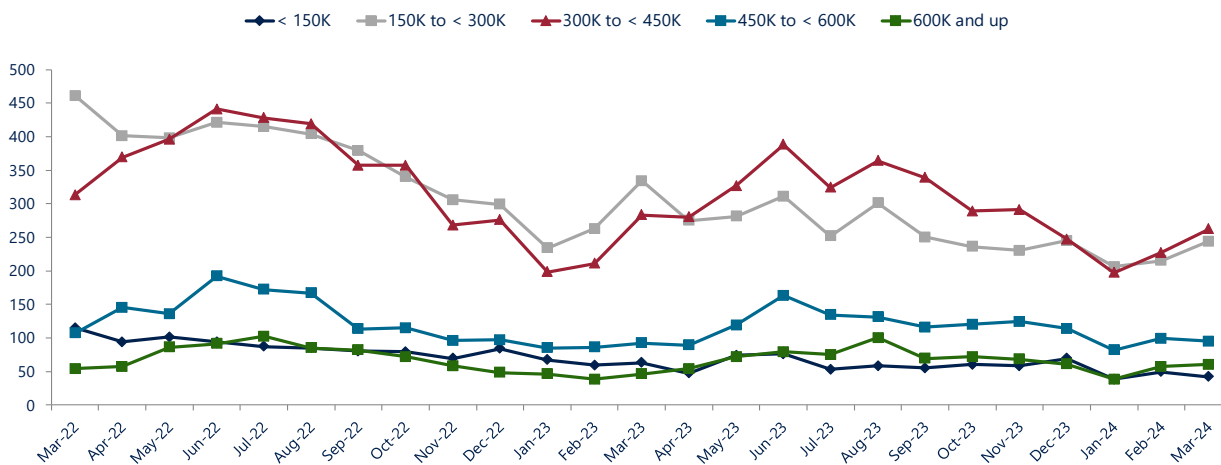
Total Units Sold by Type



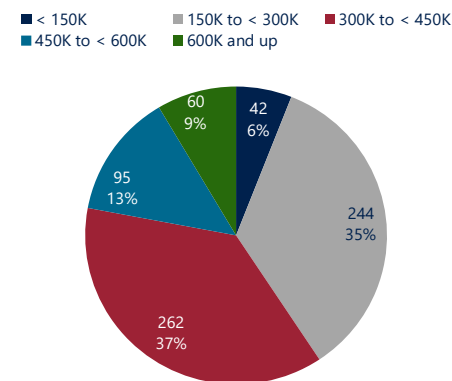
Total Units Sold by Type
Current Month



Total Units Sold by Price Range



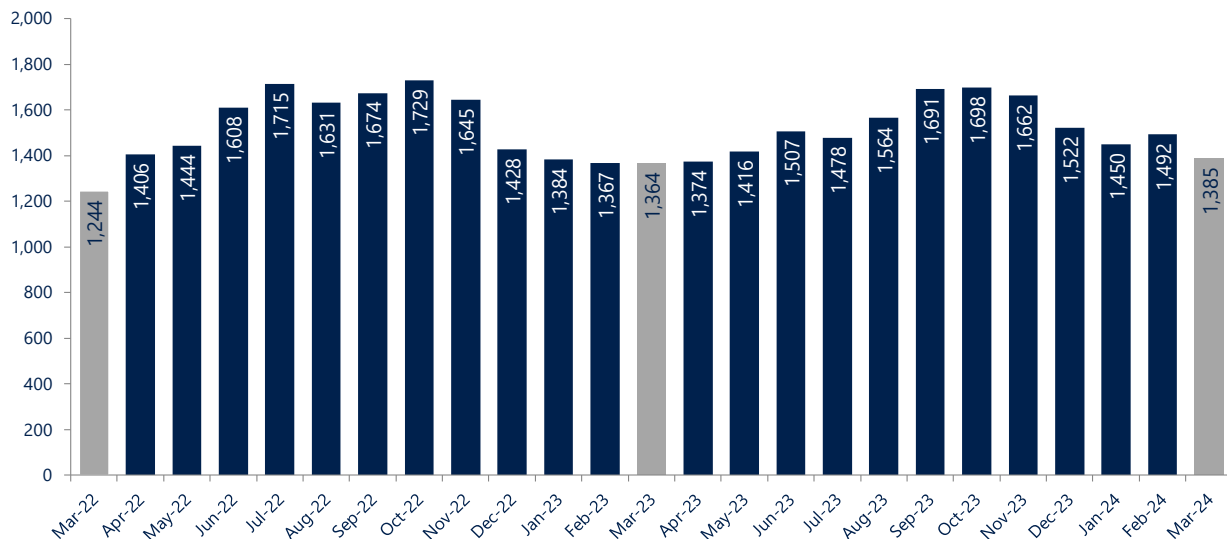
Total Units Sold by Price Range
Current Month



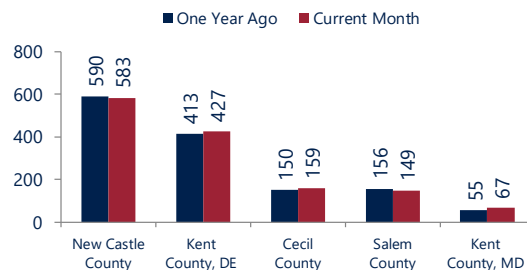
Long & Foster Market Conditions Report

Wilmington, DE Area - March 2024

Total Active Inventory



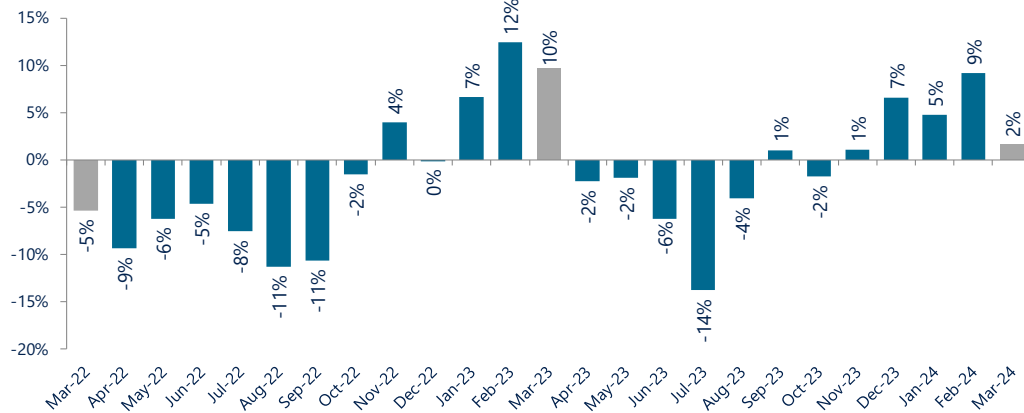
Total Active Inventory Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- Versus last March, the total number of homes available this month was higher by 21 units or 2%.
- Active inventory this March was 7% lower than the previous month's supply of available inventory.

Total Active Inventory Percent Change Year/Year

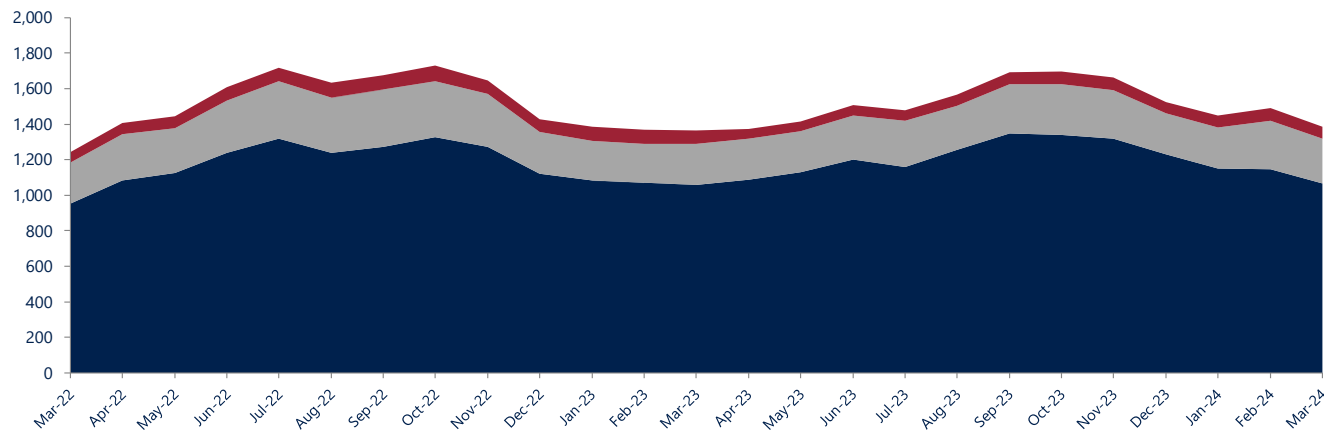


Long & Foster Market Conditions Report

Wilmington, DE Area - March 2024

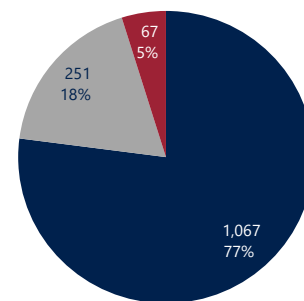
Total Active Inventory by Type

■ Detached ■ Attached ■ Condo



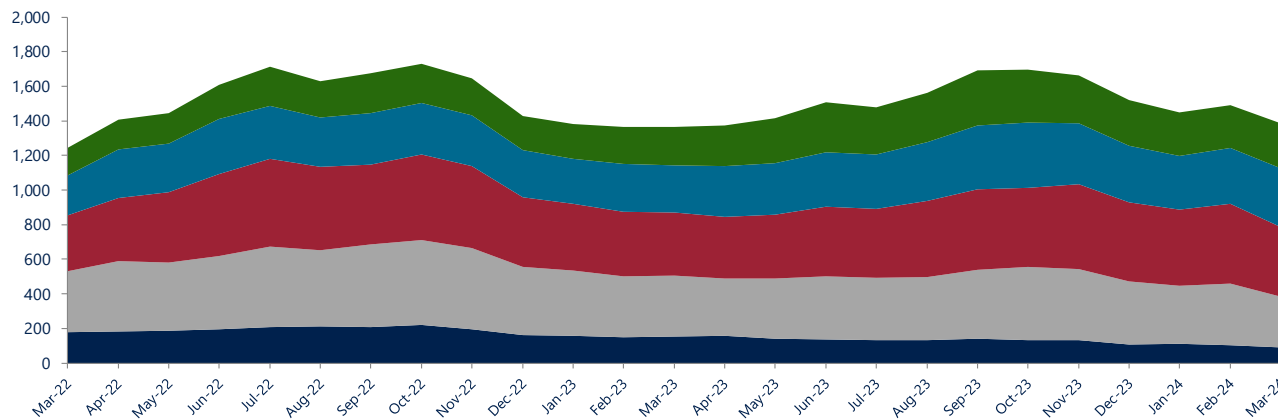
Total Active Inventory by Type Current Month

■ Detached ■ Attached ■ Condo



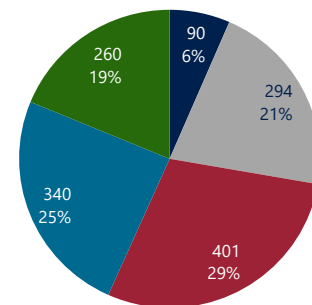
Total Active Inventory by Price Range

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



Total Active Inventory by Price Range Current Month

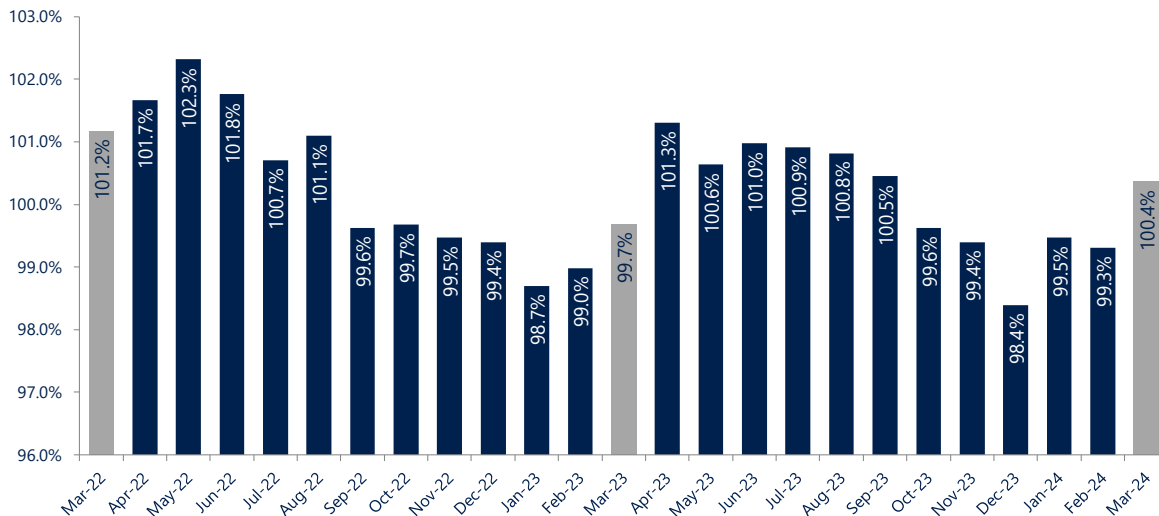
■ < 150K ■ 150K to < 300K ■ 300K to < 450K ■ 450K to < 600K ■ 600K and up



Long & Foster Market Conditions Report

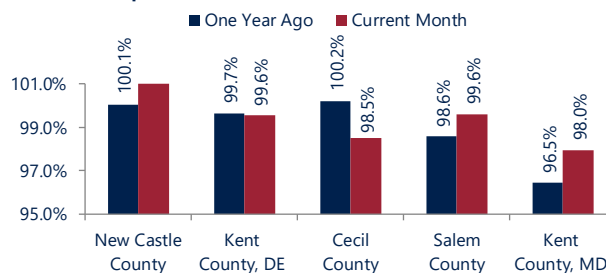
Wilmington, DE Area - March 2024

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



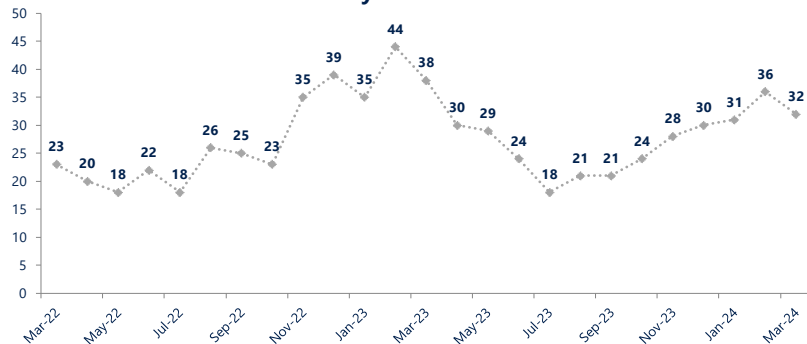
Days on Market

Current Month	One Year Ago
32	38
Down -16% Vs. Year Ago	

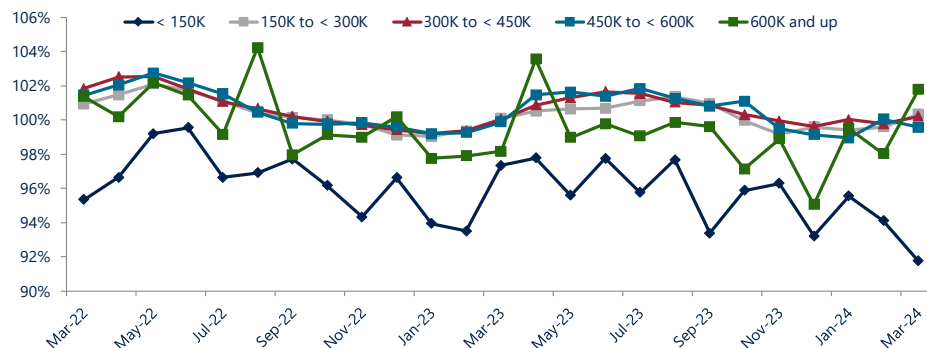
Avg Sale Price as % of List Price

Current Month	One Year Ago
100.4%	99.7%
Up 0.7% Vs. Year Ago	

Days on Market



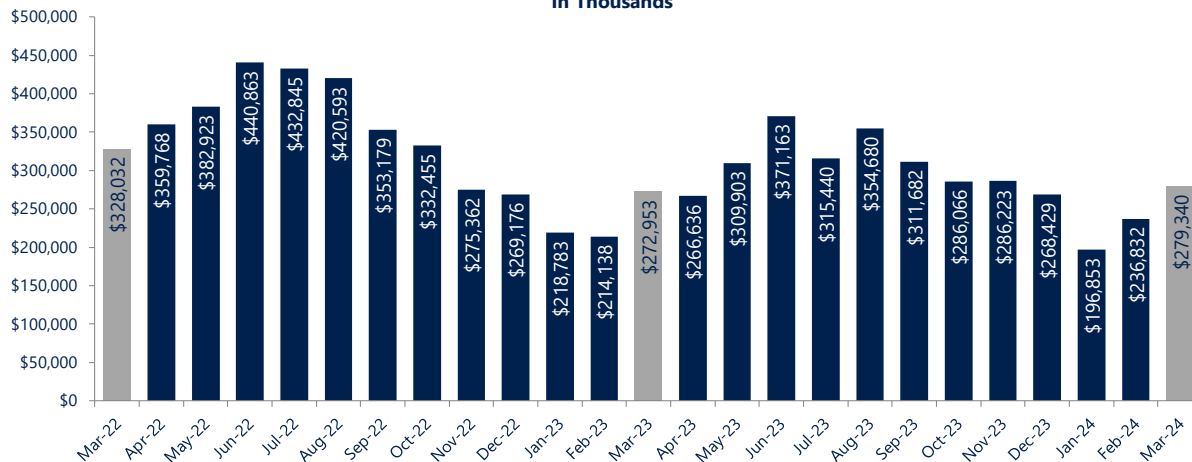
Average Sale Price as a Percent of List Price by Price Range



Long & Foster Market Conditions Report

Wilmington, DE Area - March 2024

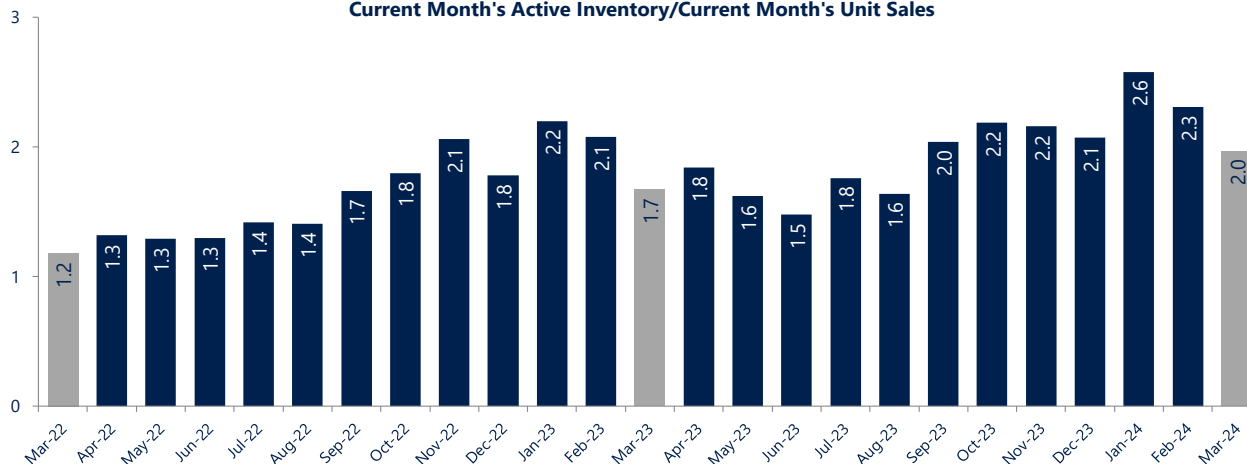
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this March was 2% greater than the same month one year ago.
- In March, there was 2.0 months of supply available, compared to 1.7 in March 2023. That was an increase of 18% 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
\$279,339,763	\$272,952,795
Up 2% Vs. Year Ago	

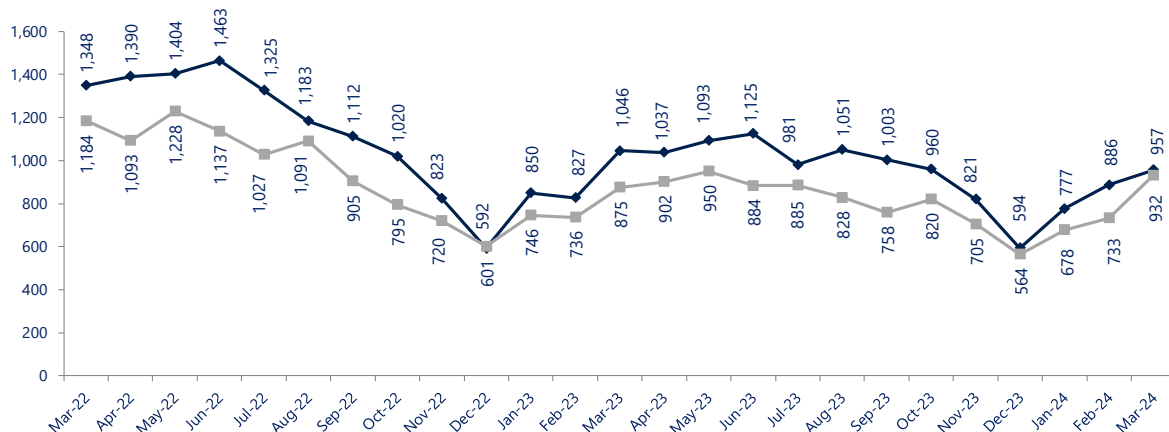
Months of Supply	
Current Month	One Year Ago
2.0	1.7
Up 18% Vs. Year Ago	

Long & Foster Market Conditions Report

Wilmington, DE Area - March 2024

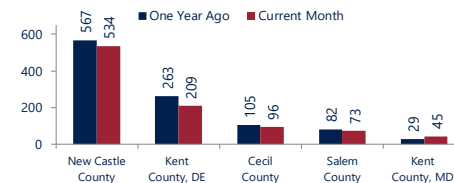
New Listings & New Contracts

◆ New Listings ■ New Contracts (Under Active Contract Status)



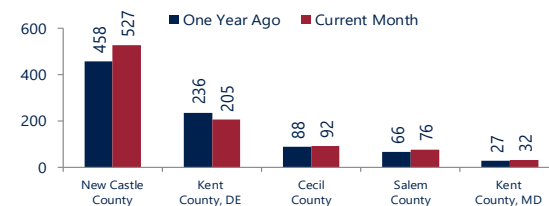
New Listings

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
957	1,046

Down -9% Vs. Year Ago

New Contracts

Current Month	One Year Ago
932	875

Up 7% 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 14% from March 2023.

Supply/Demand Ratio

Number of New Listings to New Contracts



Market Conditions Report

Eastern Shore, MD/DE Area

March 2024

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Global Partnerships

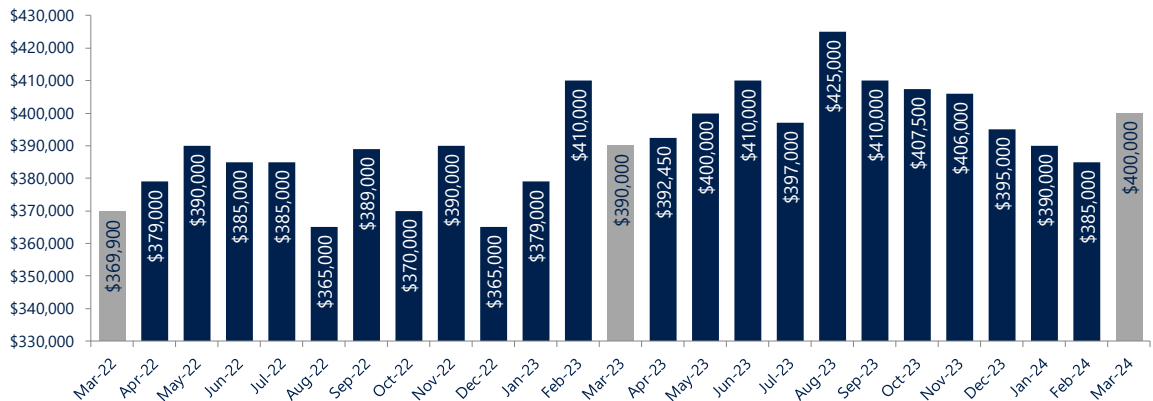
Forbes Global Properties | Leading Real Estate Companies of the World® | Luxury Portfolio International | Who's Who in Luxury Real Estate



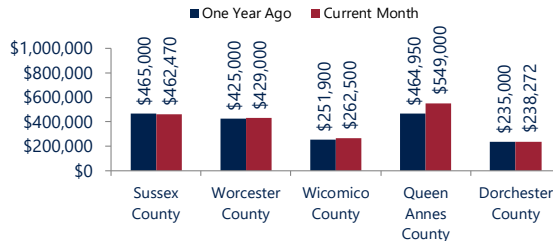
Long & Foster Market Conditions Report

Eastern Shore MD/DE Area - March 2024

Median Sales Price



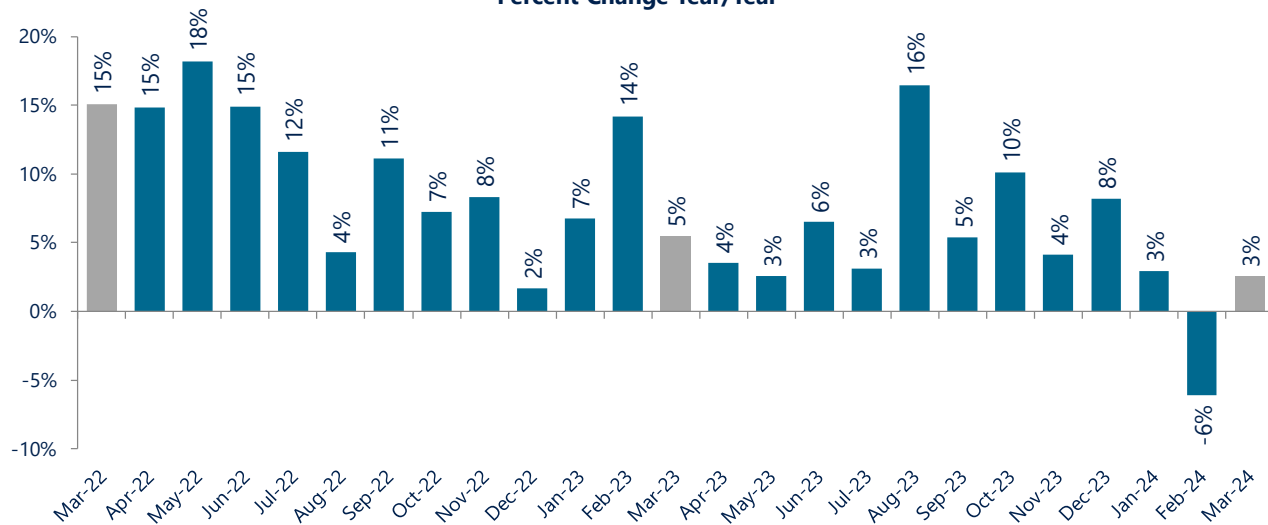
Median Sale Price Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- This March, the median sale price was \$400,000, an increase of 4% compared to February.
- The current median sale price was 3% higher than in March 2023.

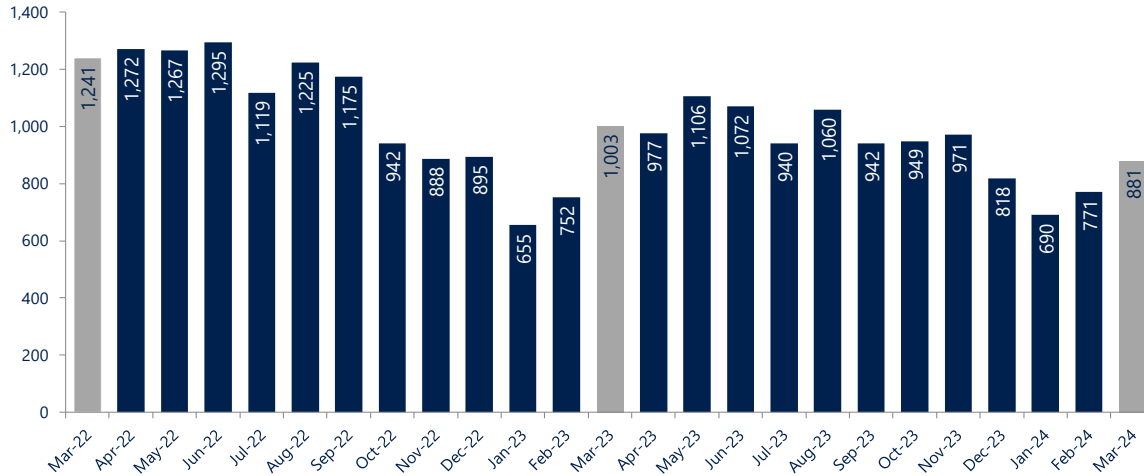
Median Sale Price Percent Change Year/Year



Long & Foster Market Conditions Report

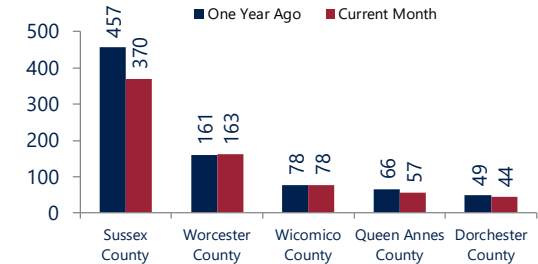
Eastern Shore MD/DE Area - March 2024

Total Units Sold



Total Units Sold

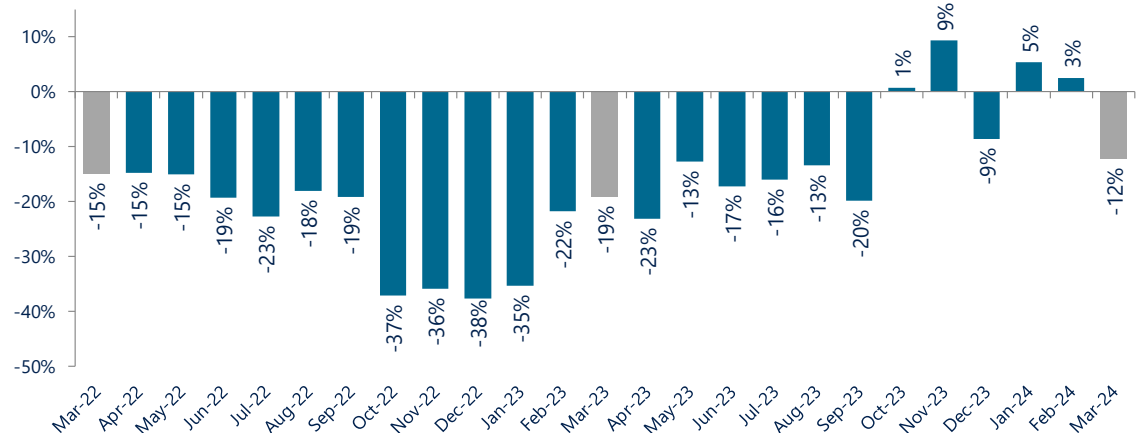
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- There was an increase of 14% in total units sold in March compared to February.
- This month's total units sold was lower than at this time last year, a decrease of 12% versus March 2023.

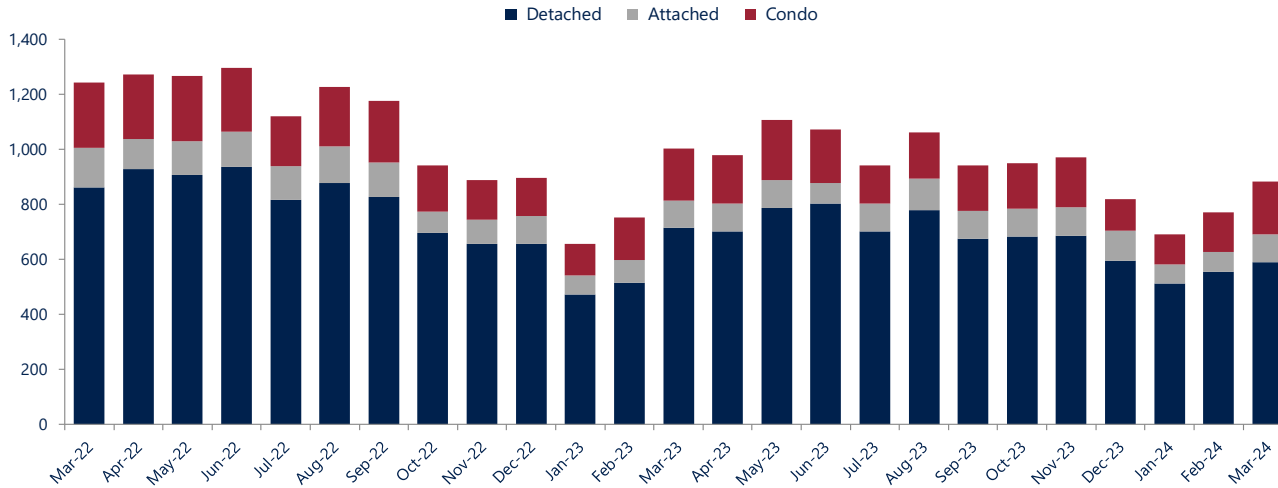
Total Units Sold
Percent Change Year/Year



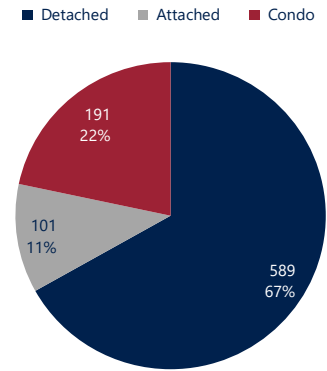
Long & Foster Market Conditions Report

Eastern Shore MD/DE Area - March 2024

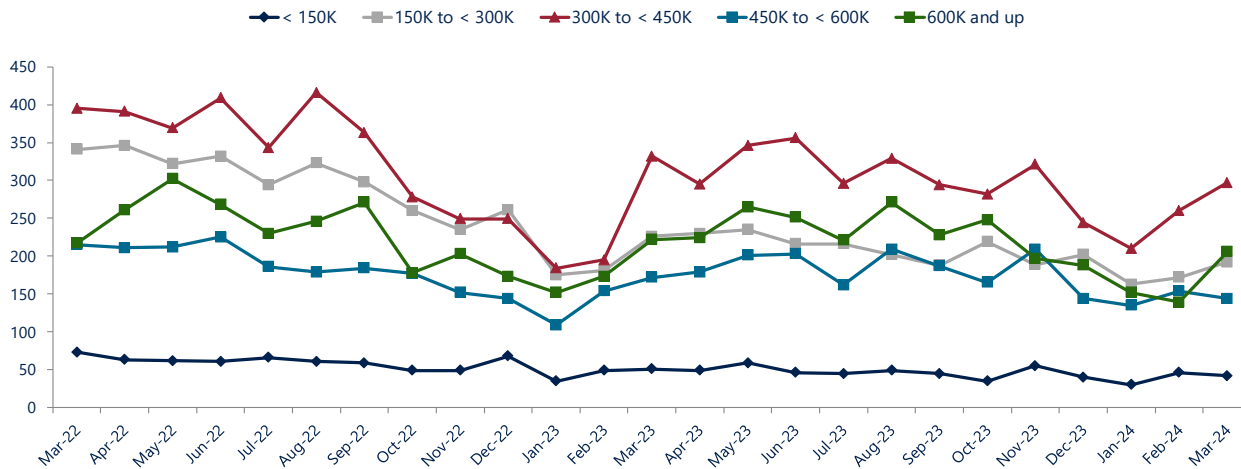
Total Units Sold by Type



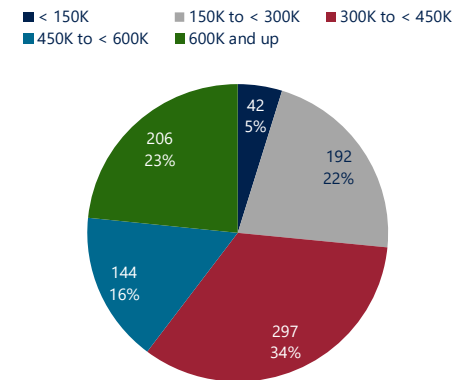
Total Units Sold by Type Current Month



Total Units Sold by Price Range



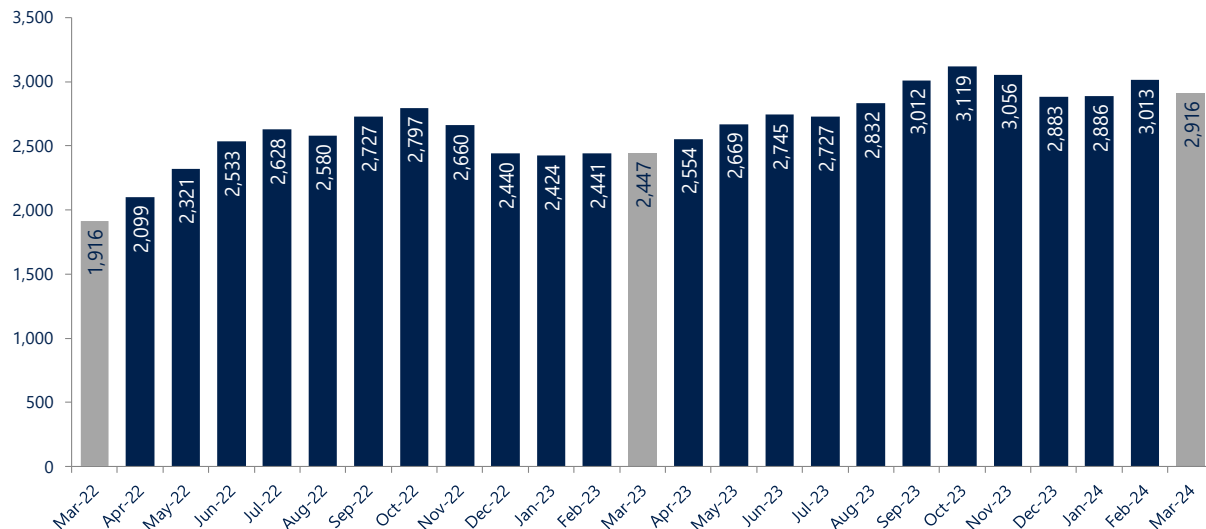
Total Units Sold by Price Range Current Month



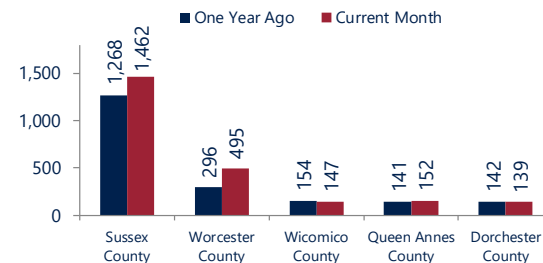
Long & Foster Market Conditions Report

Eastern Shore MD/DE Area - March 2024

Total Active Inventory



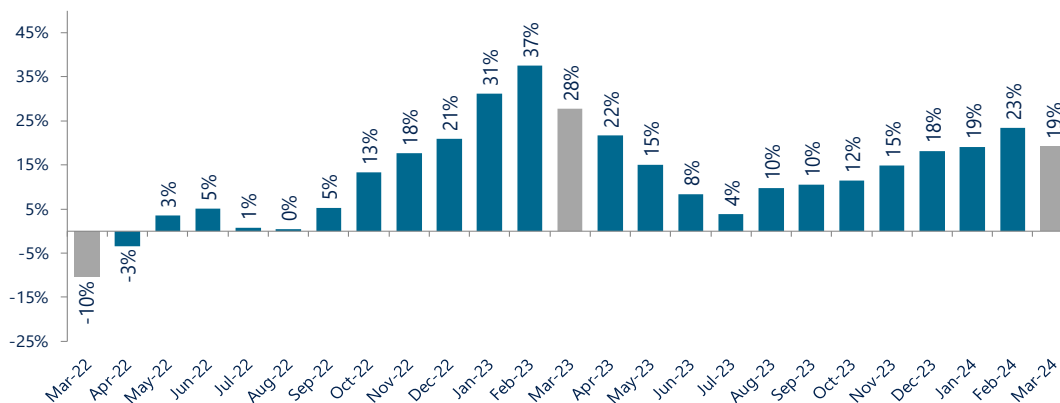
Total Active Inventory Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- Versus last March, the total number of homes available this month was higher by 469 units or 19%.
- Active inventory this March was 3% lower than the previous month's supply of available inventory.

Total Active Inventory Percent Change Year/Year

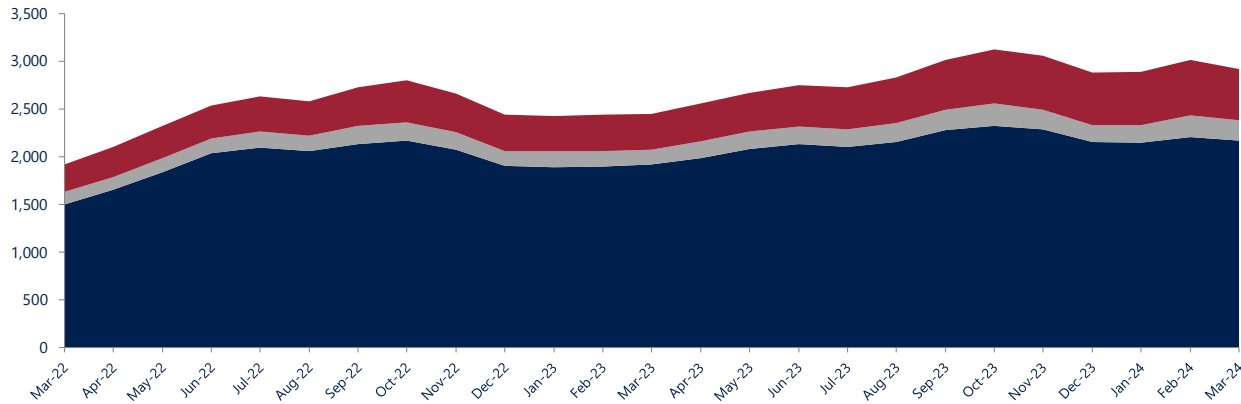


Long & Foster Market Conditions Report

Eastern Shore MD/DE Area - March 2024

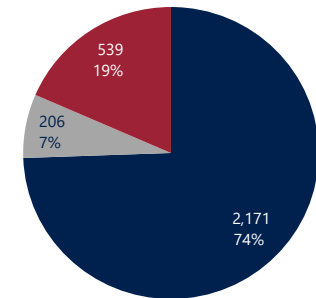
Total Active Inventory by Type

■ Detached ■ Attached ■ Condo



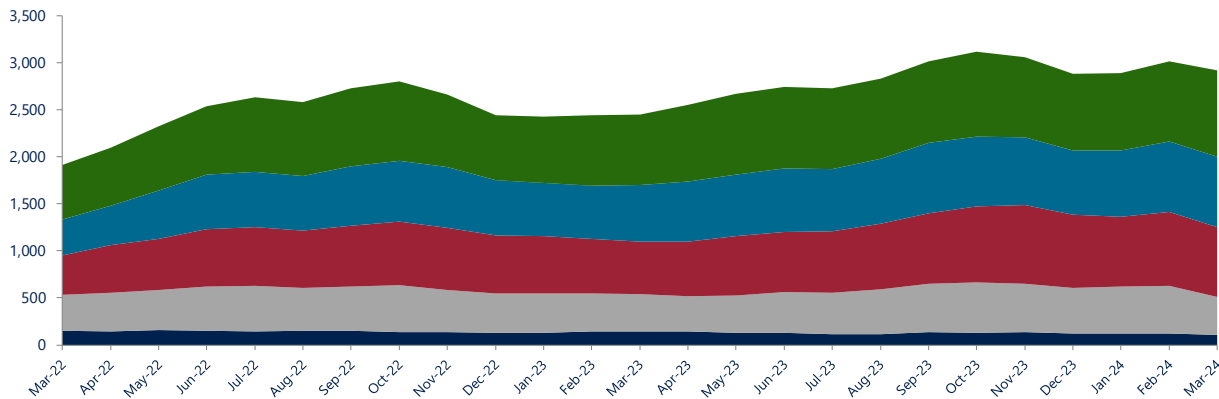
Total Active Inventory by Type Current Month

■ Detached ■ Attached ■ Condo



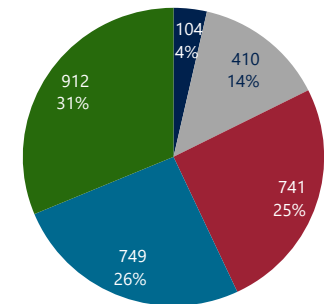
Total Active Inventory by Price Range

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



Total Active Inventory by Price Range Current Month

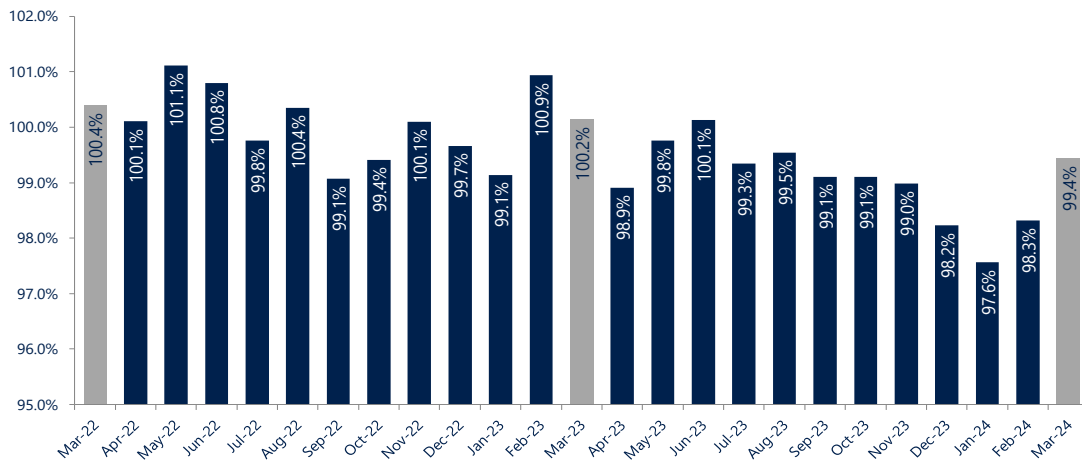
■ < 150K ■ 150K to < 300K ■ 300K to < 450K
■ 450K to < 600K ■ 600K and up



Long & Foster Market Conditions Report

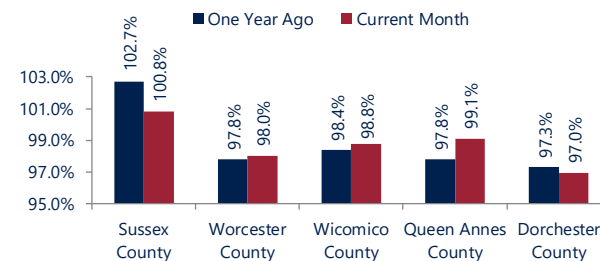
Eastern Shore MD/DE Area - March 2024

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
47	49

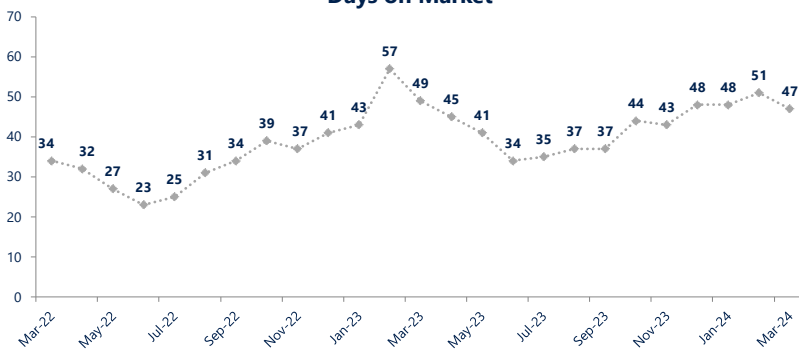
Down -4%
Vs. Year Ago

Avg Sale Price as % of List Price

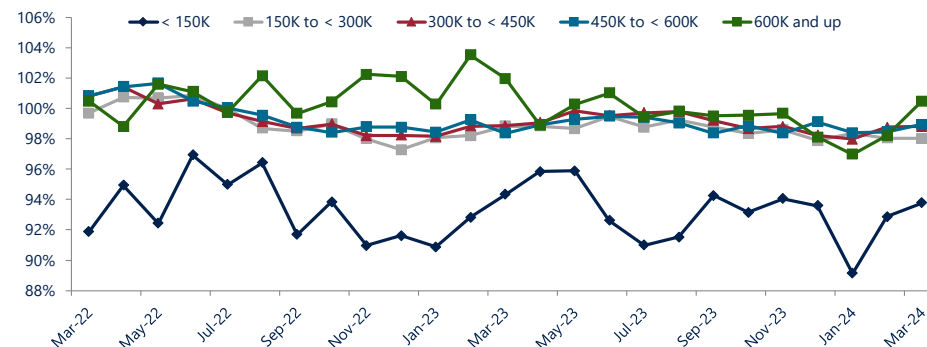
Current Month	One Year Ago
99.4%	100.2%

Down -0.7% Vs. Year Ago

Days on Market



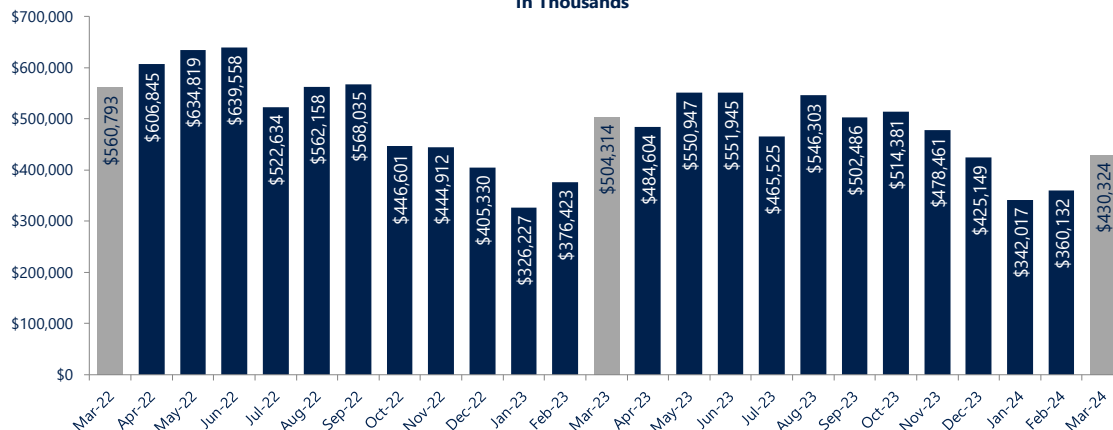
Average Sale Price as a Percent of List Price by Price Range



Long & Foster Market Conditions Report

Eastern Shore MD/DE Area - March 2024

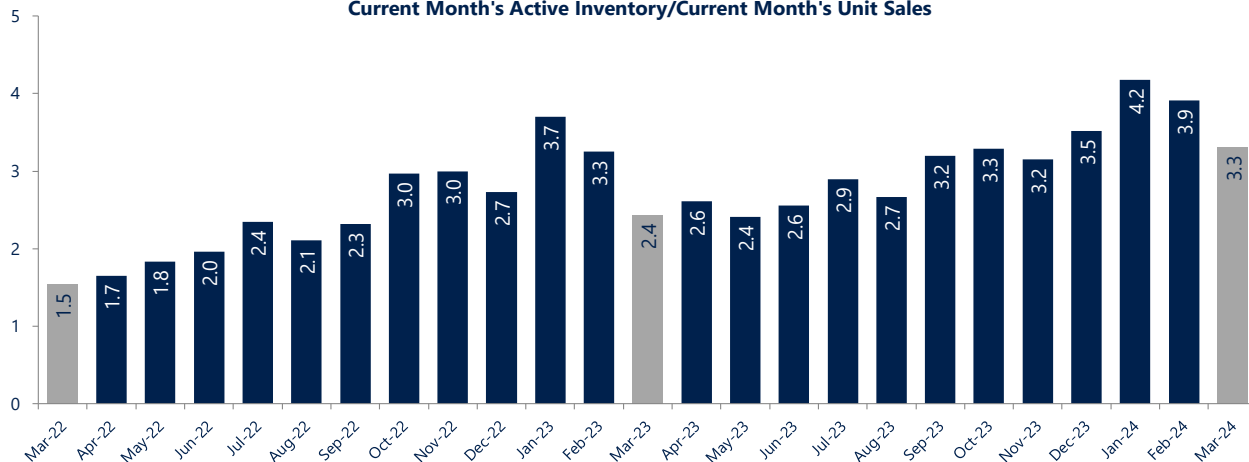
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this March was 15% less than the same month one year ago.
- In March, there was 3.3 months of supply available, compared to 2.4 in March 2023. That was an increase of 36% 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
\$430,323,985	\$504,313,700
Down -15% Vs. Year Ago	

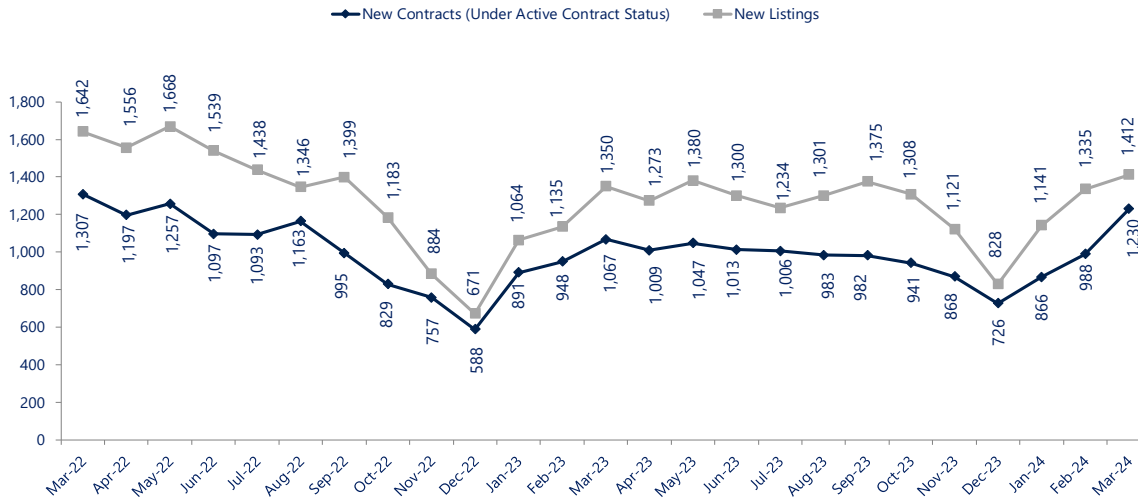
Months of Supply

Current Month	One Year Ago
3.3	2.4
Up 36% Vs. Year Ago	

Long & Foster Market Conditions Report

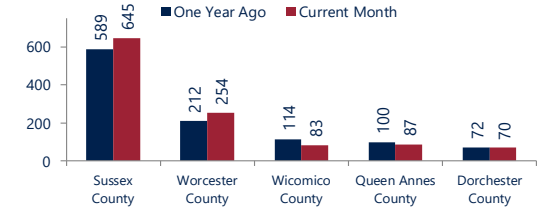
Eastern Shore MD/DE Area - March 2024

New Listings & New Contracts



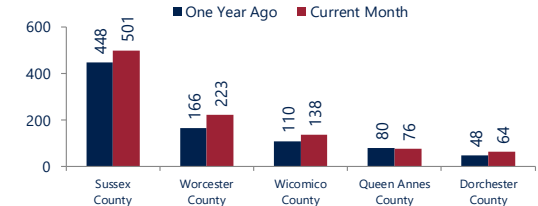
New Listings

Of Top Five Counties/Cities Based on Total Units Sold



New Contracts

Of Top Five Counties/Cities Based on Total Units Sold

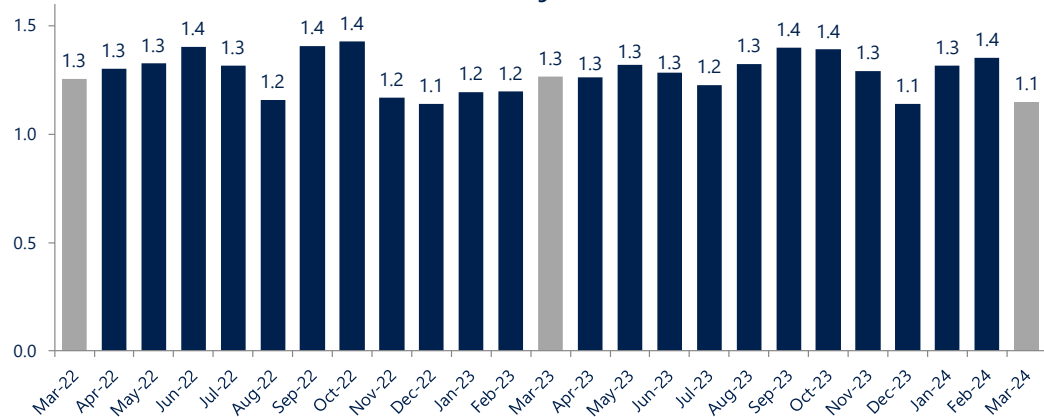


Highlights

- 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, a decrease of 9% from March 2023.

Supply/Demand Ratio

Number of New Listings to New Contracts



New Listings	
Current Month	One Year Ago
1,412	1,350
Up 5% Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
1,230	1,067
Up 15% Vs. Year Ago	

References & Definitions

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: March 1, 2022 through March 31, 2024.

References & Definitions

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: March 1, 2022 through March 31, 2024.

Long & Foster Market Conditions Report

Contacts & Disclaimers

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CREATED BY

Michael Bystry, Long & Foster Real Estate, Inc.
Senior Market Research Analyst

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Information contained in this report is deemed reliable but not guaranteed, should be independently verified and does not constitute an opinion of Long & Foster Real Estate, Inc.

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