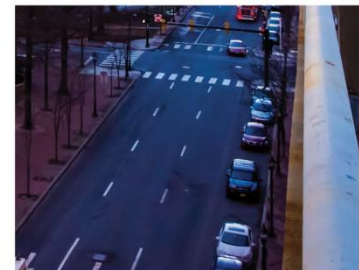
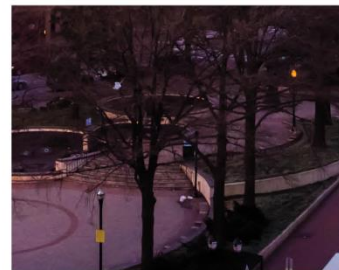


Market Conditions Report

Wilmington, DE Area

January 2024

LONG & FOSTER
REAL ESTATE



Long & Foster's All-Inclusive Services

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

Global Partnerships

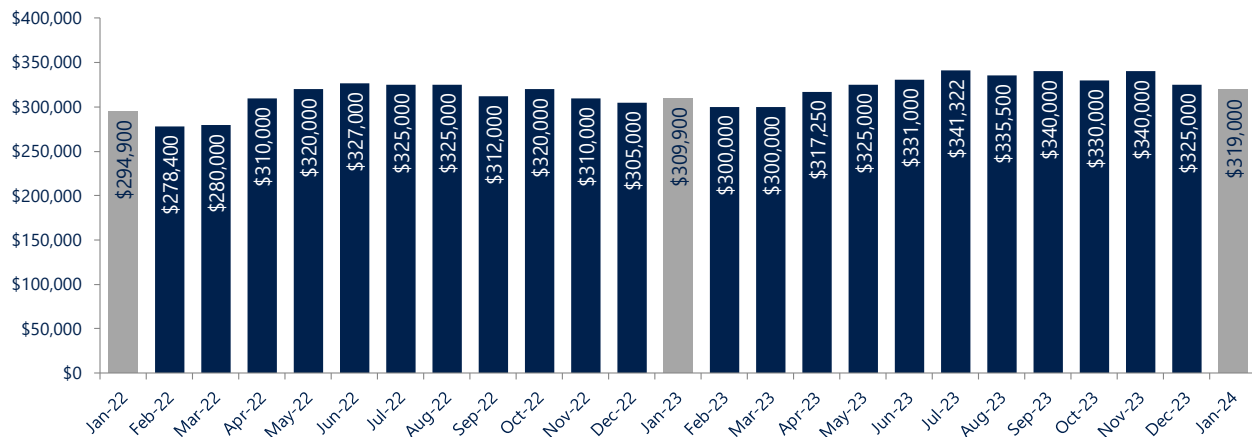
Forbes Global Properties | Leading Real Estate Companies of the World® | Luxury Portfolio International | Who's Who in Luxury Real Estate



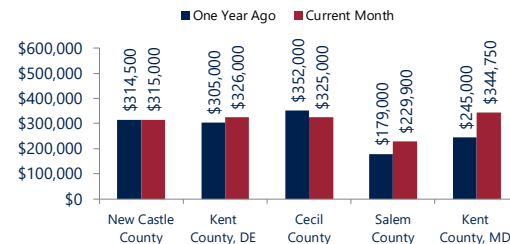
Long & Foster Market Conditions Report

Wilmington, DE Area - January 2024

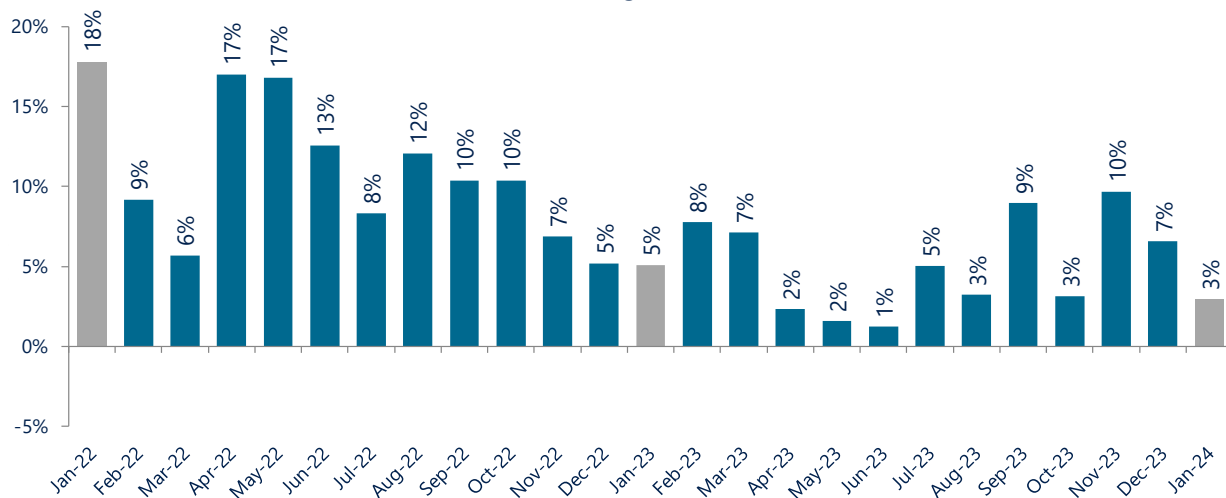
Median Sales Price



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



Median Sale Price Percent Change Year/Year



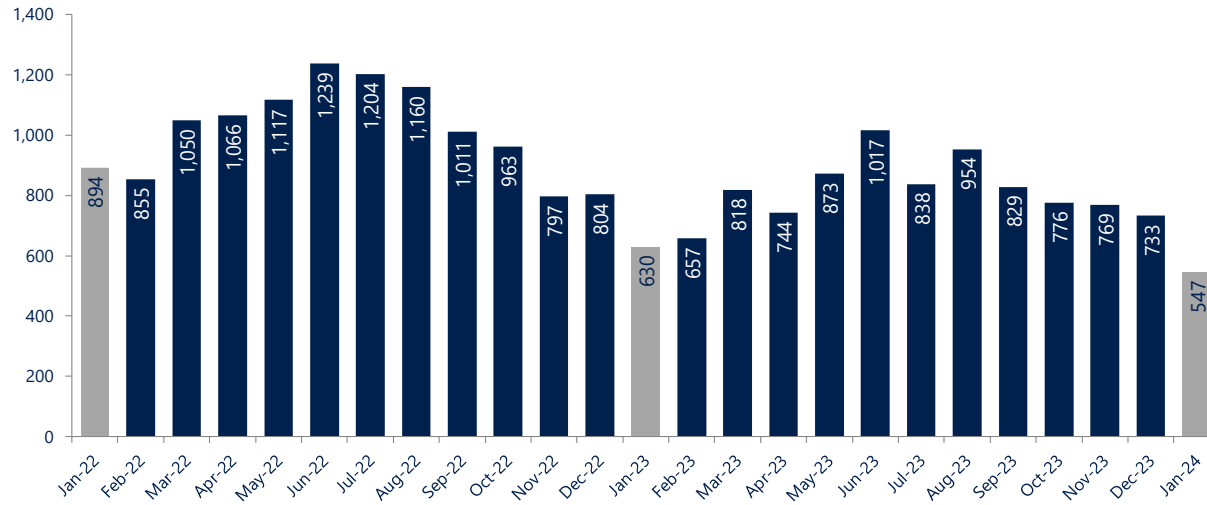
Highlights

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

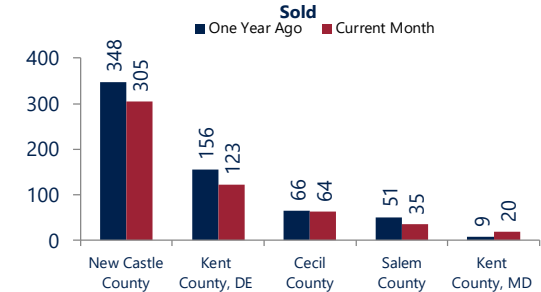
Long & Foster Market Conditions Report

Wilmington, DE Area - January 2024

Total Units Sold



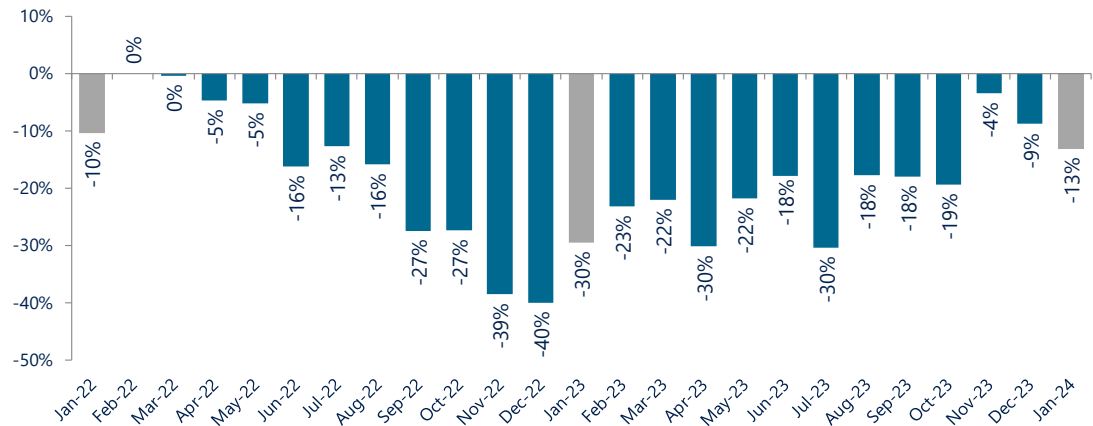
Total Units Sold Of Top Five Counties/Cities Based on Total Units Sold



Highlights

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

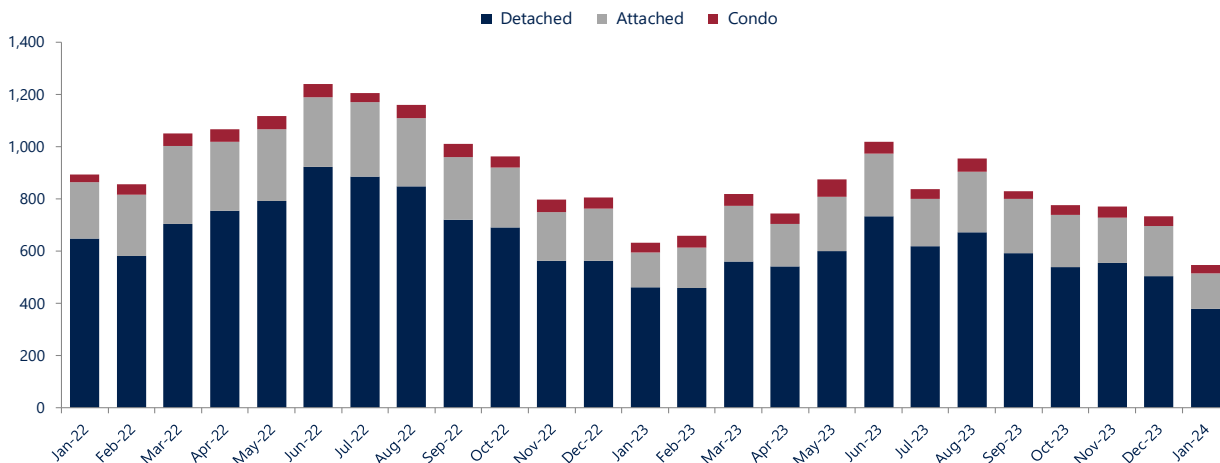
Total Units Sold Percent Change Year/Year



Long & Foster Market Conditions Report

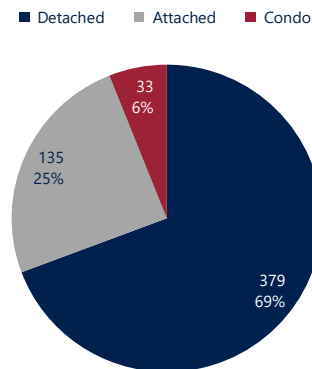
Wilmington, DE Area - January 2024

Total Units Sold by Type

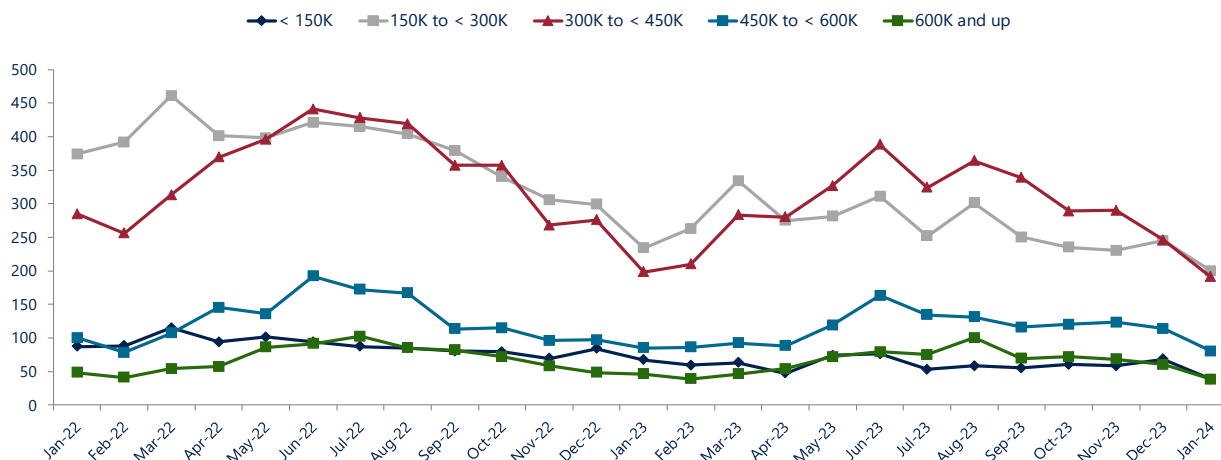


Total Units Sold by Type

Current Month

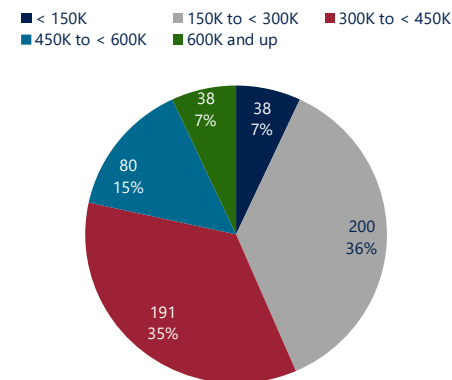


Total Units Sold by Price Range



Total Units Sold by Price Range

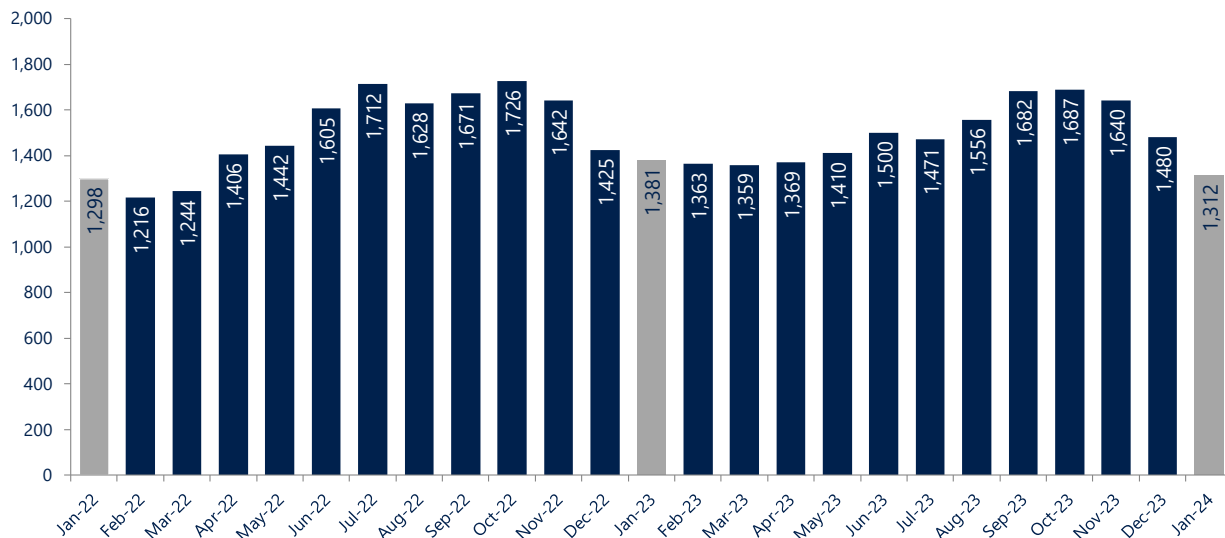
Current Month



Long & Foster Market Conditions Report

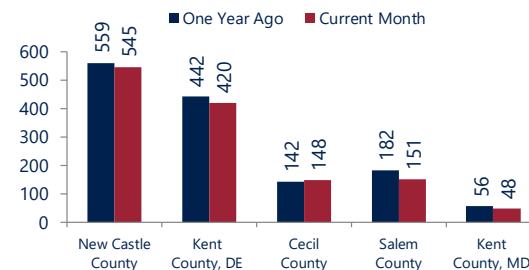
Wilmington, DE Area - January 2024

Total Active Inventory



Total Active Inventory

Of Top Five Counties/Cities Based on Total Units Sold

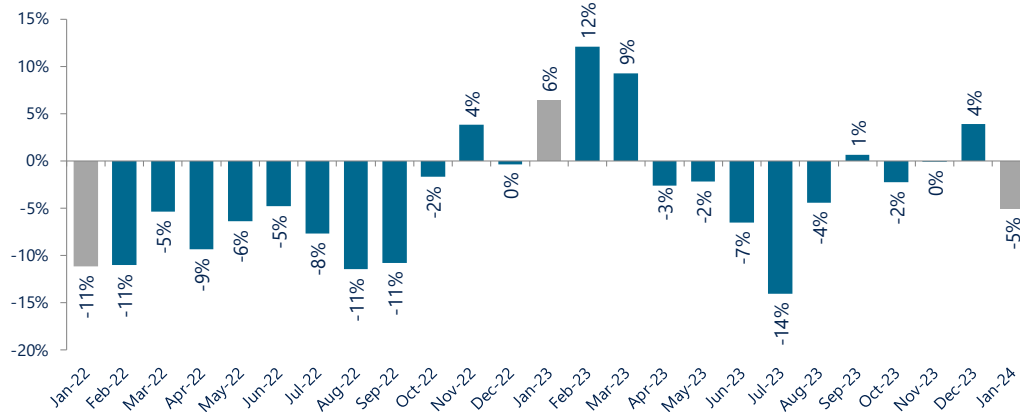


Highlights

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

Total Active Inventory

Percent Change Year/Year

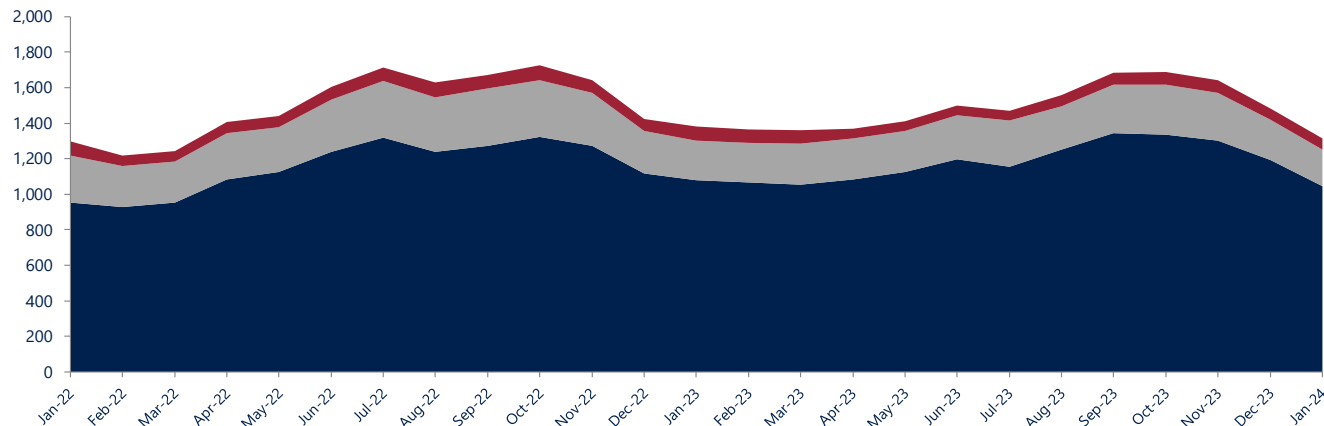


Long & Foster Market Conditions Report

Wilmington, DE Area - January 2024

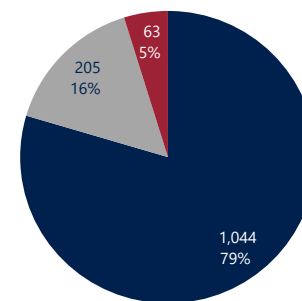
Total Active Inventory by Type

■ Detached ■ Attached ■ Condo



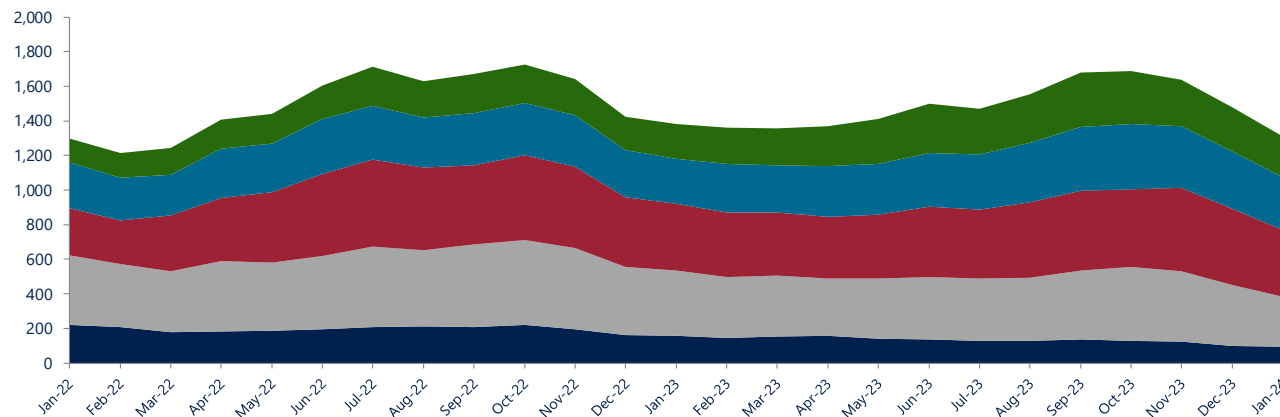
Total Active Inventory by Type Current Month

■ Detached ■ Attached ■ Condo



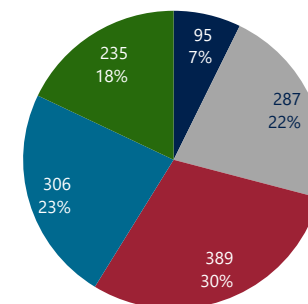
Total Active Inventory by Price Range

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



Total Active Inventory by Price Range Current Month

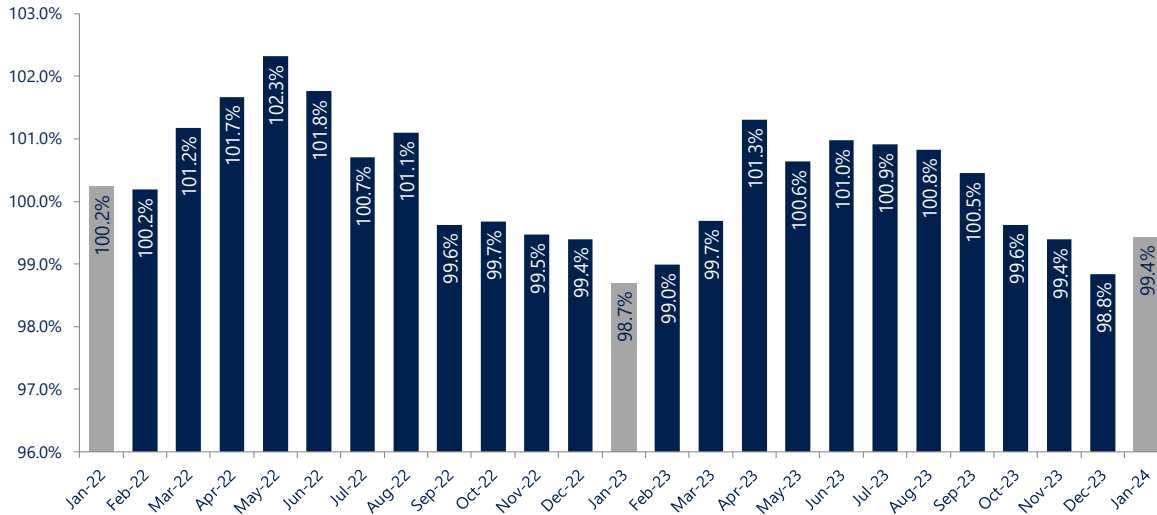
■ < 150K ■ 150K to < 300K ■ 300K to < 450K ■ 450K to < 600K ■ 600K and up



Long & Foster Market Conditions Report

Wilmington, DE Area - January 2024

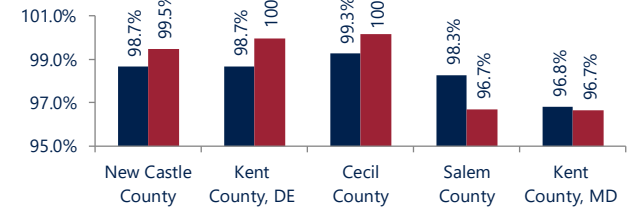
Average Sale Price as a Percent of List Price



Sale Price as % of List Price

Of Top Five Counties/Cities Based on Total Units Sold

■ One Year Ago ■ Current Month



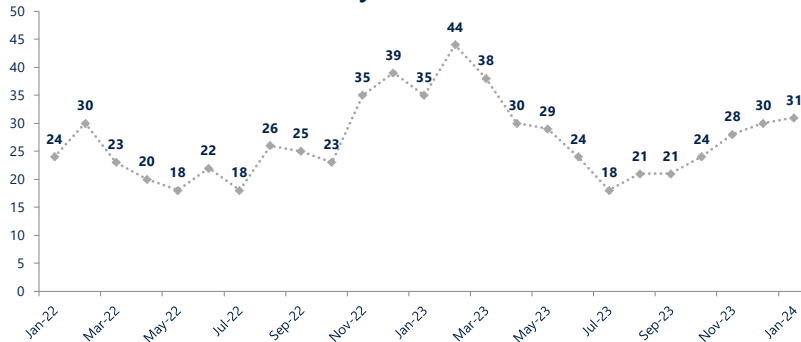
Days on Market

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

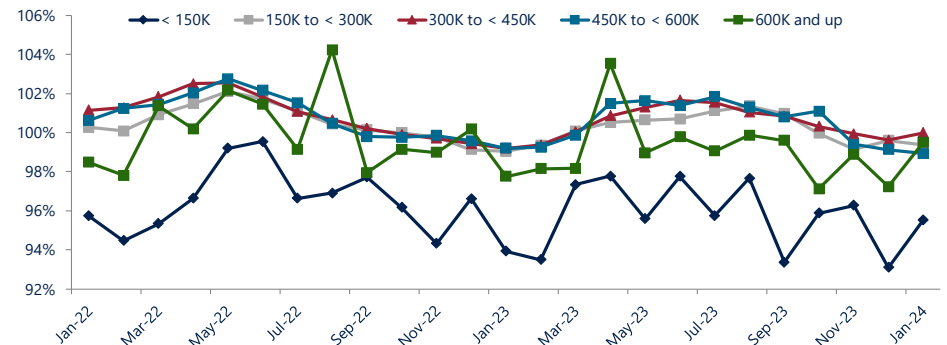
Avg Sale Price as % of List Price

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

Days on Market



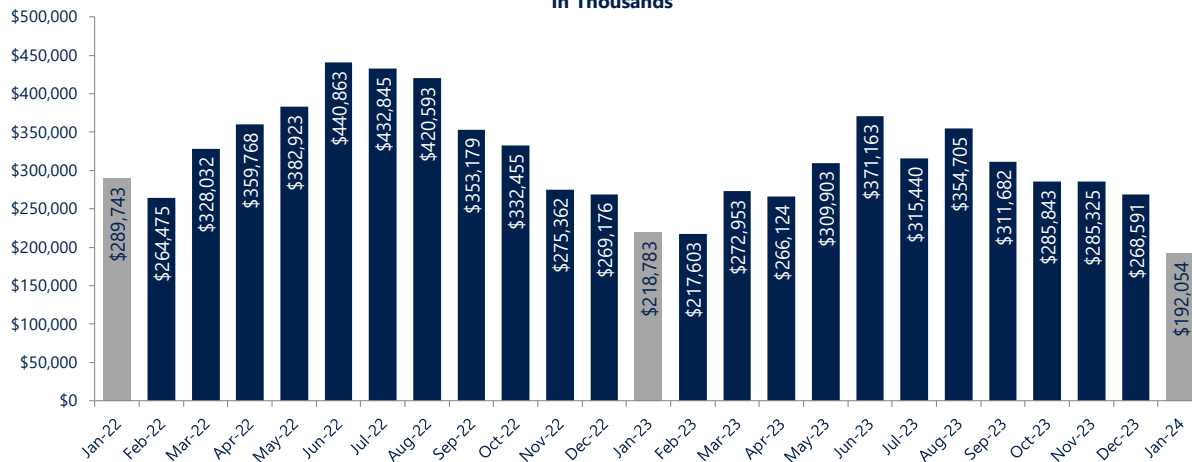
Average Sale Price as a Percent of List Price by Price Range



Long & Foster Market Conditions Report

Wilmington, DE Area - January 2024

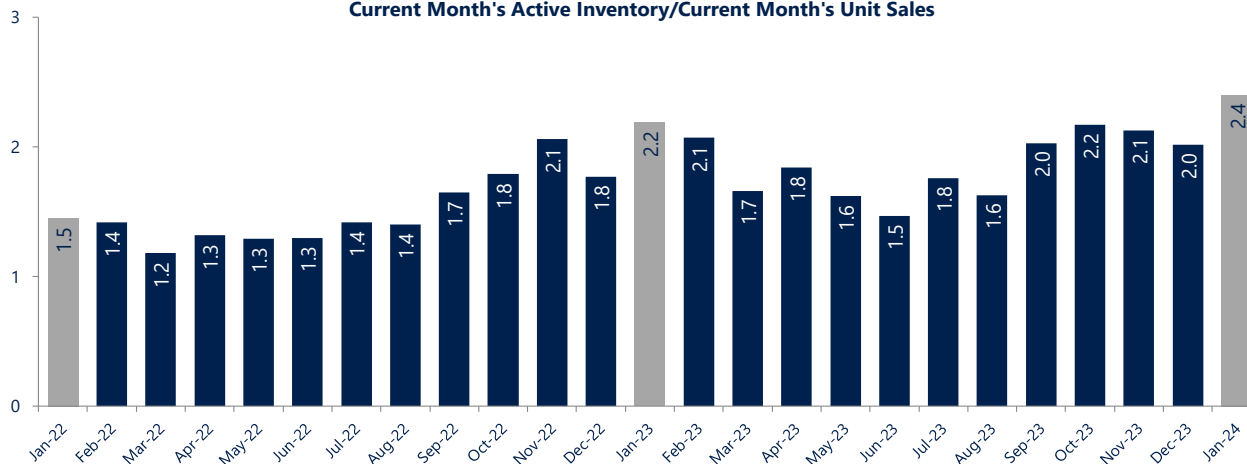
Total Dollar Volume Sold
In Thousands



Highlights

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

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



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

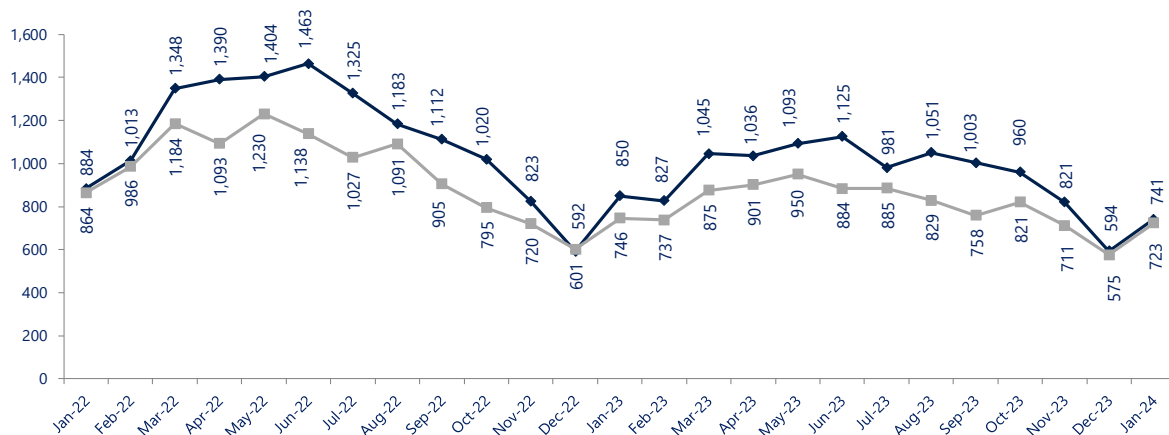
| Months of Supply | |
|---------------------|--------------|
| Current Month | One Year Ago |
| 2.4 | 2.2 |
| Up 10% Vs. Year Ago | |

Long & Foster Market Conditions Report

Wilmington, DE Area - January 2024

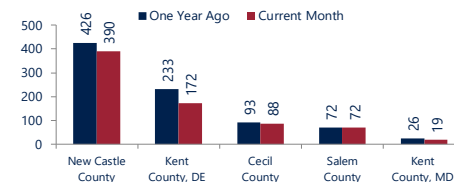
New Listings & New Contracts

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



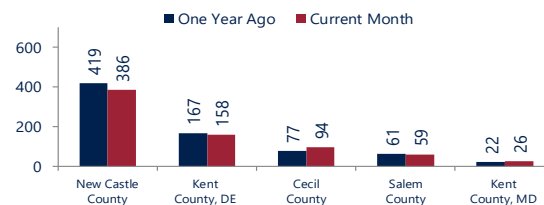
New Listings

Of Top Five Counties/Cities Based on Total Units Sold



New Contracts

Of Top Five Counties/Cities Based on Total Units Sold



New Listings

| Current Month | One Year Ago |
|---------------|--------------|
| 741 | 850 |

Down -13% Vs. Year Ago

New Contracts

| Current Month | One Year Ago |
|---------------|--------------|
| 723 | 746 |

Down -3% Vs. Year Ago

Highlights

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

Supply/Demand Ratio

Number of New Listings to New Contracts

