

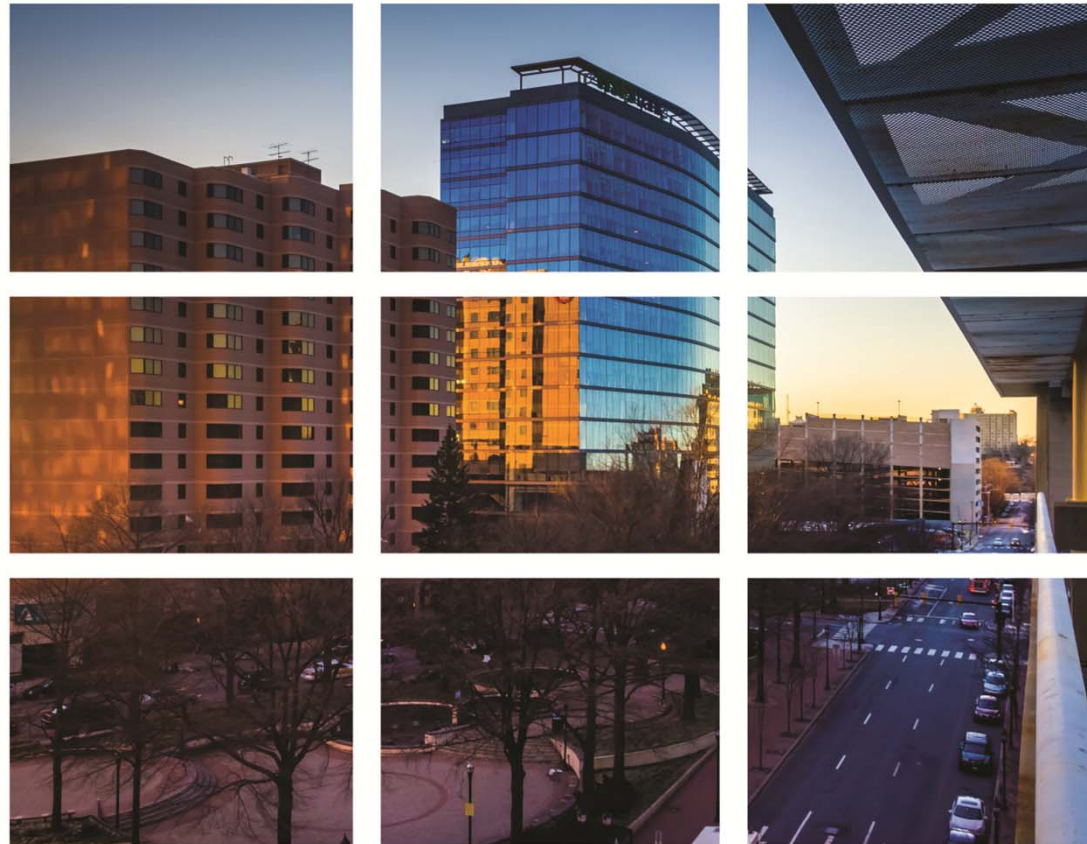
Market Conditions Report

Wilmington, DE Area

September 2017 | longandfoster.com

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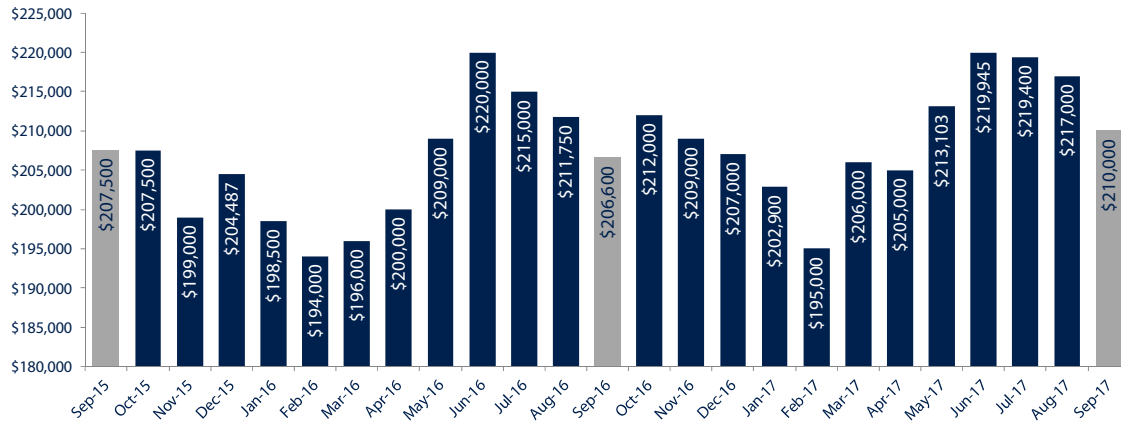
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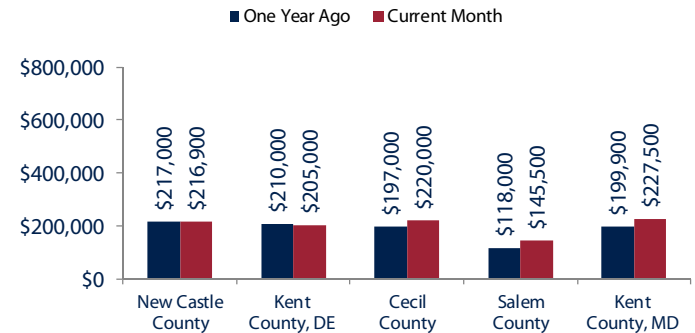
Long & Foster Market Conditions Report

Wilmington, DE Area - September 2017

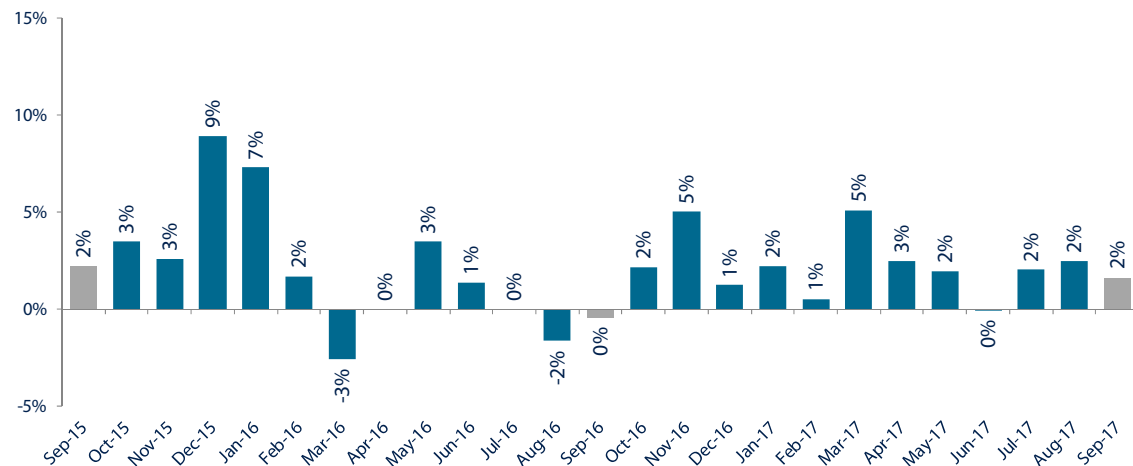
Median Sales Price



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



Median Sale Price
Percent Change Year/Year



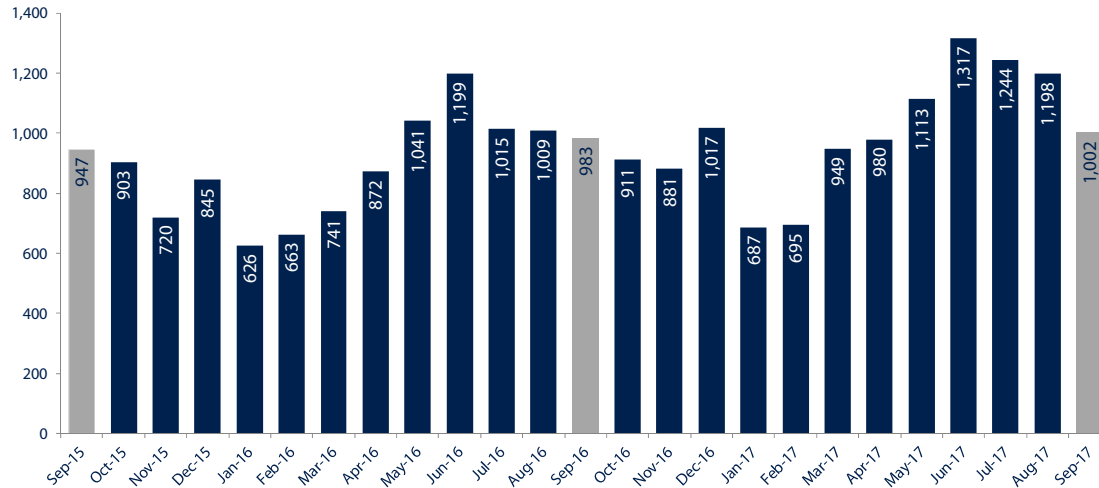
Highlights

- This September, the median sale price was \$210,000, an increase of 2% compared to last year.
- The current median sale price was 3% lower than in August.

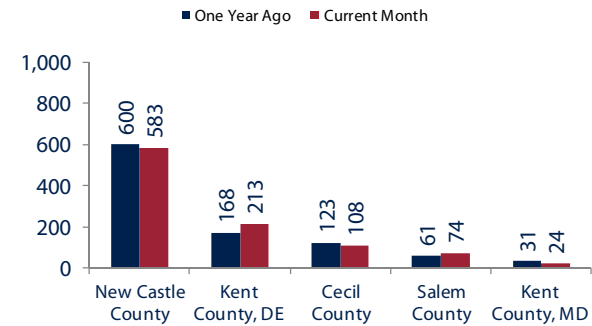
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Wilmington, DE Area - September 2017

Total Units Sold



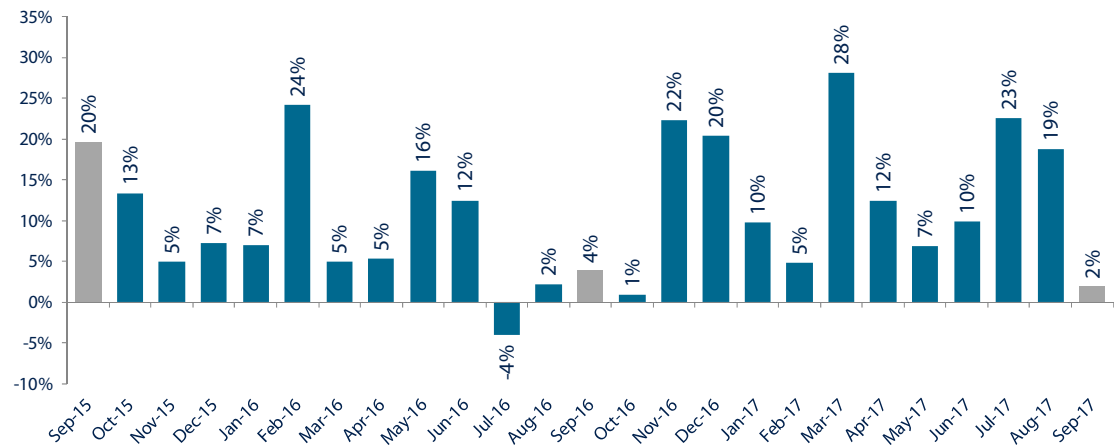
Total Units Sold
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- This month's total units sold was higher than at this time last year, an increase of 2% versus September 2016.
- There was a decrease of 16% in total units sold in September compared to August.

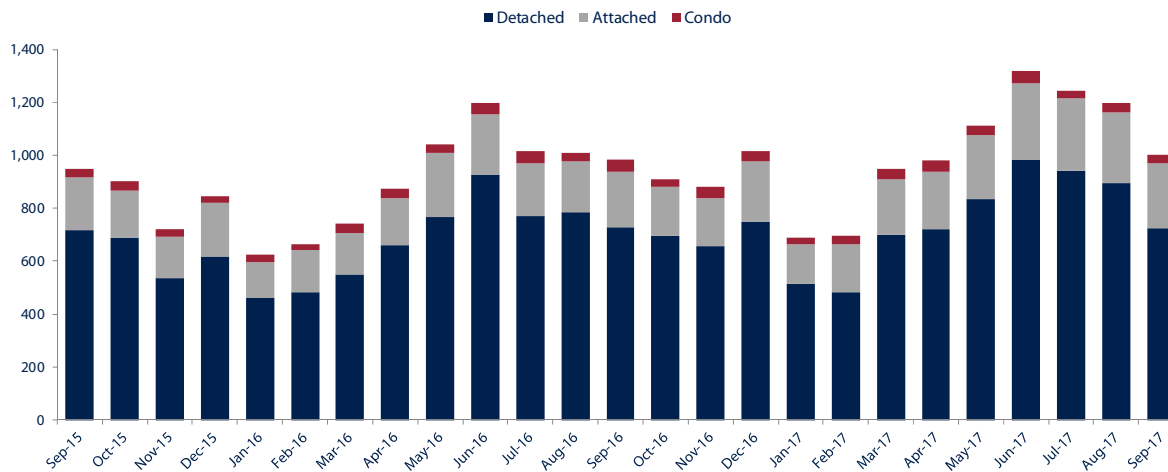
Total Units Sold
Percent Change Year/Year



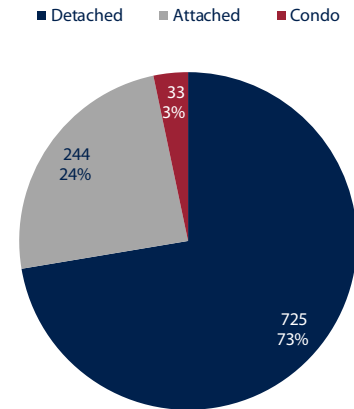
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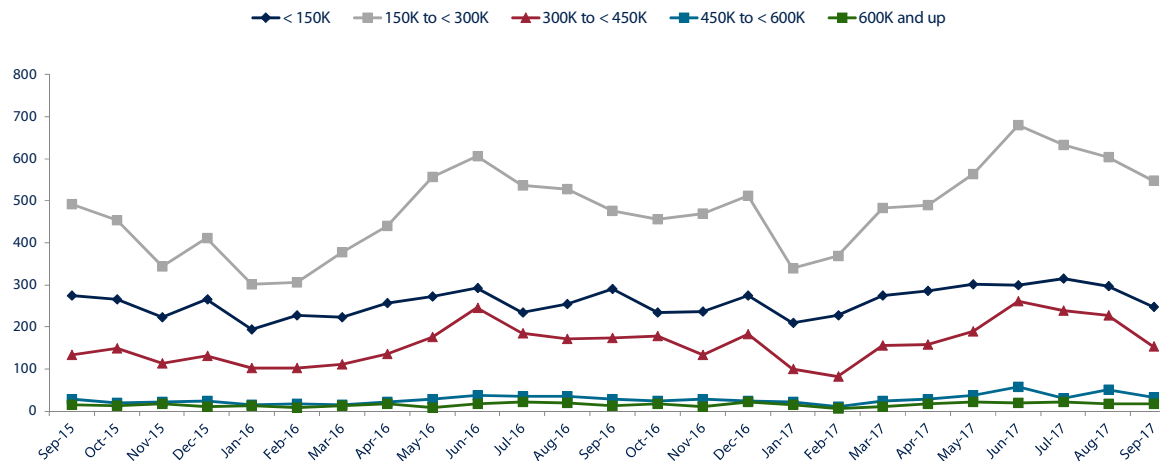
Total Units Sold by Type



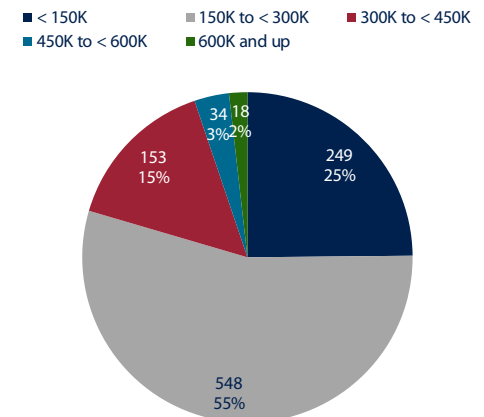
Total Units Sold by Type Current Month



Total Units Sold by Price Range



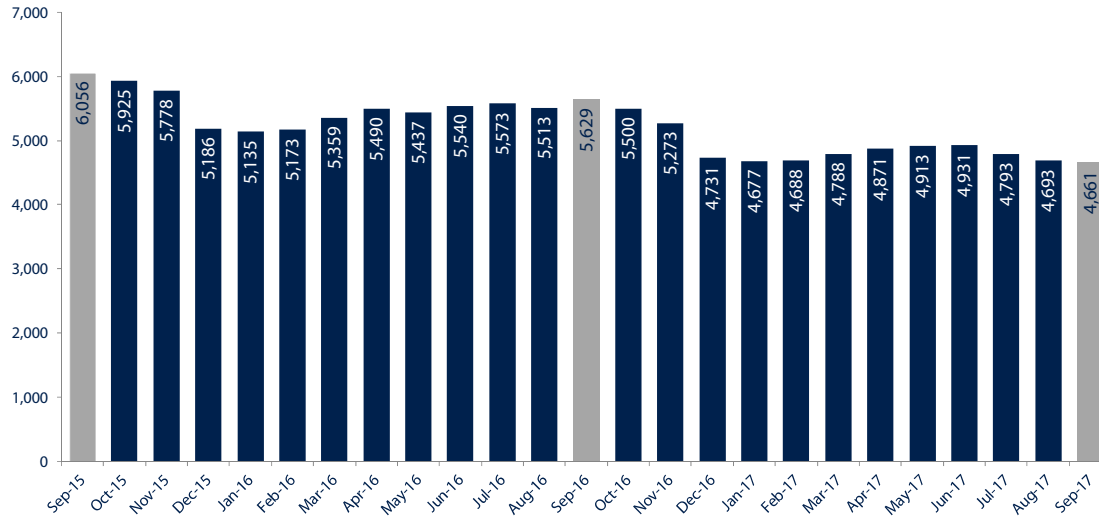
Total Units Sold by Price Range Current Month



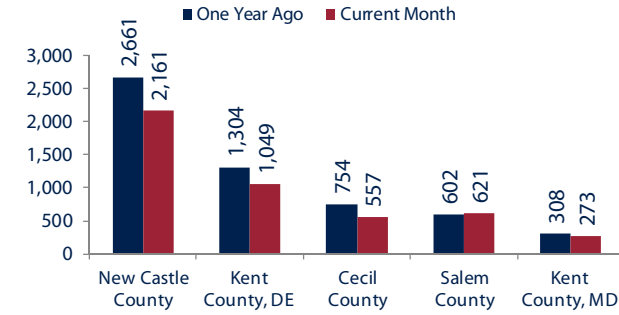
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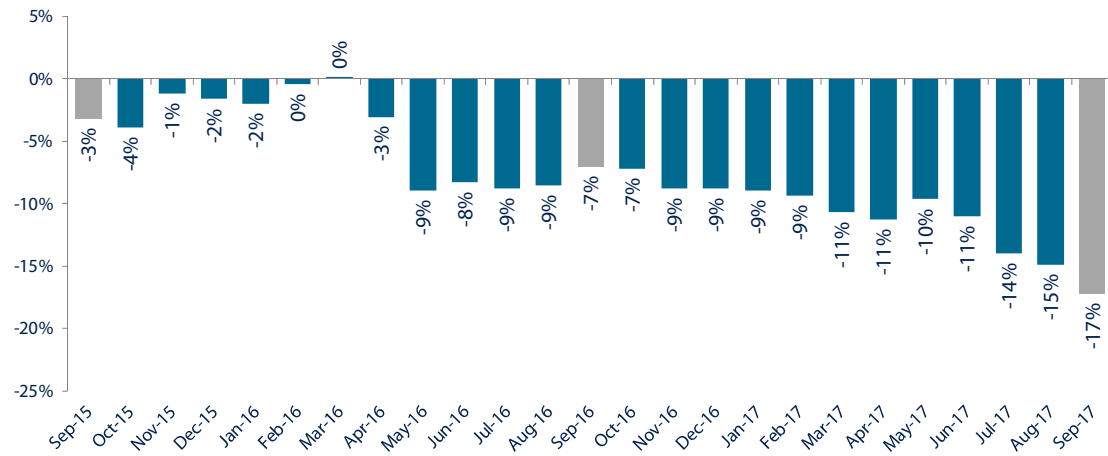
Total Active Inventory



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



Total Active Inventory
Percent Change Year/Year



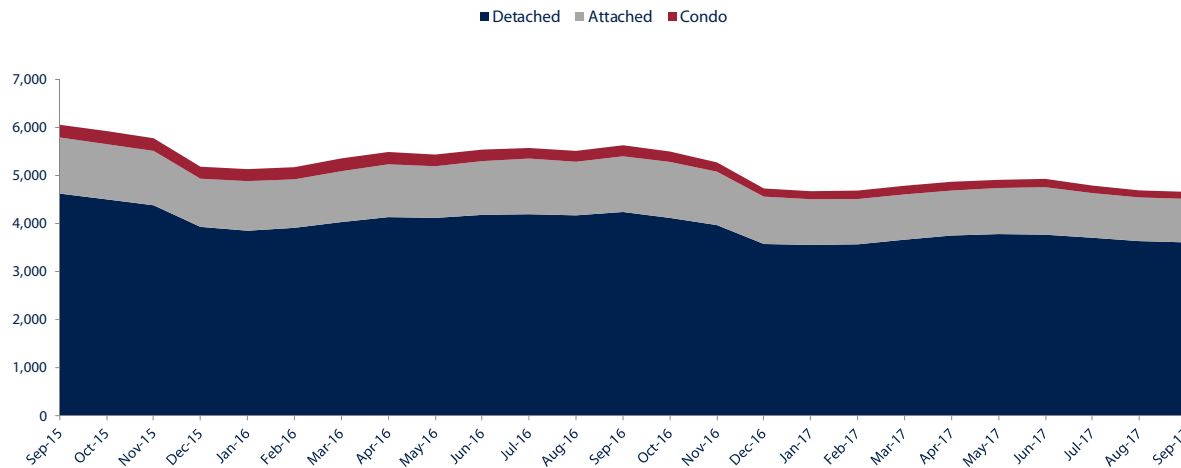
Highlights

- This month's supply of available inventory remained relatively stable compared to last month.
- Versus September 2016, the total number of homes available was lower by 968 units or 17%.

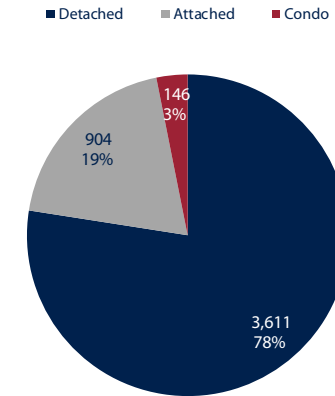
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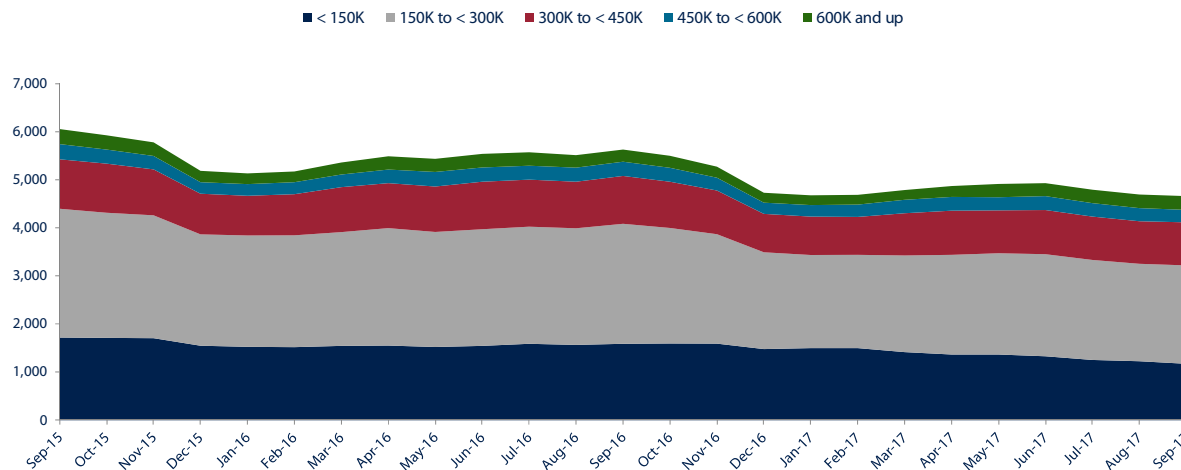
Total Active Inventory by Type



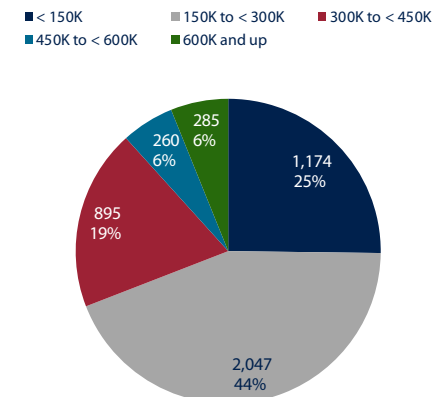
Total Active Inventory by Type Current Month



Total Active Inventory by Price Range



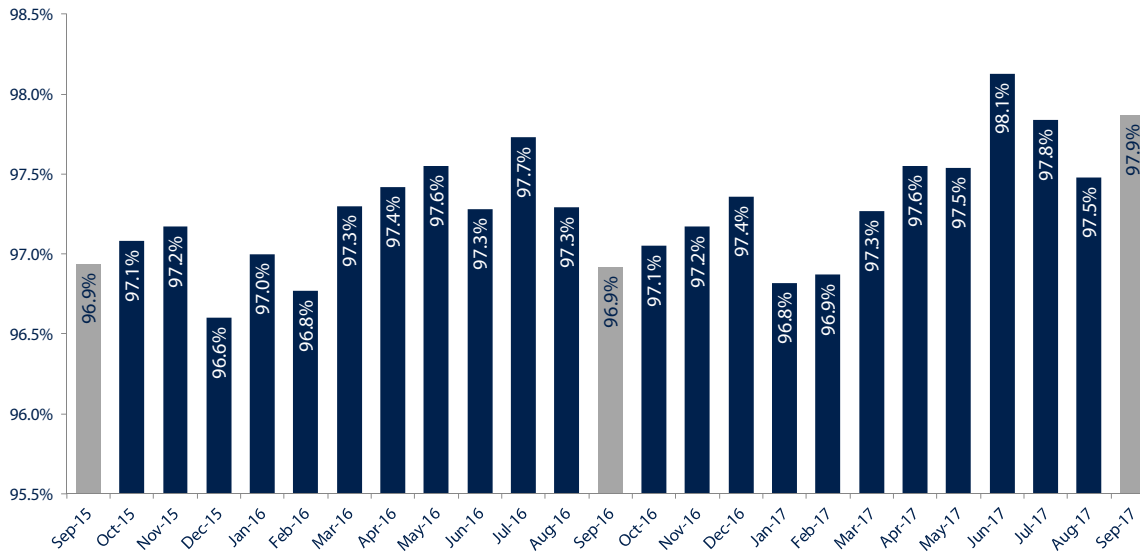
Total Active Inventory by Price Range Current Month



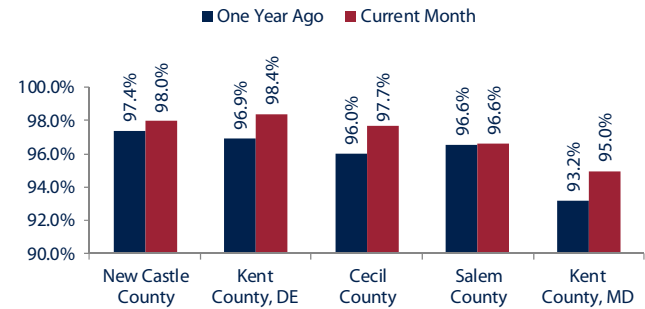
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Wilmington, DE Area - September 2017

Average Sale Price as a Percent of List Price



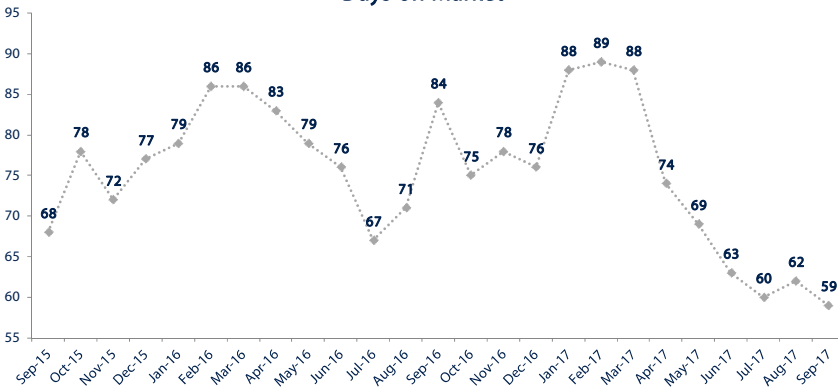
Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold



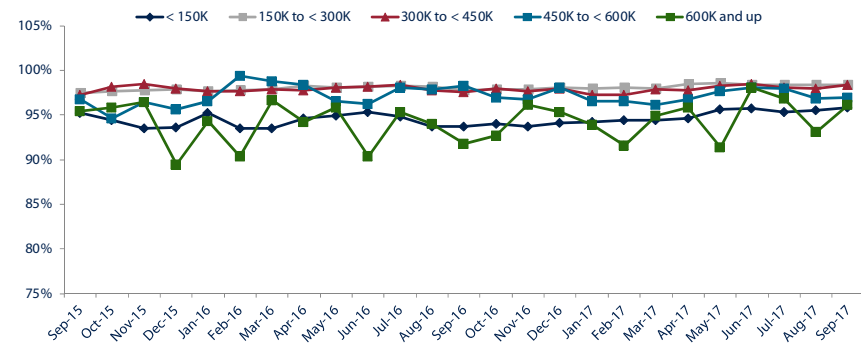
Days on Market	
Current Month	One Year Ago
59	84
Down -30% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
97.9%	96.9%
Up 1.0% Vs. Year Ago	

Days on Market



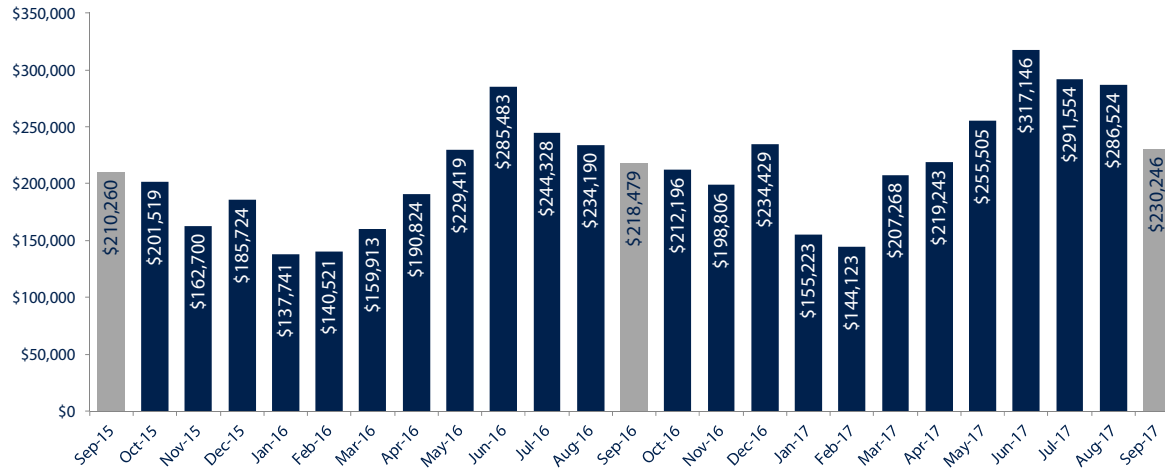
Average Sale Price as a Percent of List Price
by Price Range



Long & Foster Market Conditions Report

Wilmington, DE Area - September 2017

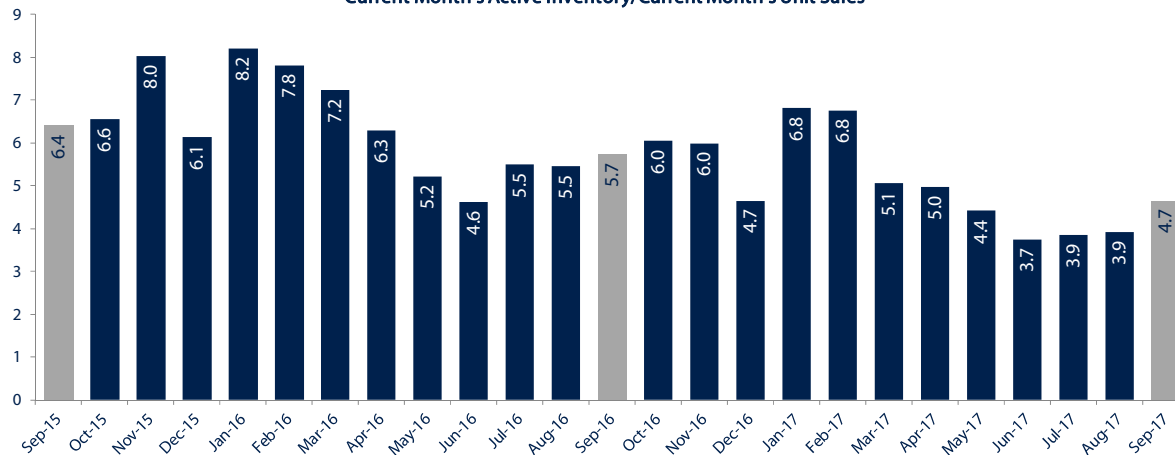
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this September was 5% greater than the same month one year ago.
- In September, there was 4.7 months of supply available, compared to 5.7 in September 2016. That was a decrease of 19% versus a year ago.

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



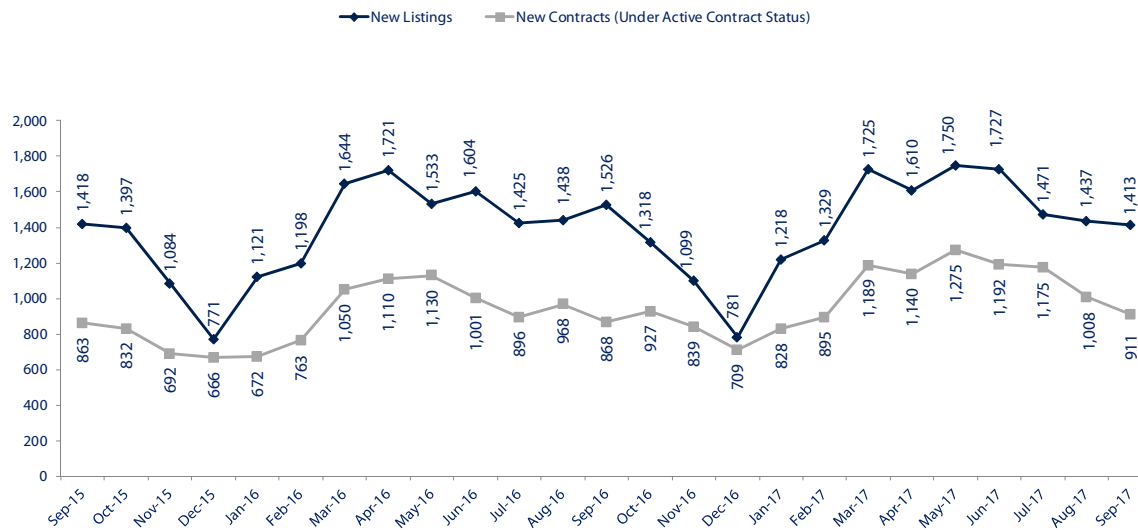
Total Dollar Volume Sold	
Current Month	One Year Ago
\$230,245,935	\$218,478,567
Up 5% Vs. Year Ago	

Months of Supply	
Current Month	One Year Ago
4.7	5.7
Down -19% Vs. Year Ago	

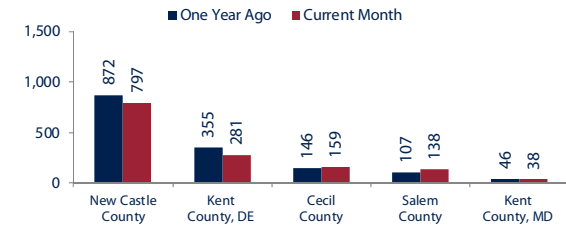
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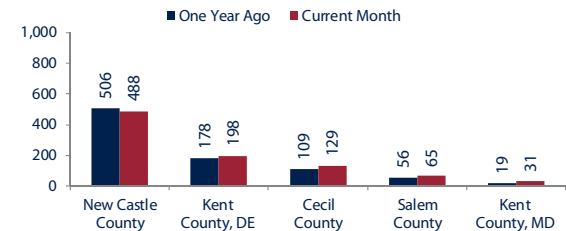
New Listings & New Contracts



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
1,413	1,526
Down -7% Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
911	868
Up 5% 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 1.6, a decrease of 12% from September 2016.

Supply/Demand Ratio Number of New Listings to New Contracts

