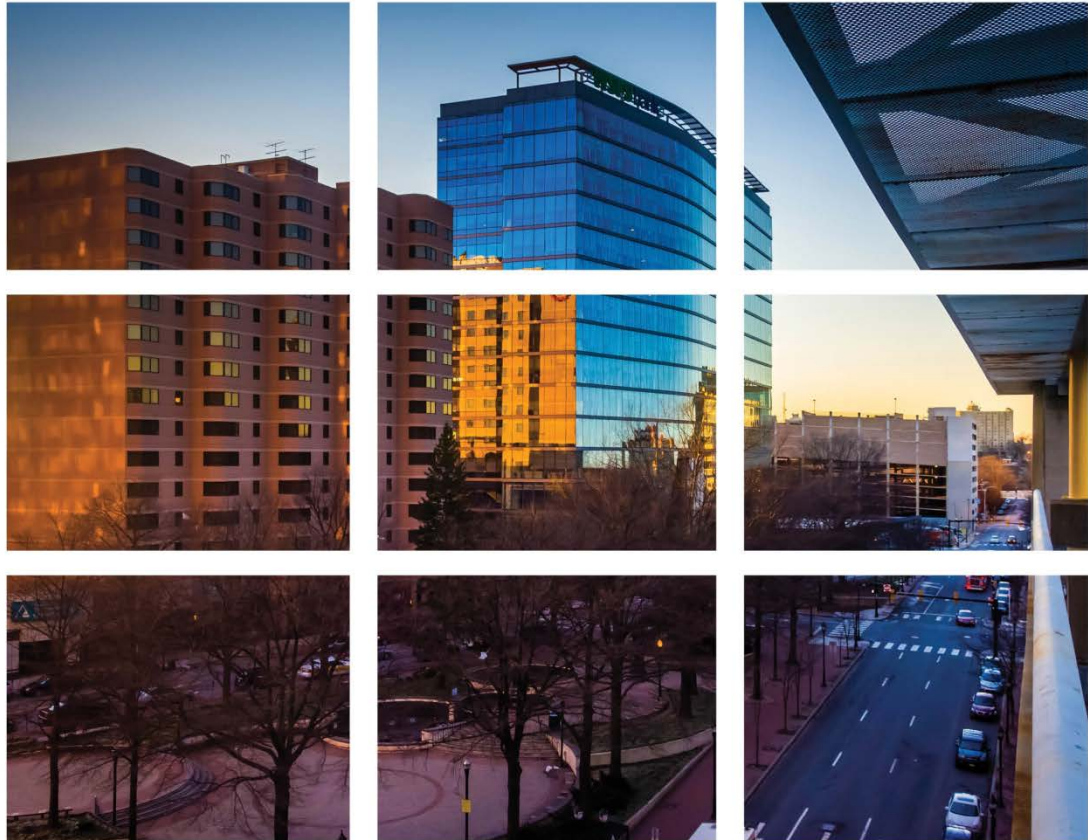


Market Conditions Report

Wilmington, DE Area

March 2018 | longandfoster.com



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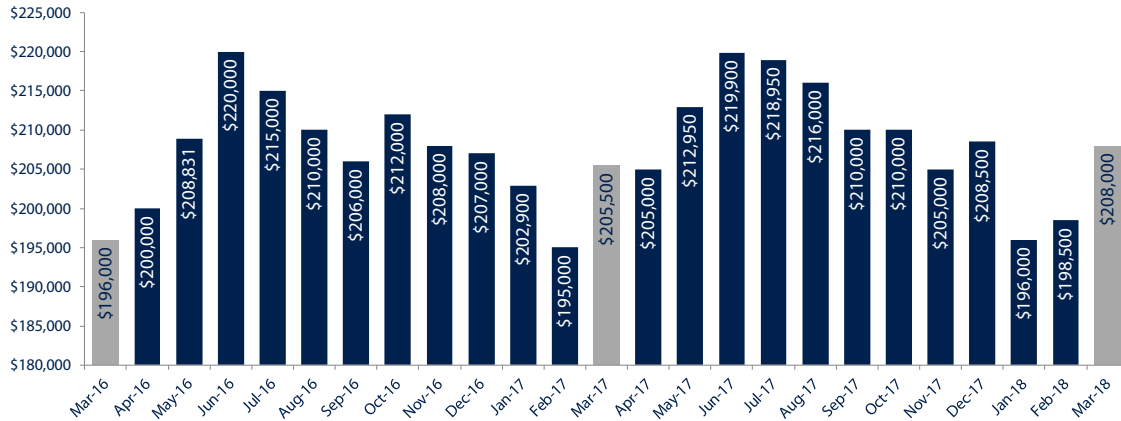
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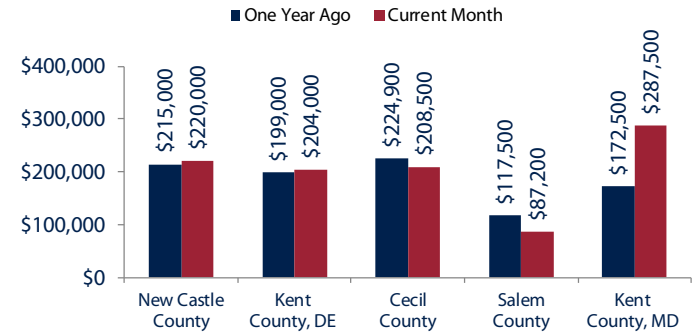
Long & Foster Market Conditions Report

Wilmington, DE Area - March 2018

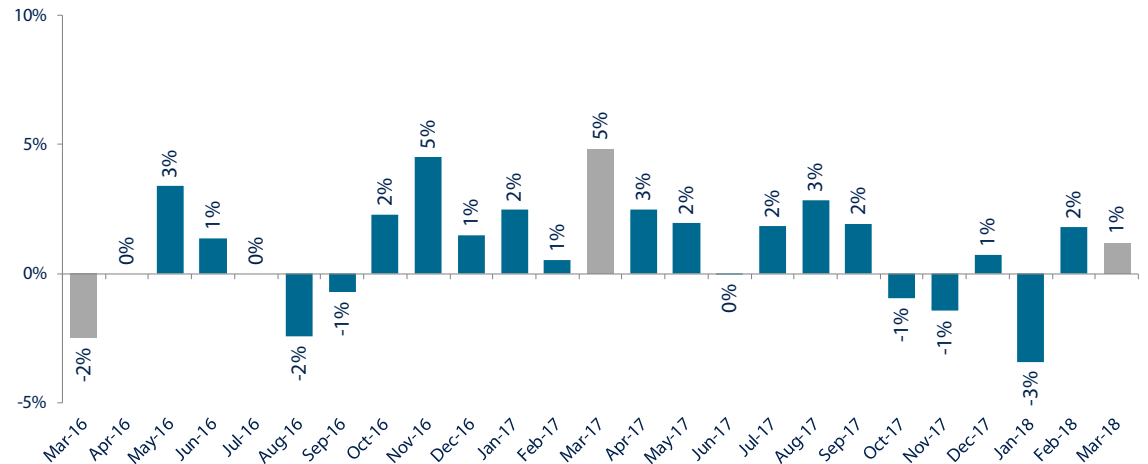
Median Sales Price



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



Median Sale Price
Percent Change Year/Year



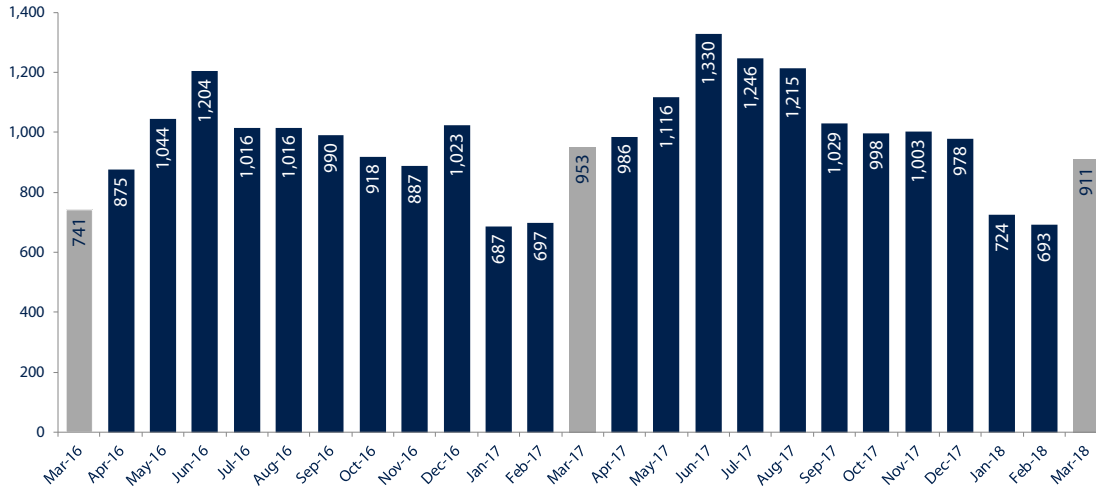
Highlights

- This March, the median sale price was \$208,000, which was similar to the median sale price of March 2017.
- The current median sale price was 5% higher than in February.

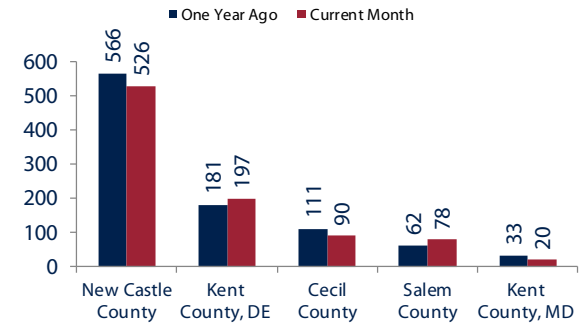
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Wilmington, DE Area - March 2018

Total Units Sold



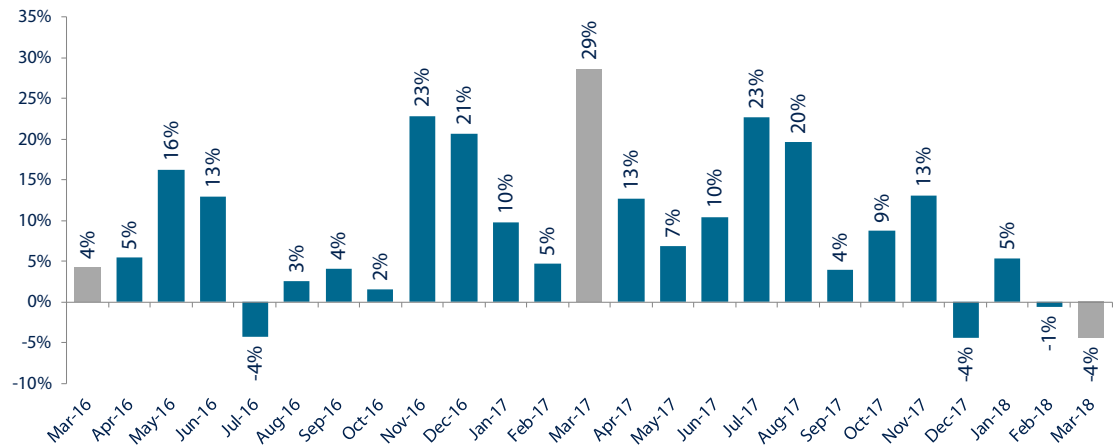
Total Units Sold
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- There was an increase of 31% 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 4% versus March 2017.

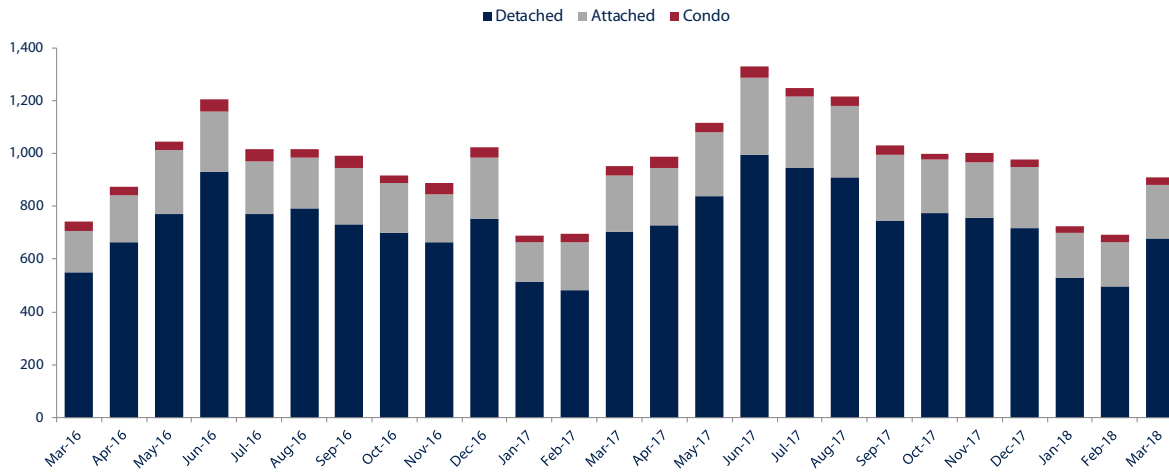
Total Units Sold
Percent Change Year/Year



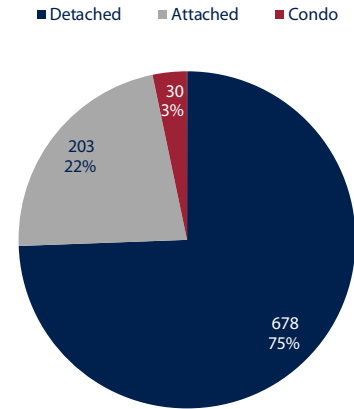
Long & Foster Market Conditions Report

Wilmington, DE Area - March 2018

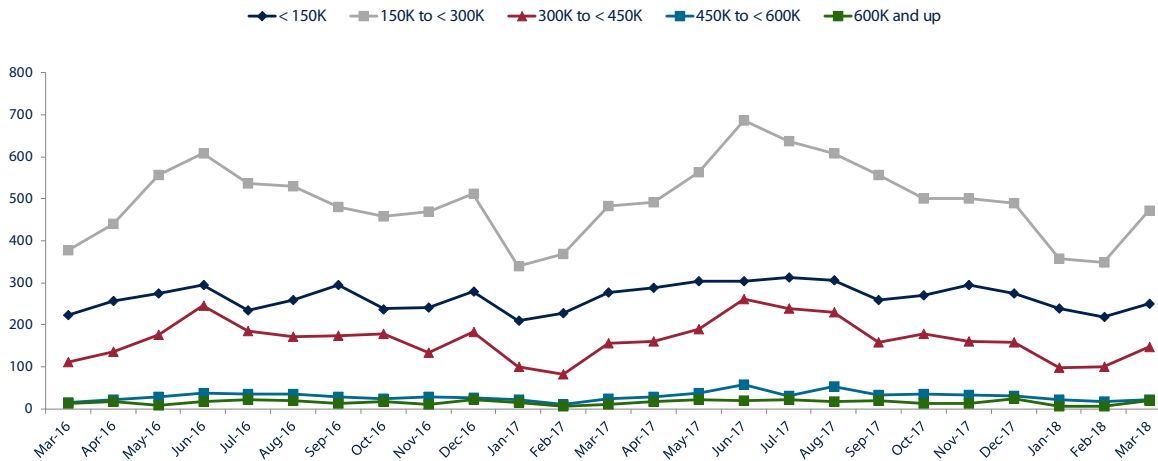
Total Units Sold by Type



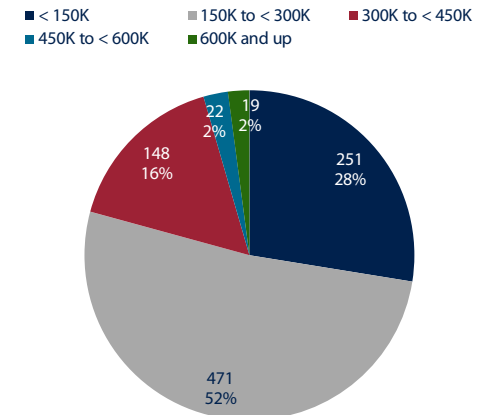
Total Units Sold by Type
Current Month



Total Units Sold by Price Range



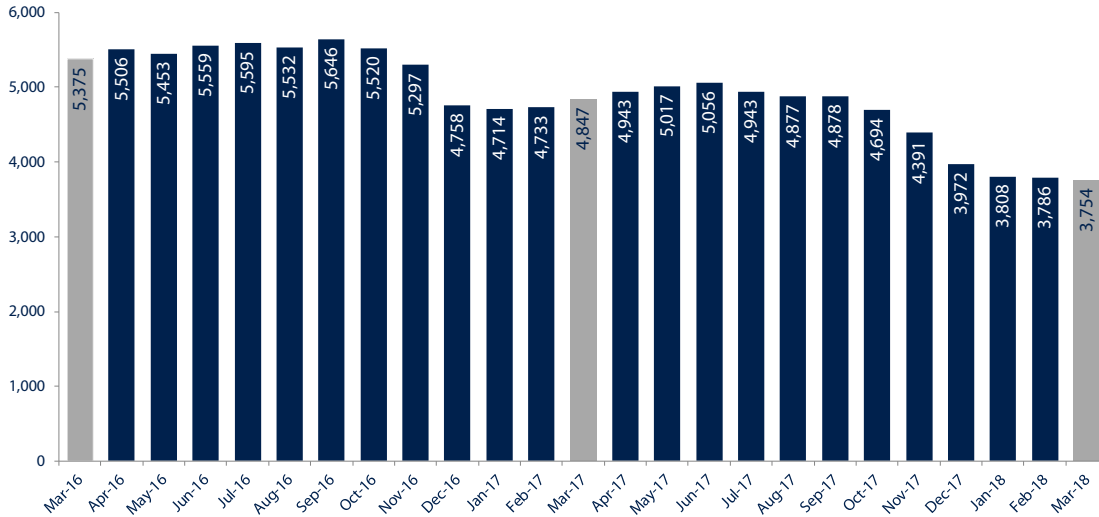
Total Units Sold by Price Range
Current Month



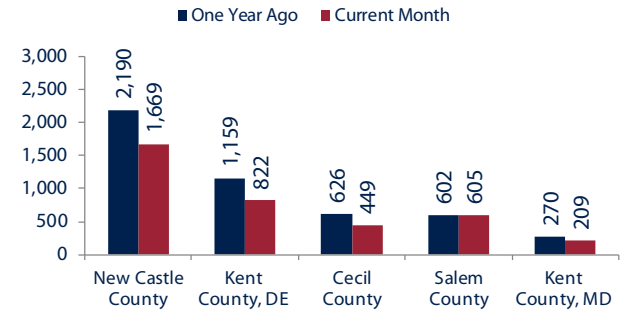
Long & Foster Market Conditions Report

Wilmington, DE Area - March 2018

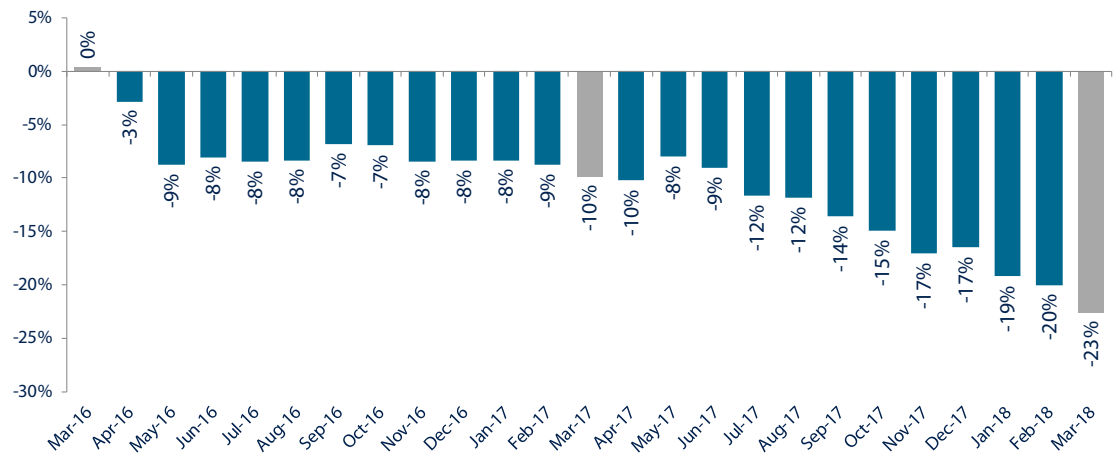
Total Active Inventory



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



Total Active Inventory
Percent Change Year/Year



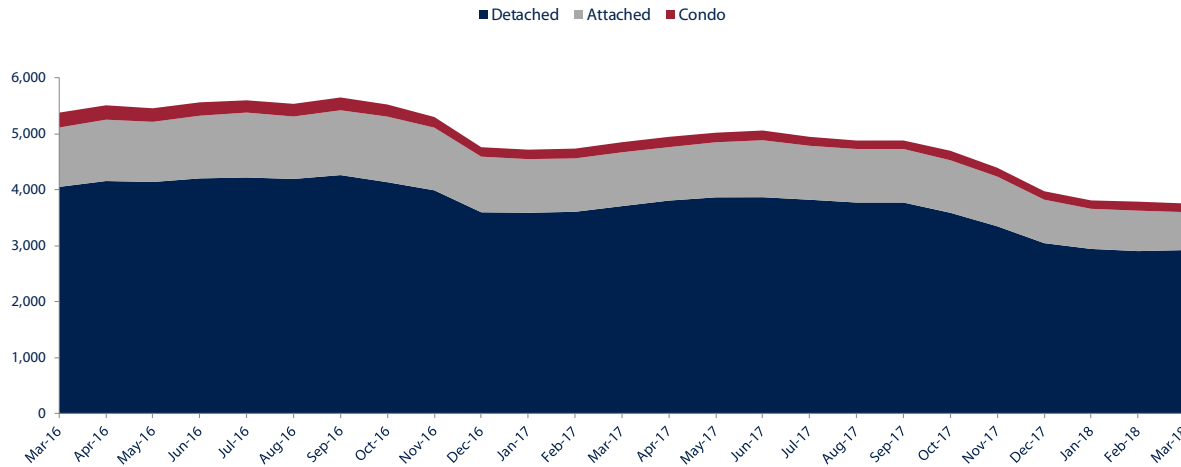
Highlights

- This month's supply of available inventory remained relatively stable compared to last month.
- Versus March 2017, the total number of homes available was lower by 1,093 units or 23%.

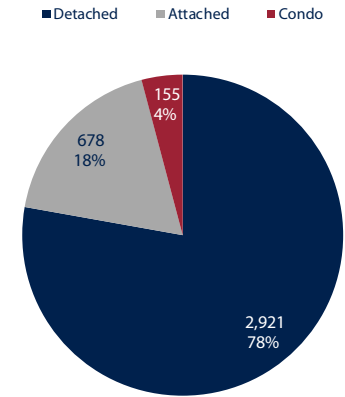
Long & Foster Market Conditions Report

Wilmington, DE Area - March 2018

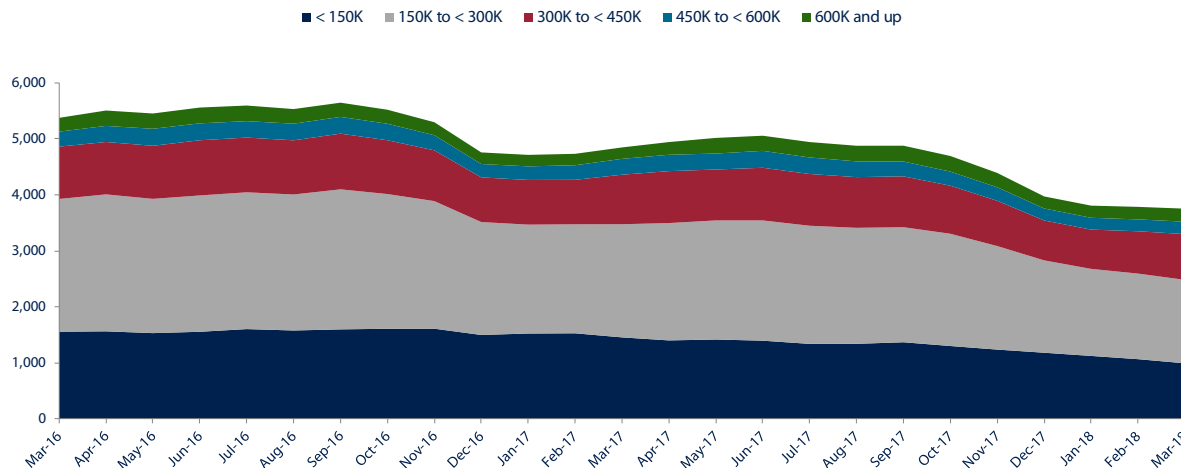
Total Active Inventory by Type



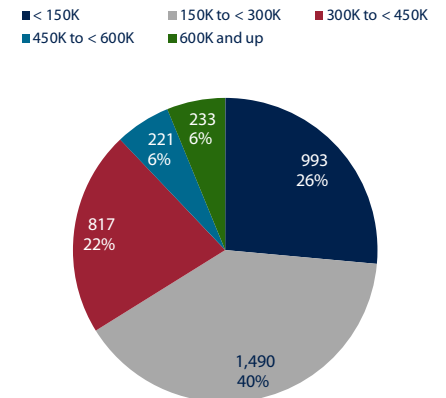
Total Active Inventory by Type Current Month



Total Active Inventory by Price Range



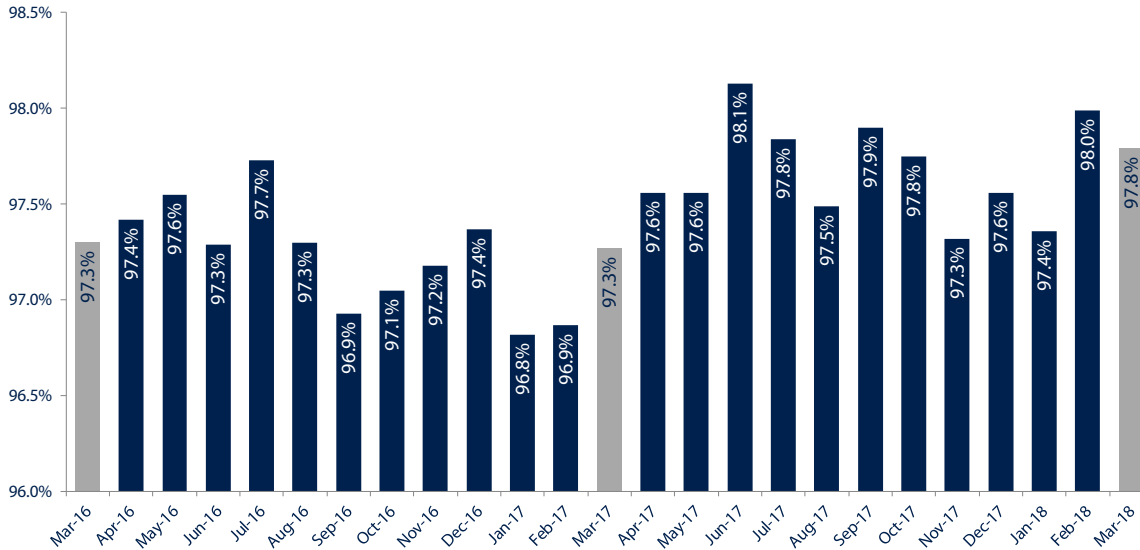
Total Active Inventory by Price Range Current Month



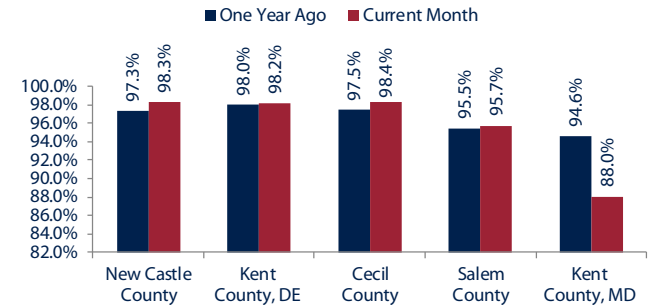
Long & Foster Market Conditions Report

Wilmington, DE Area - March 2018

Average Sale Price as a Percent of List Price



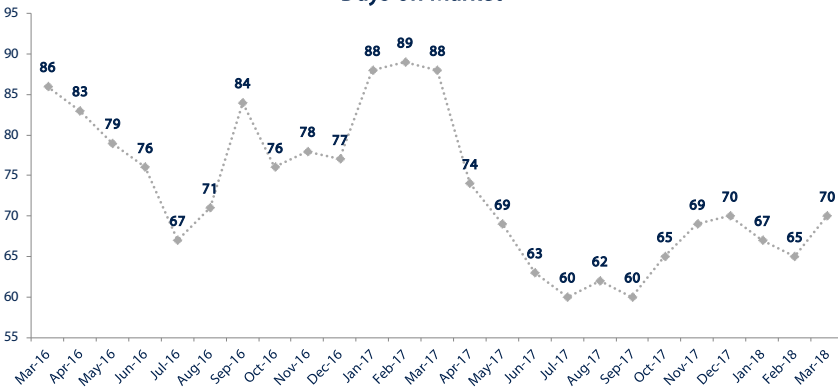
Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold



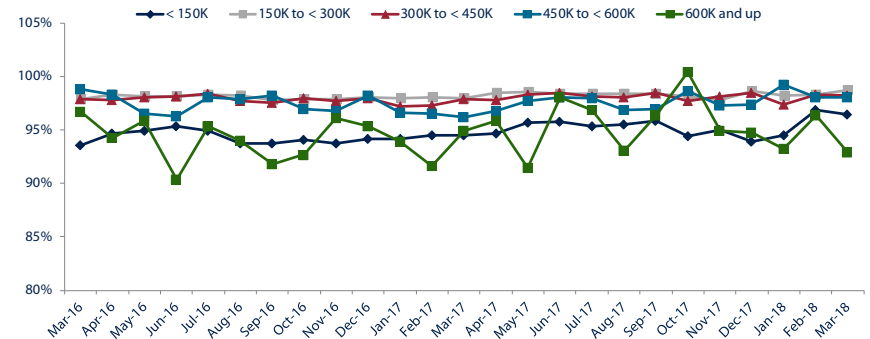
Days on Market	
Current Month	One Year Ago
70	88
Down -20% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
97.8%	97.3%
Up 0.5% Vs. Year Ago	

Days on Market



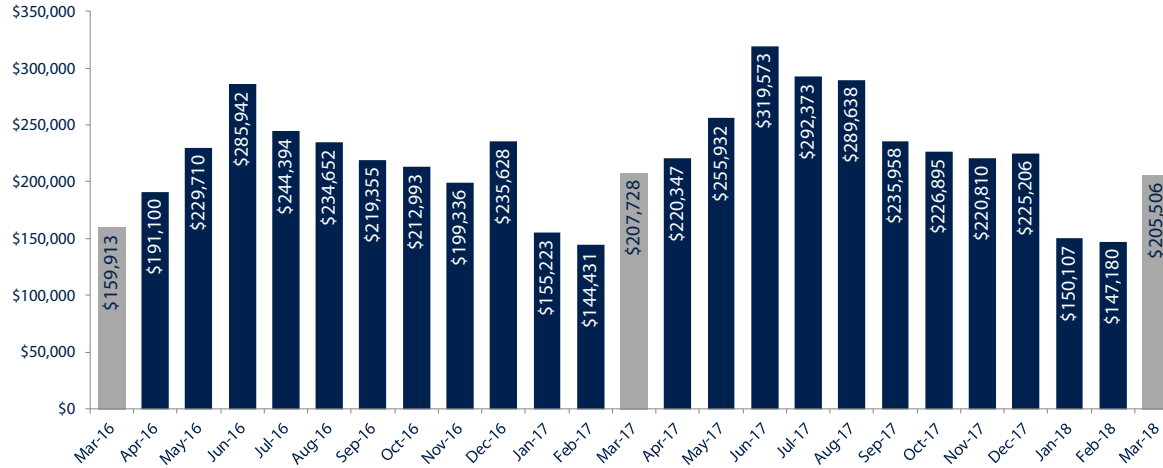
Average Sale Price as a Percent of List Price
by Price Range



Long & Foster Market Conditions Report

Wilmington, DE Area - March 2018

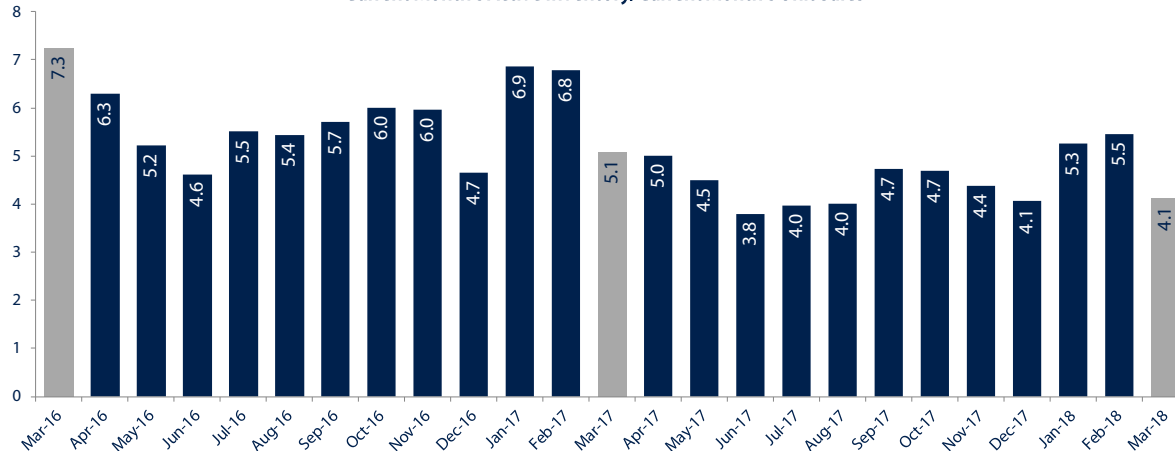
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this March was similar to the dollar volume sold one year ago.
- In March, there was 4.1 months of supply available, compared to 5.1 in March 2017. That was a decrease of 19% versus a year ago.

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



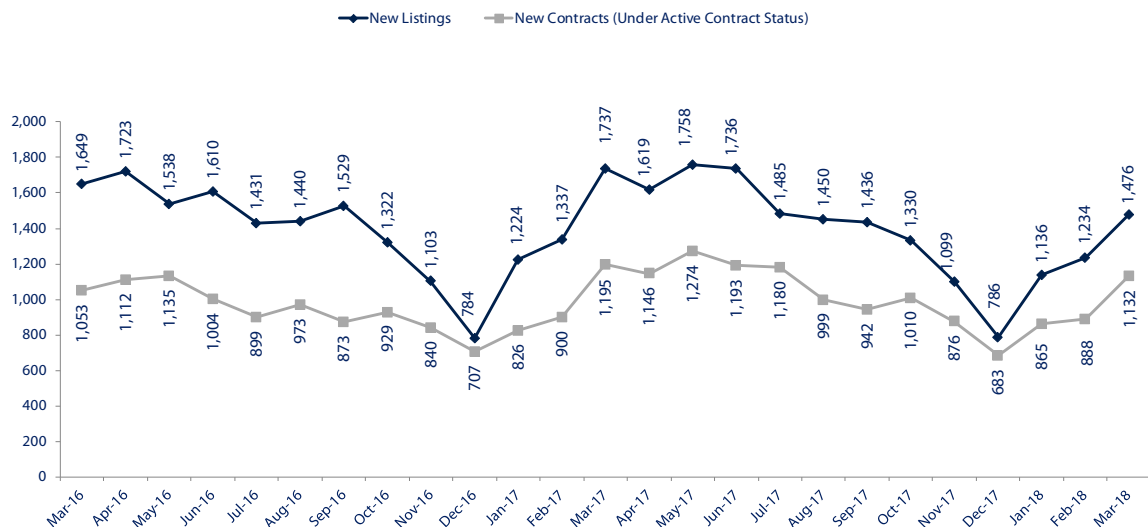
Total Dollar Volume Sold	
Current Month	One Year Ago
\$205,505,878	\$207,727,985
Down -1% Vs. Year Ago	

Months of Supply	
Current Month	One Year Ago
4.1	5.1
Down -19% Vs. Year Ago	

Long & Foster Market Conditions Report

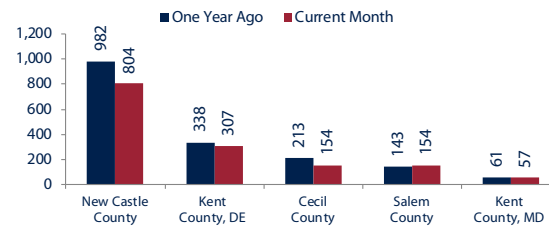
Wilmington, DE Area - March 2018

New Listings & New Contracts



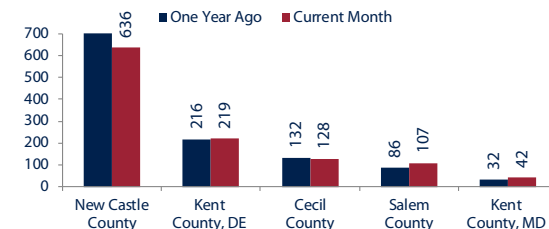
New Listings

Of Top Five Counties/Cities Based on Total Units Sold



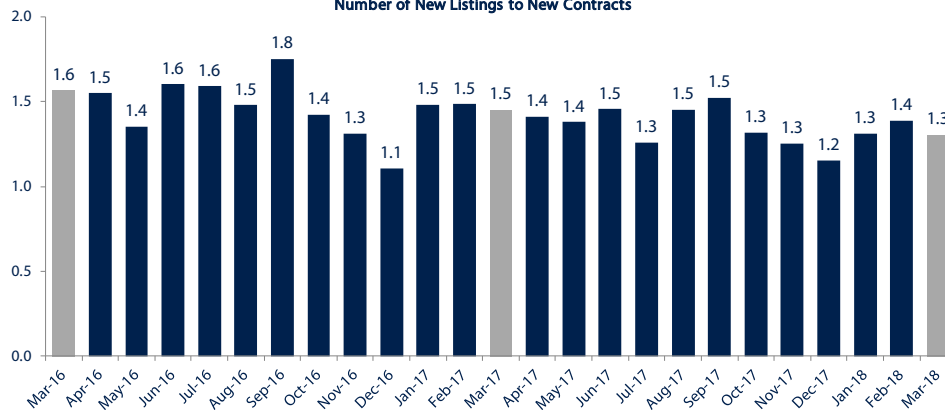
New Contracts

Of Top Five Counties/Cities Based on Total Units Sold



Supply/Demand Ratio

Number of New Listings to New Contracts



New Listings

Current Month	One Year Ago
1,476	1,737

Down -15% Vs. Year Ago

New Contracts

Current Month	One Year Ago
1,132	1,195

Down -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 1.3, a decrease of 10% from March 2017.