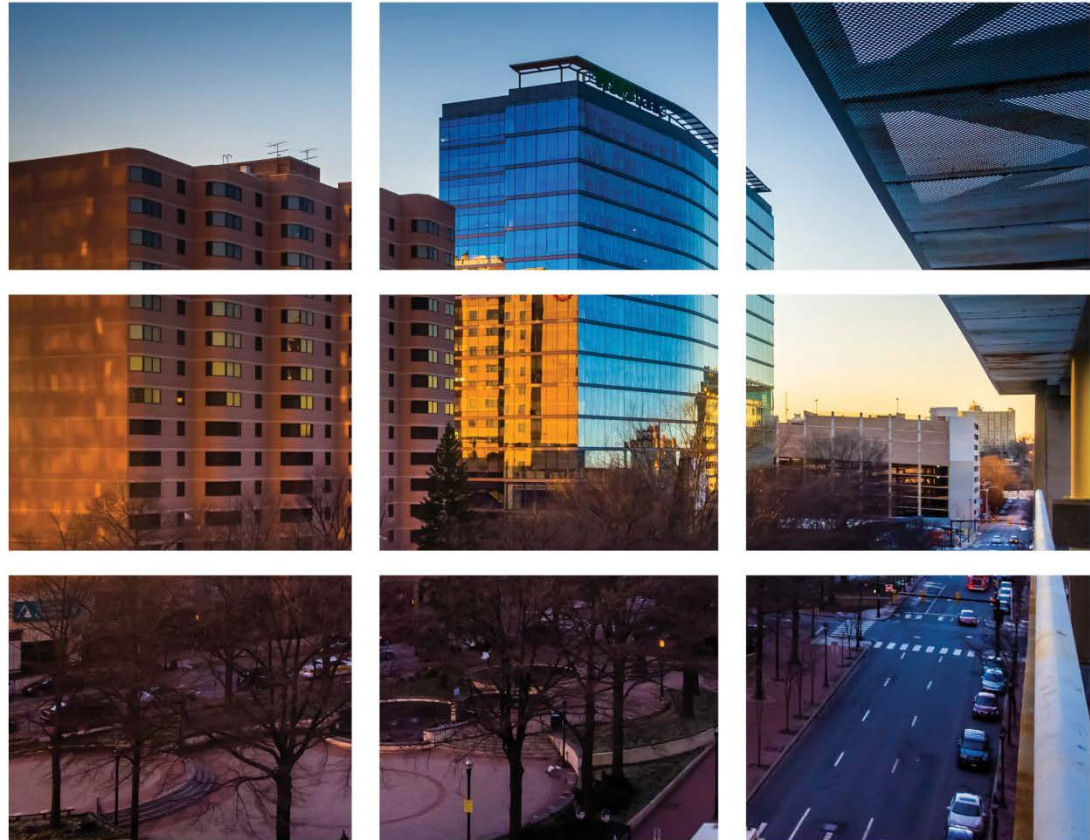


Market Conditions Report

Wilmington, DE Area

September 2018



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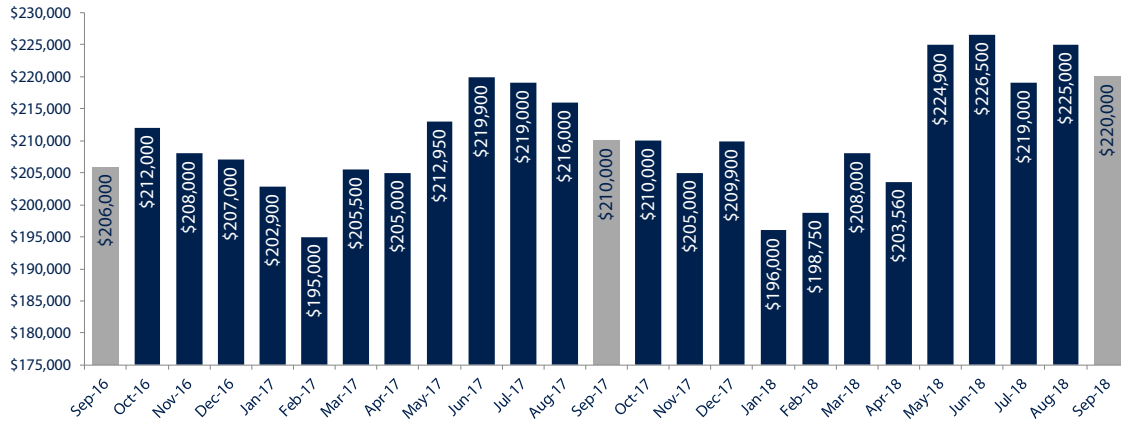
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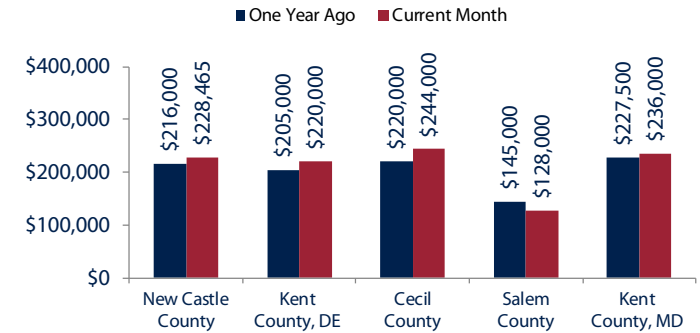
Long & Foster Market Conditions Report

Wilmington, DE Area - September 2018

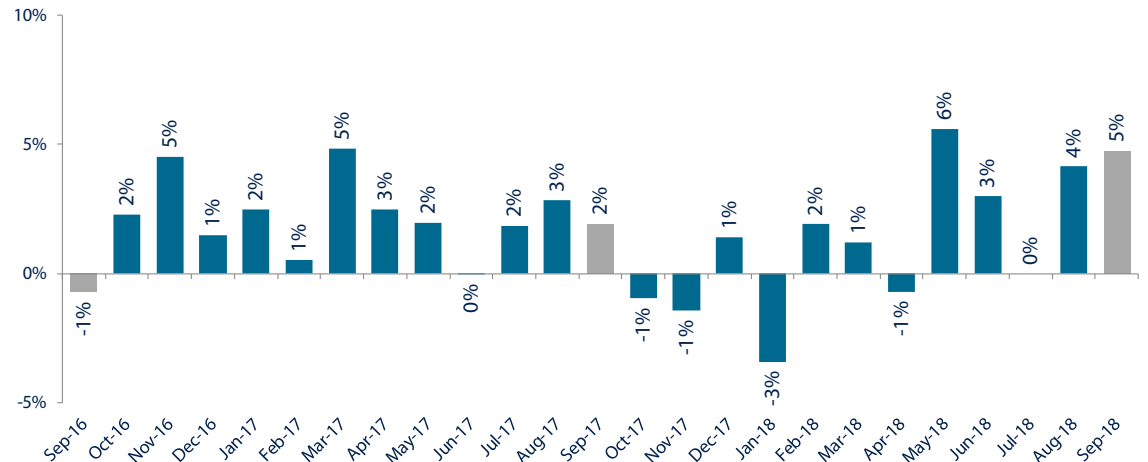
Median Sales Price



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



Median Sale Price
Percent Change Year/Year



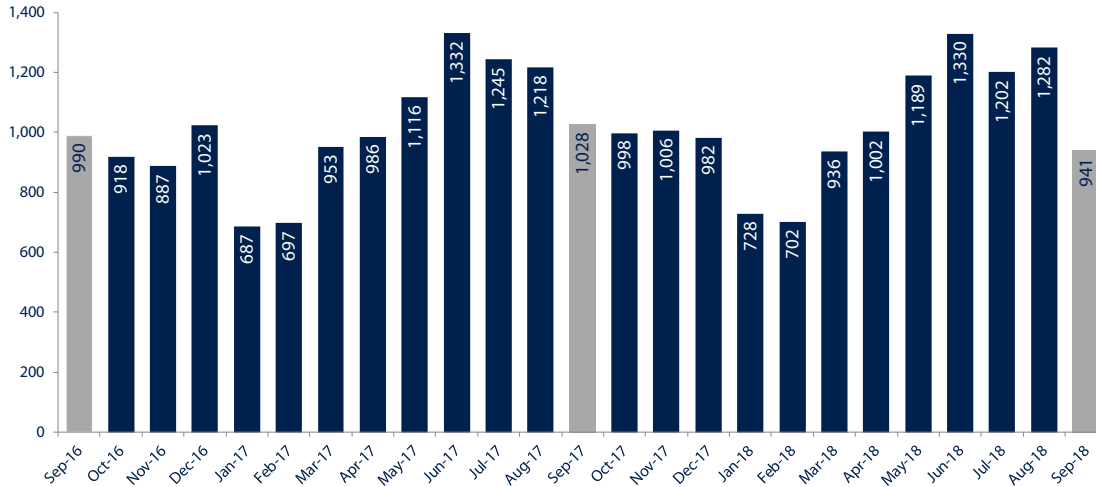
Highlights

- This September, the median sale price was \$220,000, an increase of 5% compared to last year.
- The current median sale price was 2% lower than in August.

Long & Foster Market Conditions Report

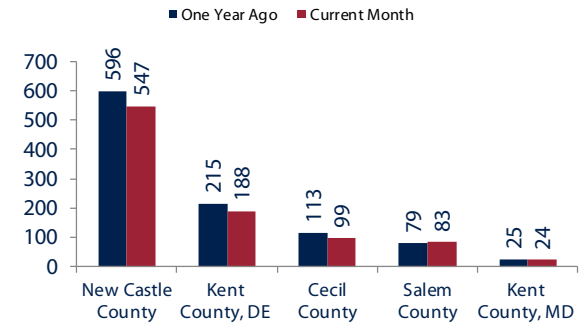
Wilmington, DE Area - September 2018

Total Units Sold



Total Units Sold

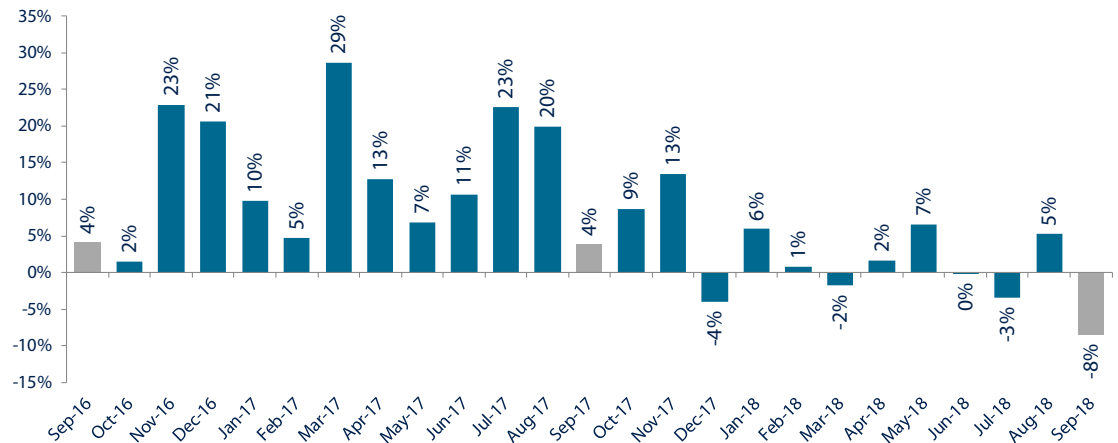
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- This month's total units sold was lower than at this time last year, a decrease of 8% versus September 2017.
- There was a decrease of 27% in total units sold in September compared to August.

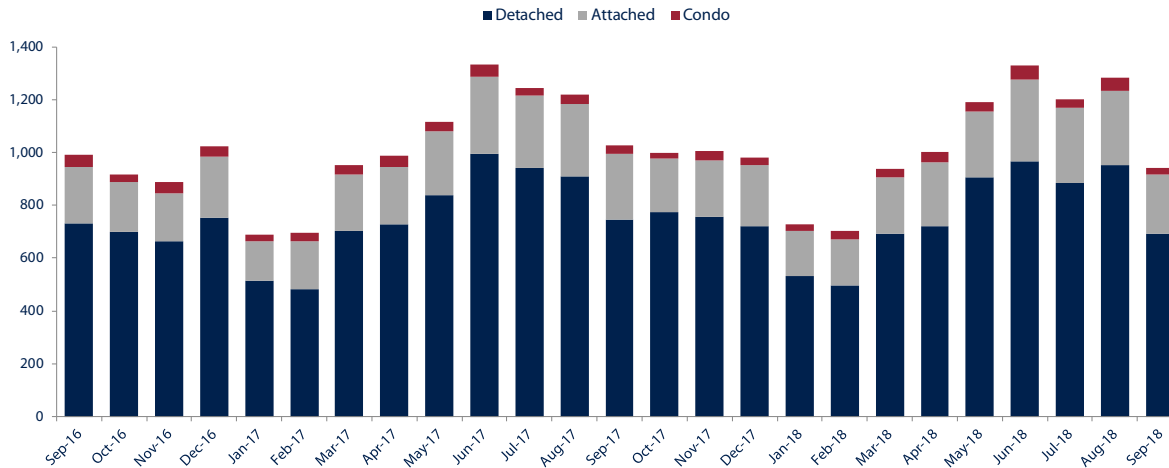
Total Units Sold
Percent Change Year/Year



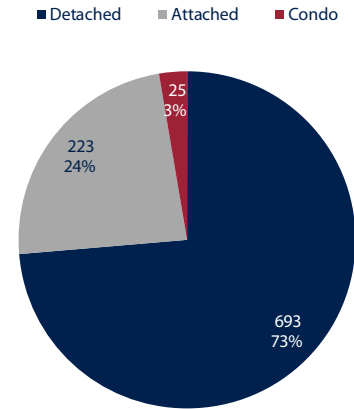
Long & Foster Market Conditions Report

Wilmington, DE Area - September 2018

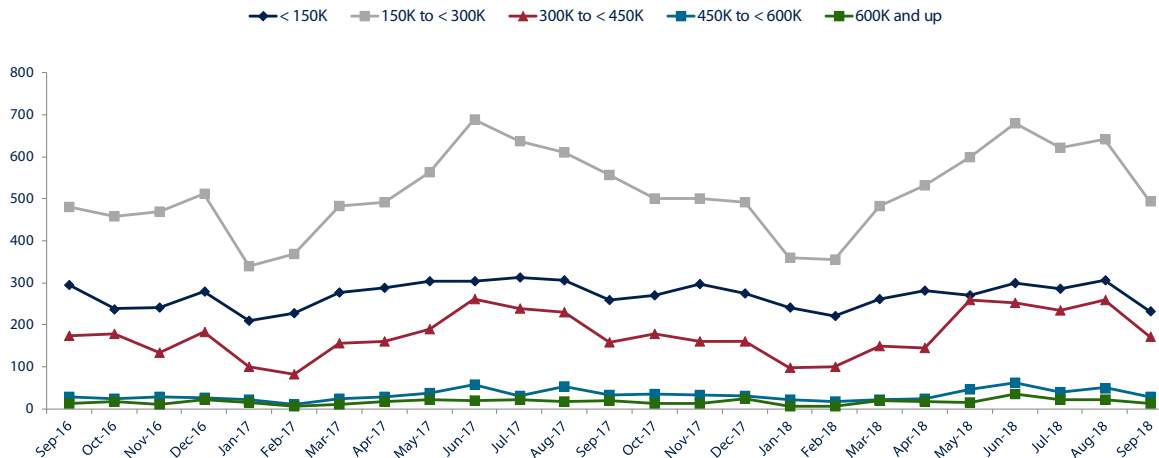
Total Units Sold by Type



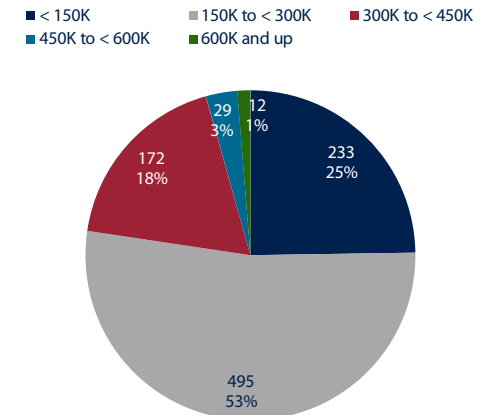
Total Units Sold by Type Current Month



Total Units Sold by Price Range



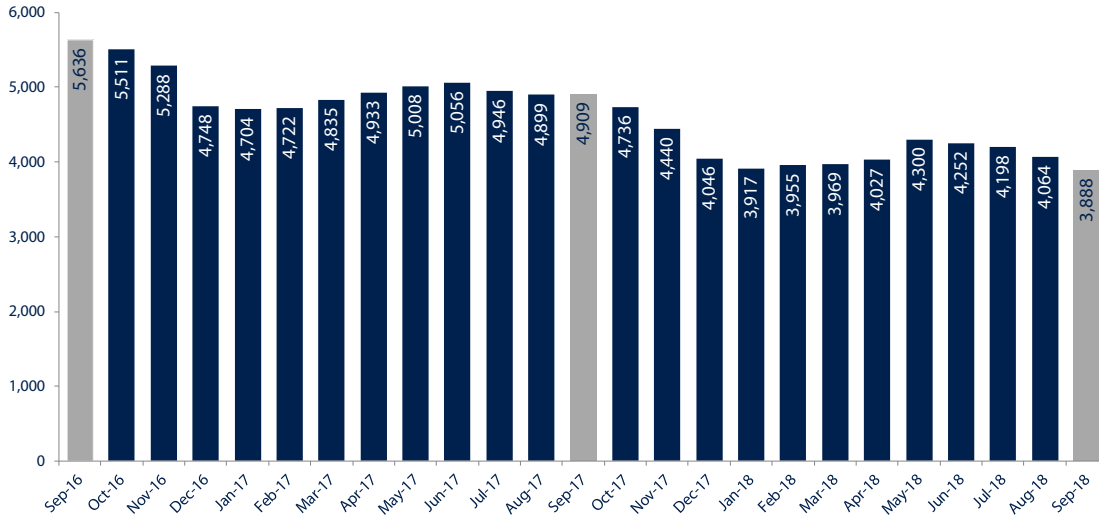
Total Units Sold by Price Range Current Month



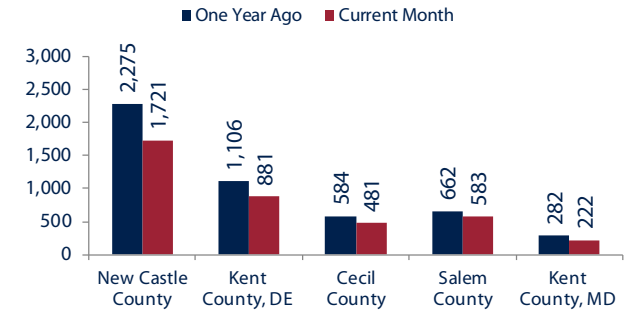
Long & Foster Market Conditions Report

Wilmington, DE Area - September 2018

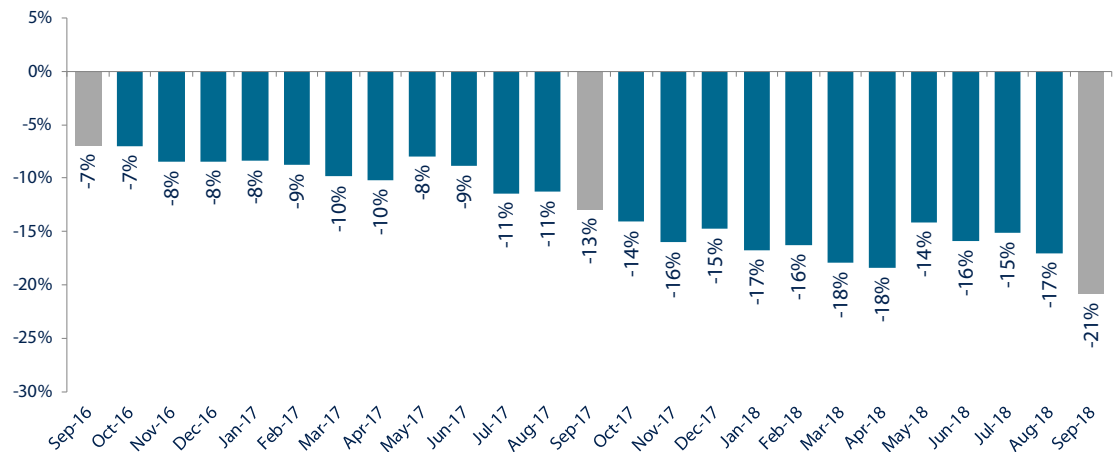
Total Active Inventory



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



Total Active Inventory
Percent Change Year/Year



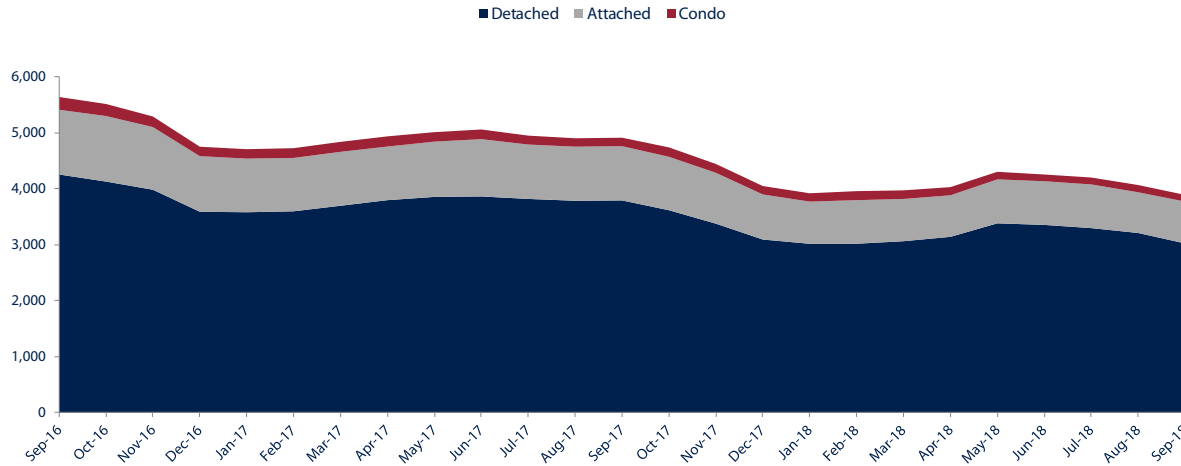
Highlights

- September's total active inventory of 3,888 units was 4% lower than the previous month's supply of inventory.
- Versus last September, the total number of homes available was lower by 1,021 units or 21%.

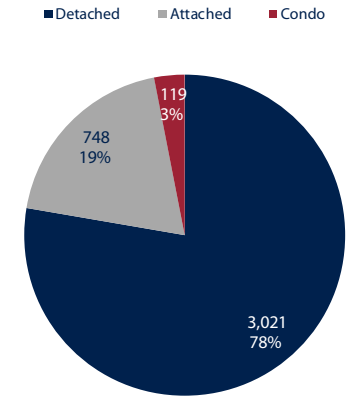
Long & Foster Market Conditions Report

Wilmington, DE Area - September 2018

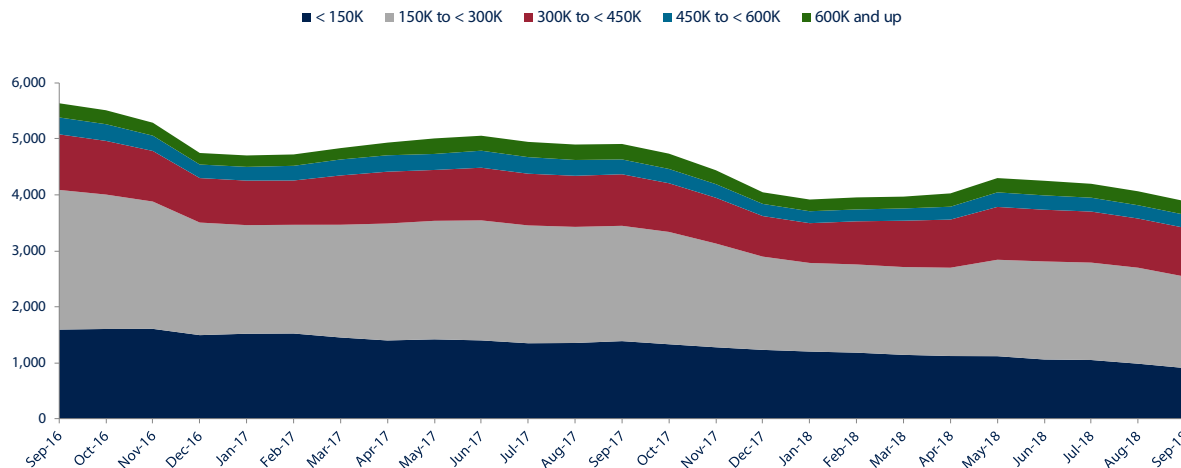
Total Active Inventory by Type



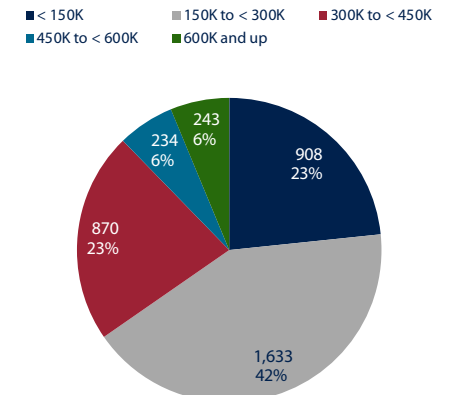
**Total Active Inventory by Type
Current Month**



Total Active Inventory by Price Range



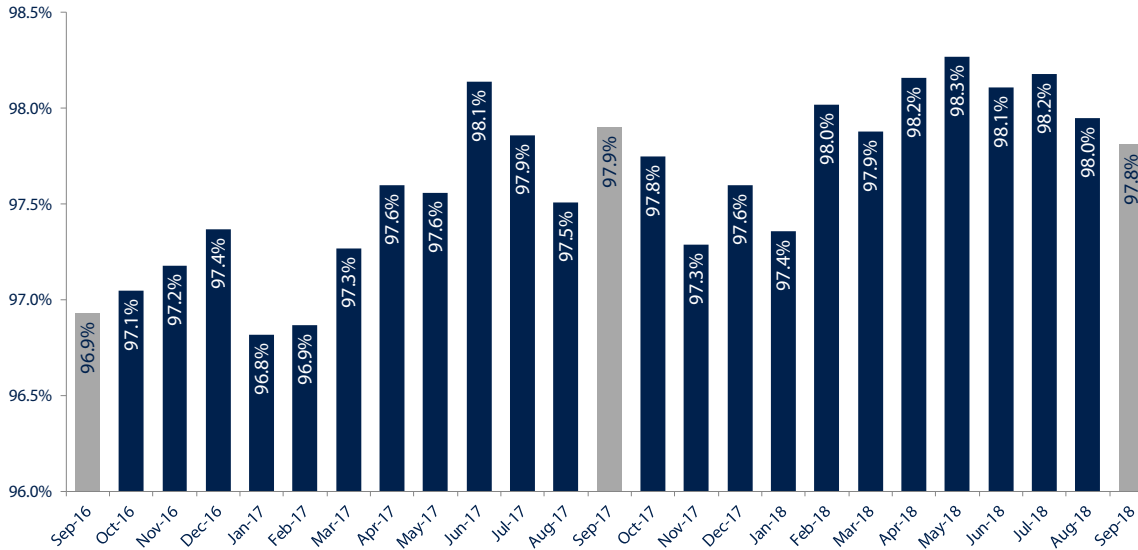
**Total Active Inventory by Price Range
Current Month**



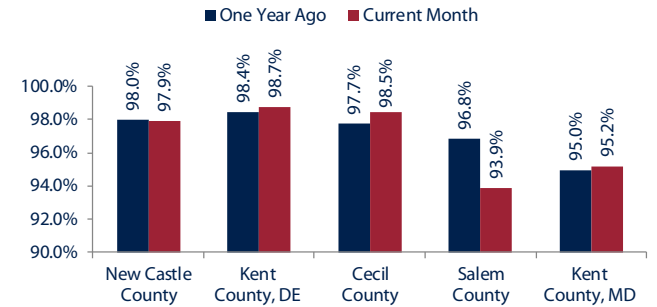
Long & Foster Market Conditions Report

Wilmington, DE Area - September 2018

Average Sale Price as a Percent of List Price



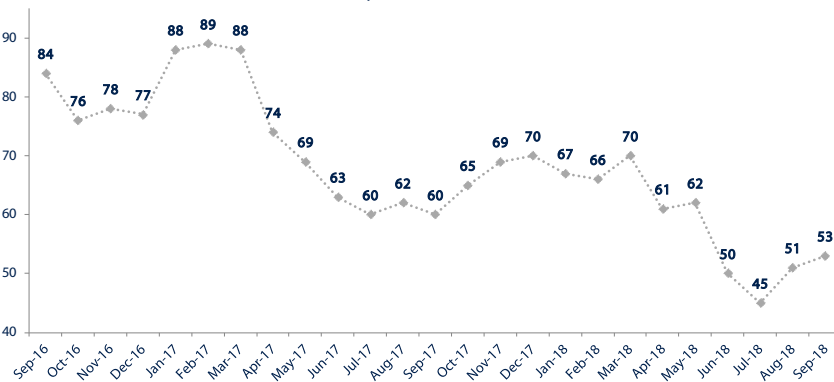
Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold



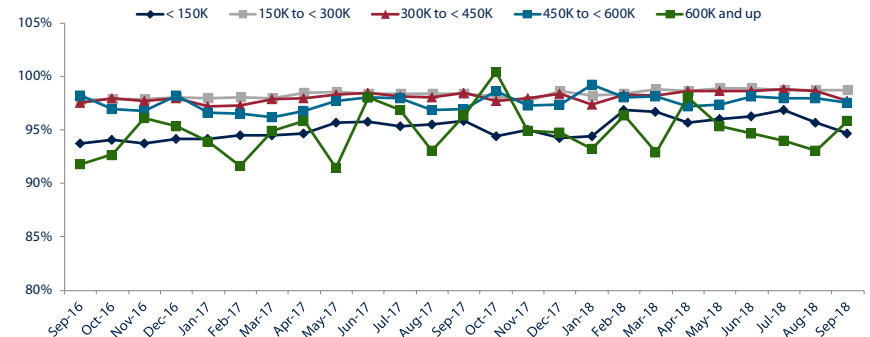
Days on Market	
Current Month	One Year Ago
53	60
Down -12% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
97.8%	97.9%
No Change Vs. Year Ago	

Days on Market



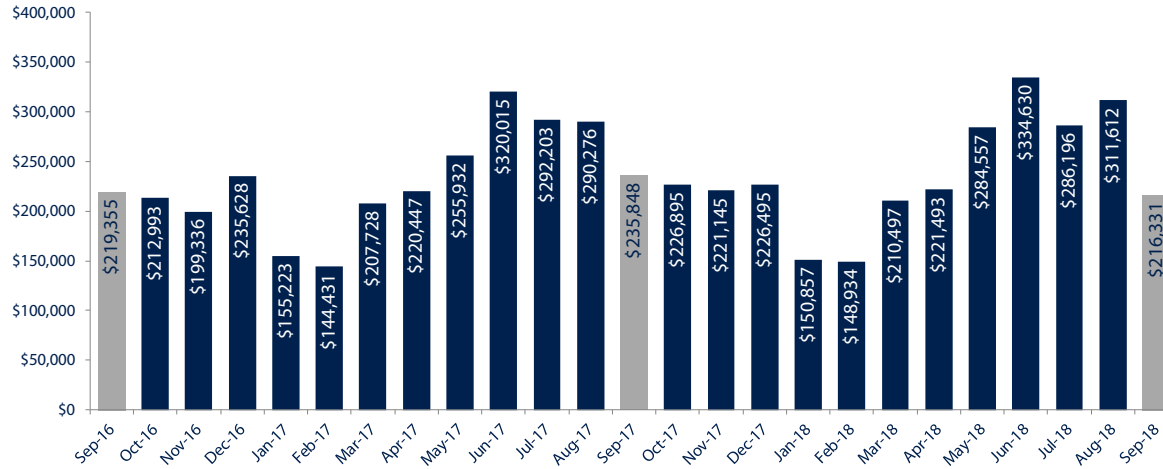
Average Sale Price as a Percent of List Price
by Price Range



Long & Foster Market Conditions Report

Wilmington, DE Area - September 2018

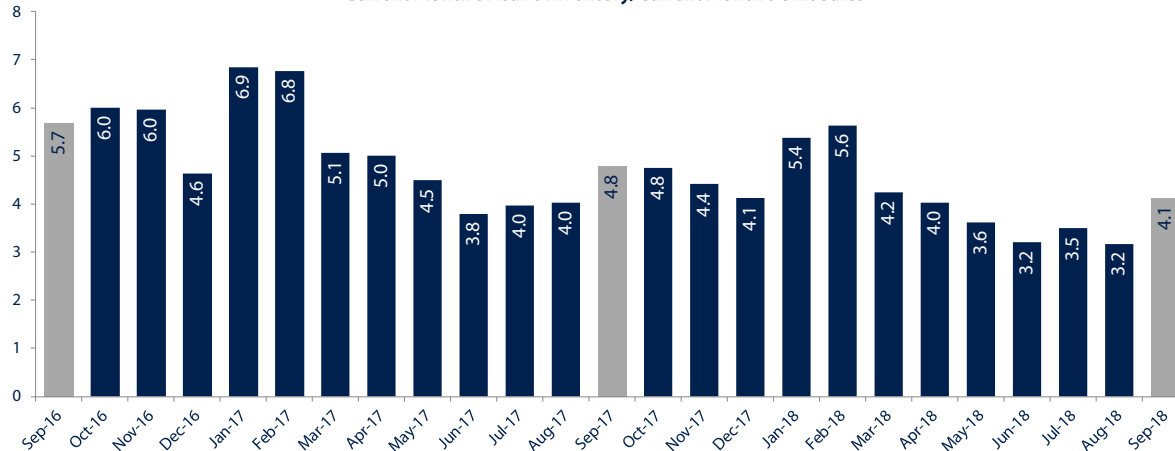
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this September was 8% less than the same month one year ago.
- In September, there was 4.1 months of supply available, compared to 4.8 in September 2017. That was a decrease of 14% versus a year ago.

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



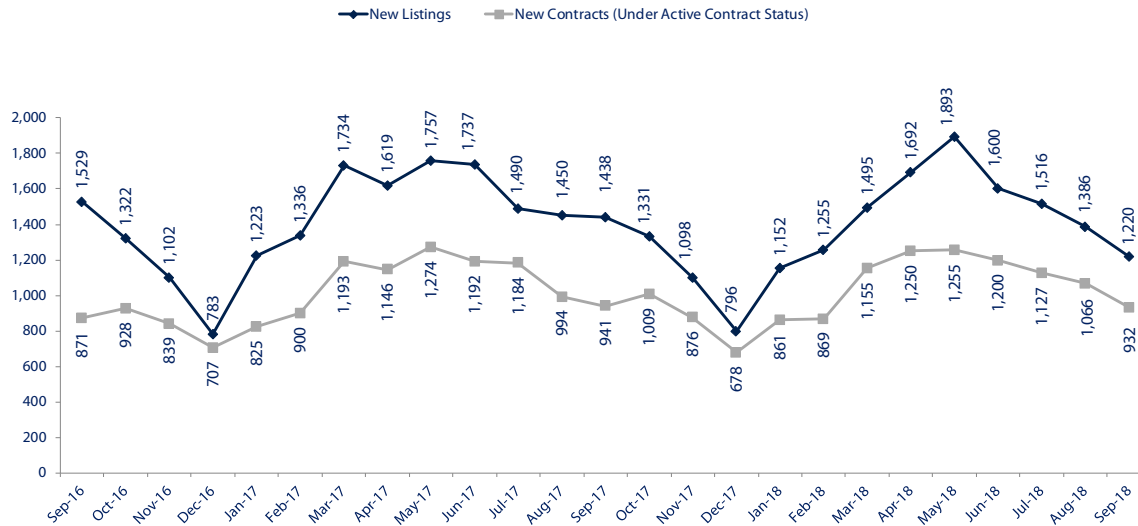
Total Dollar Volume Sold	
Current Month	One Year Ago
\$216,330,514	\$235,848,364
Down -8% Vs. Year Ago	

Months of Supply	
Current Month	One Year Ago
4.1	4.8
Down -14% Vs. Year Ago	

Long & Foster Market Conditions Report

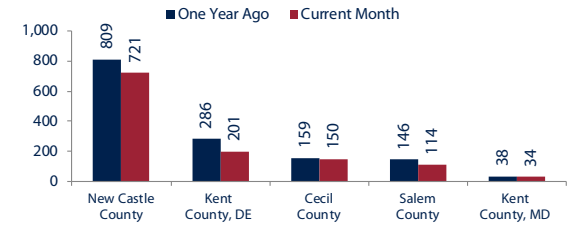
Wilmington, DE Area - September 2018

New Listings & New Contracts



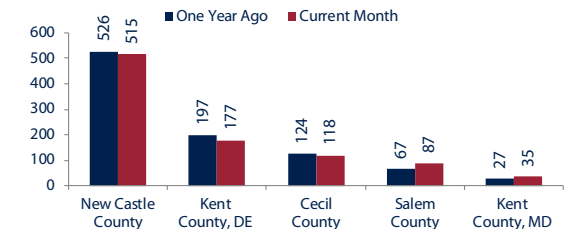
New Listings

Of Top Five Counties/Cities Based on Total Units Sold



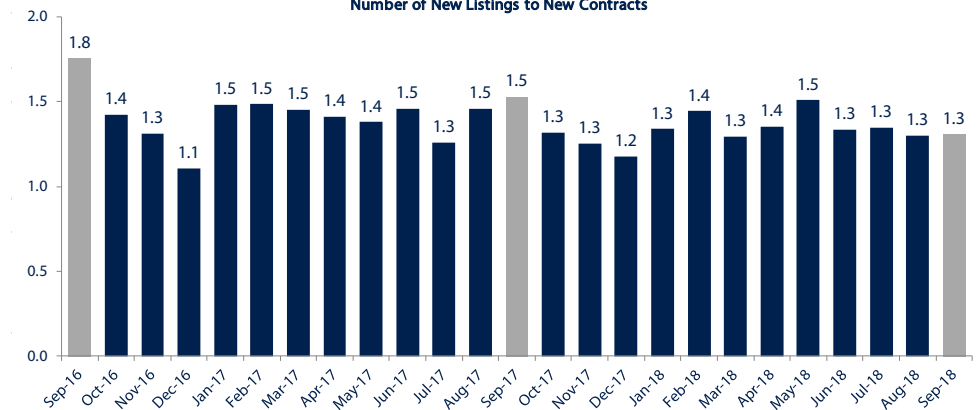
New Contracts

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
1,220	1,438
Down -15% Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
932	941
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 1.3, a decrease of 14% from September 2017.