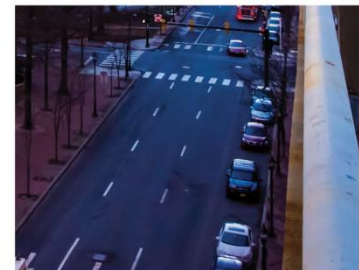
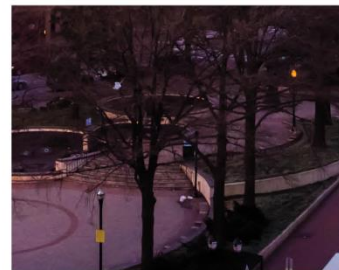


# Market Conditions Report

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

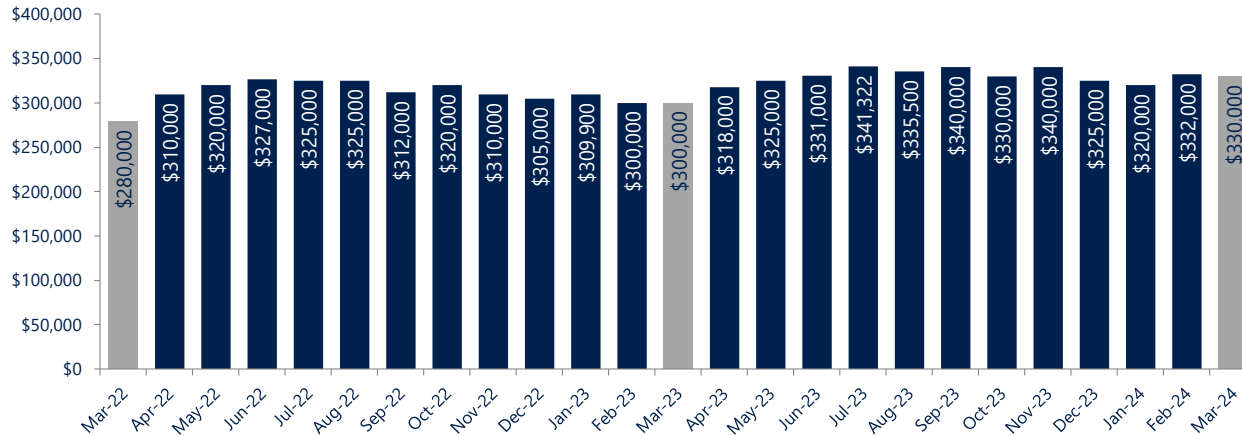
Forbes Global Properties | Leading Real Estate Companies of the World® | Luxury Portfolio International | Who's Who in Luxury Real Estate



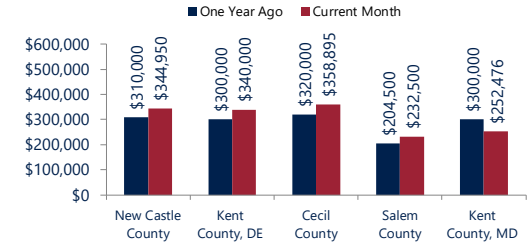
# Long & Foster Market Conditions Report

## Wilmington, DE Area - March 2024

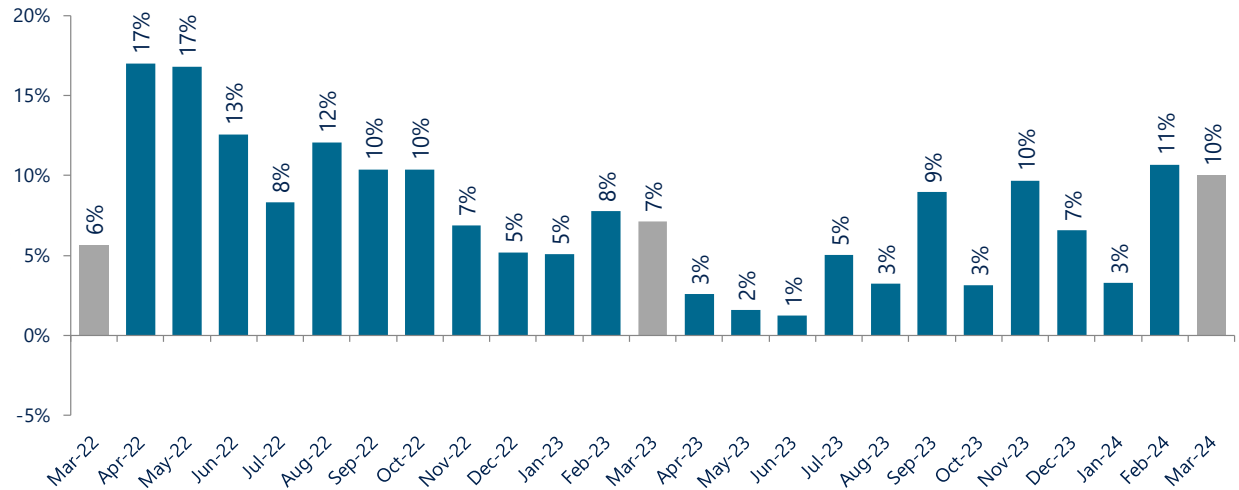
### Median Sales Price



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



### Median Sale Price Percent Change Year/Year



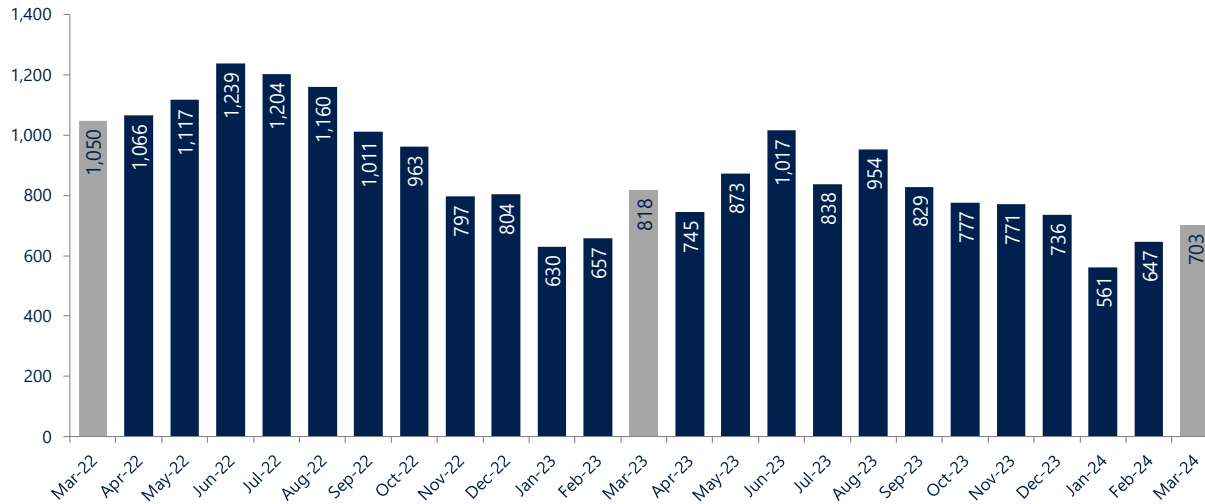
### Highlights

- 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

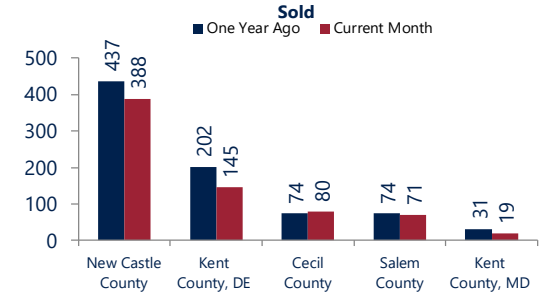
## Wilmington, DE Area - March 2024

### Total Units Sold



### Total Units Sold

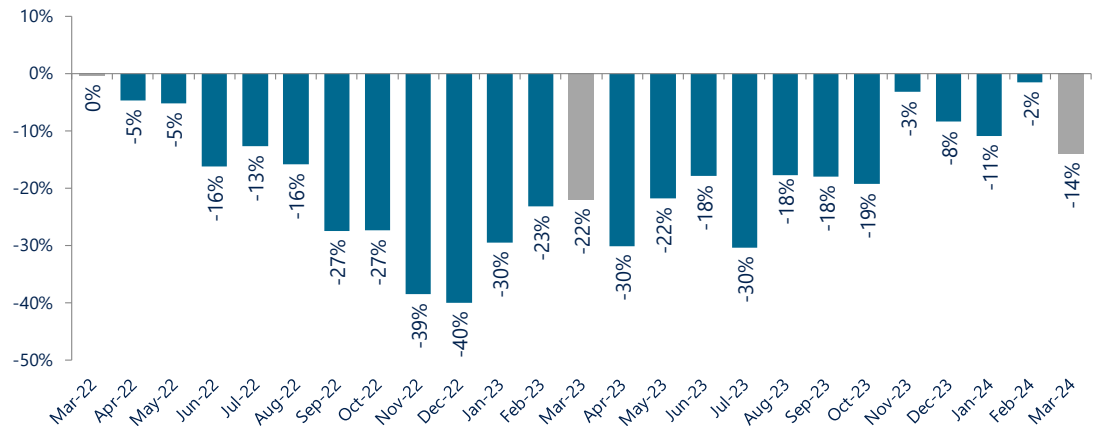
Of Top Five Counties/Cities Based on Total Units Sold



### 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.

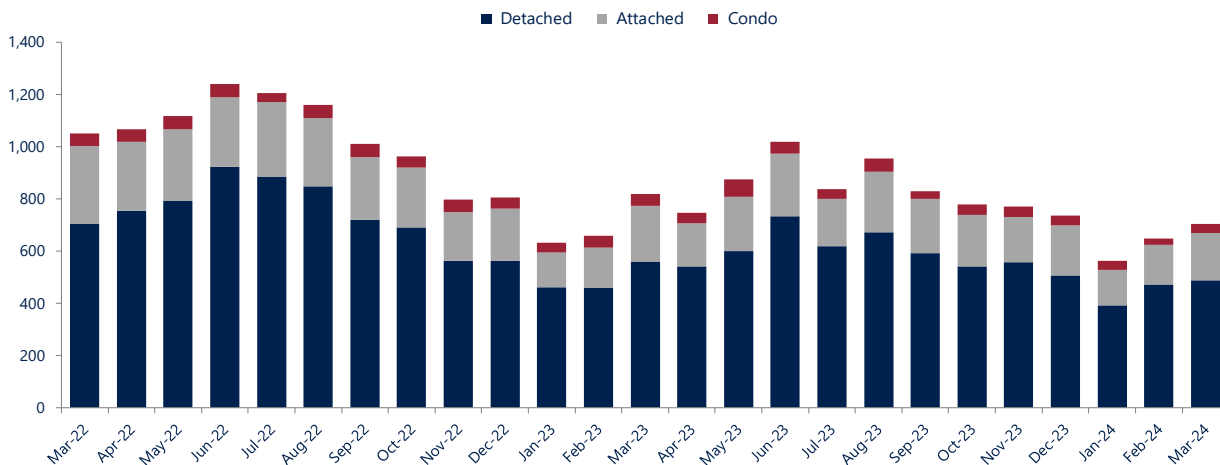
### Total Units Sold Percent Change Year/Year



# Long & Foster Market Conditions Report

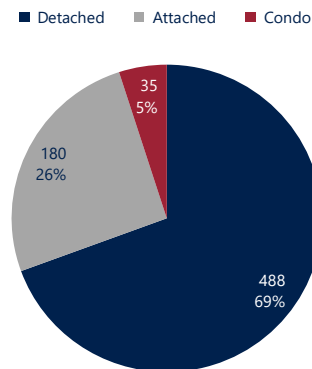
## Wilmington, DE Area - March 2024

**Total Units Sold by Type**

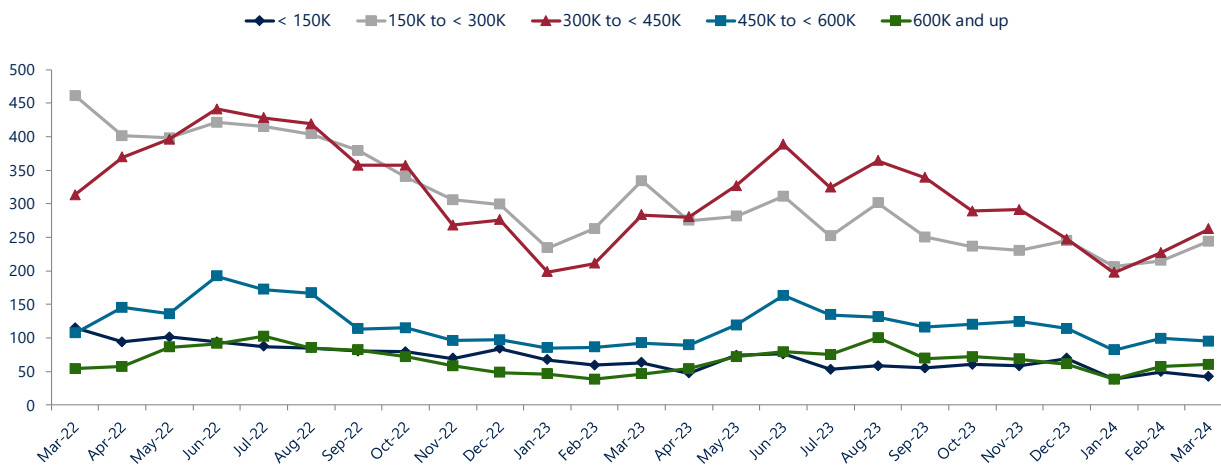


**Total Units Sold by Type**

Current Month

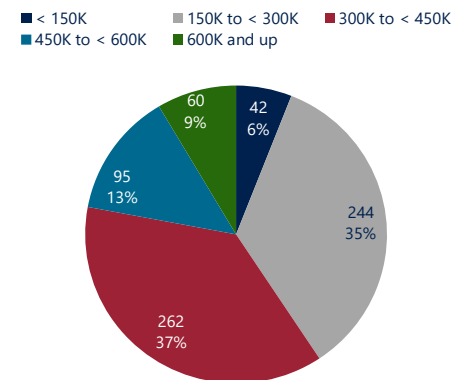


**Total Units Sold by Price Range**



**Total Units Sold by Price Range**

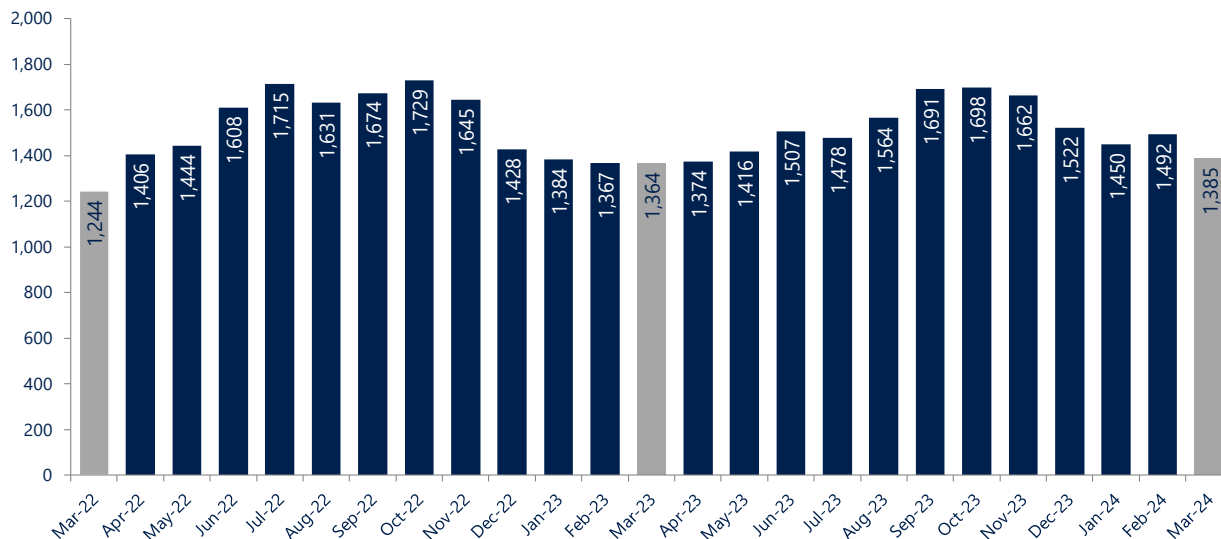
Current Month



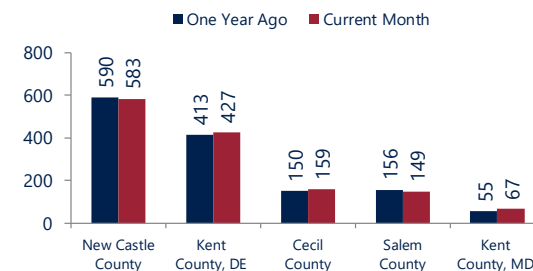
# Long & Foster Market Conditions Report

## Wilmington, DE Area - March 2024

### Total Active Inventory



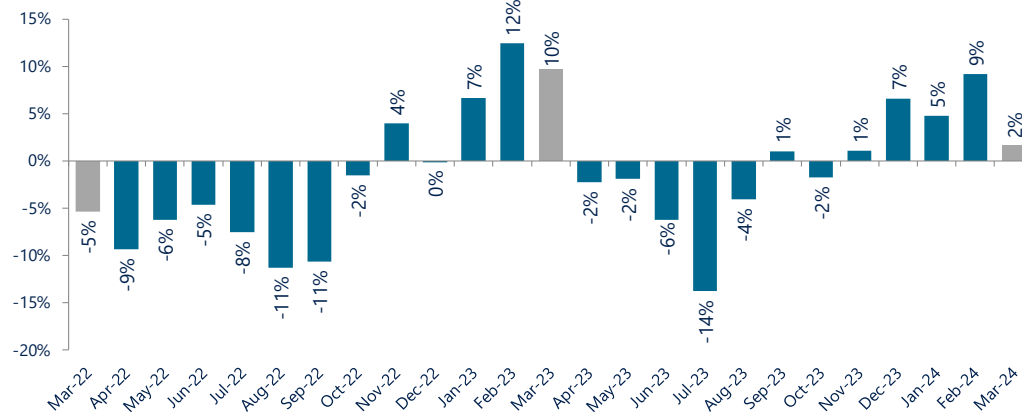
### Total Active Inventory Of Top Five Counties/Cities Based on Total Units Sold



### 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

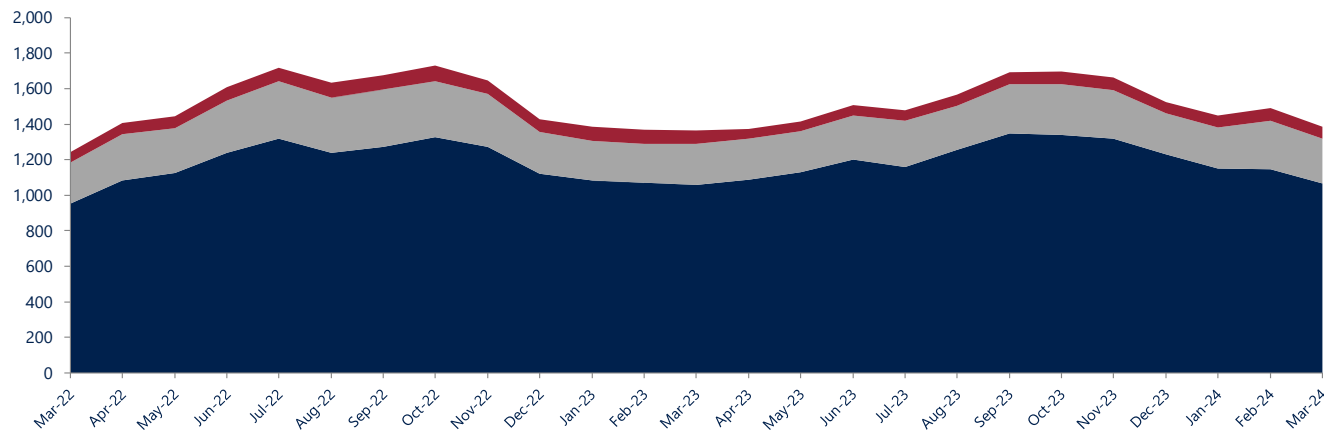


# Long & Foster Market Conditions Report

## Wilmington, DE Area - March 2024

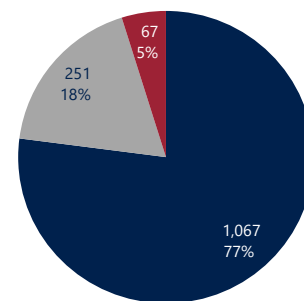
### Total Active Inventory by Type

■ Detached ■ Attached ■ Condo



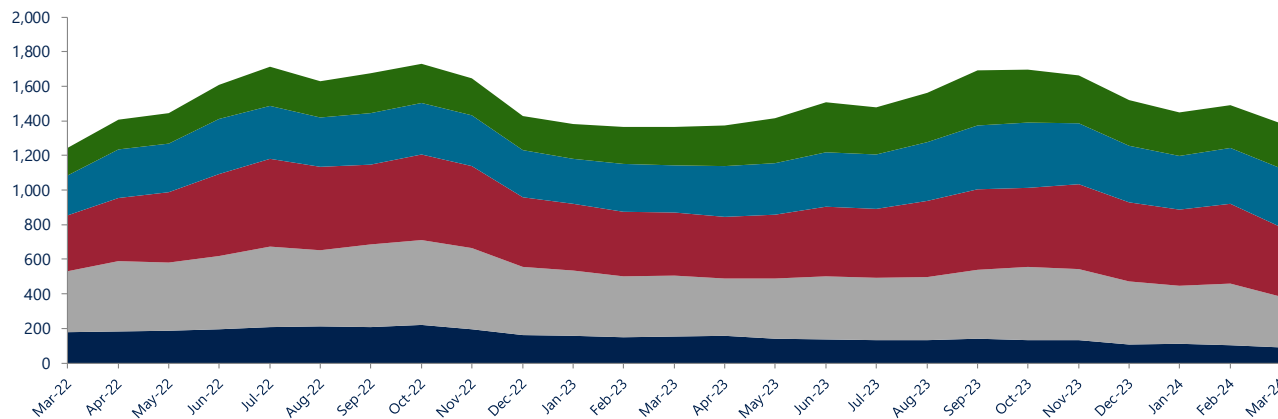
### Total Active Inventory by Type Current Month

■ Detached ■ Attached ■ Condo



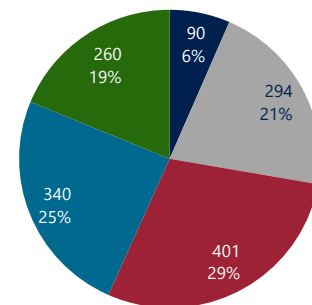
### Total Active Inventory by Price Range

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



### Total Active Inventory by Price Range Current Month

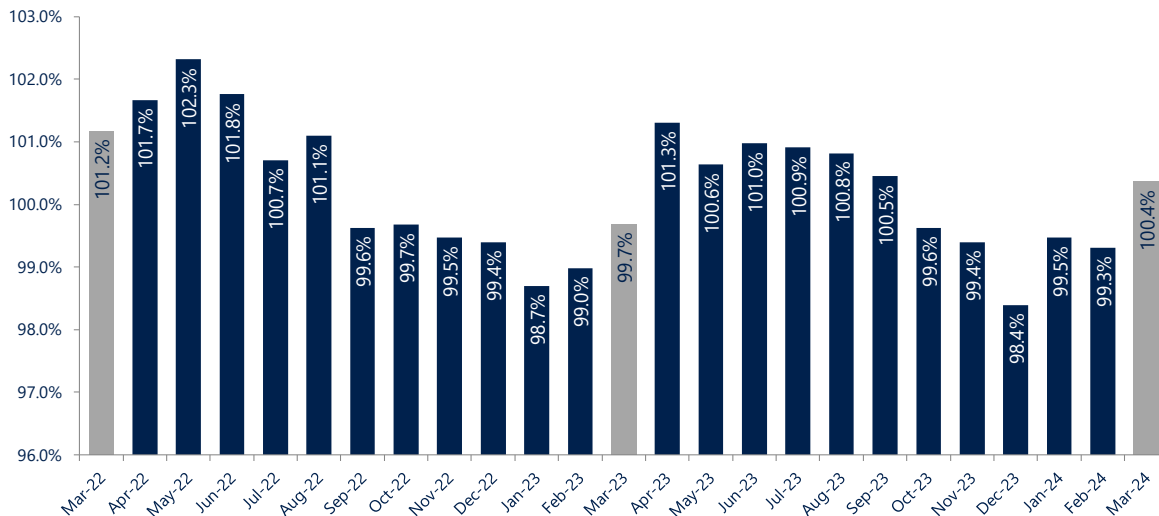
■ < 150K ■ 150K to < 300K ■ 300K to < 450K ■ 450K to < 600K ■ 600K and up



# Long & Foster Market Conditions Report

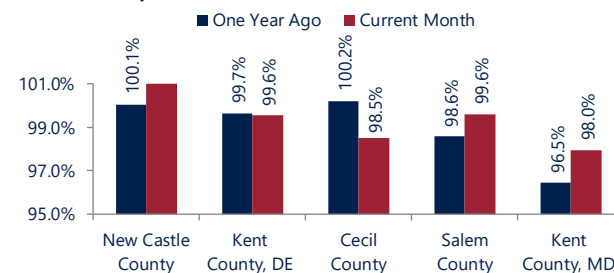
## Wilmington, DE Area - March 2024

### 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



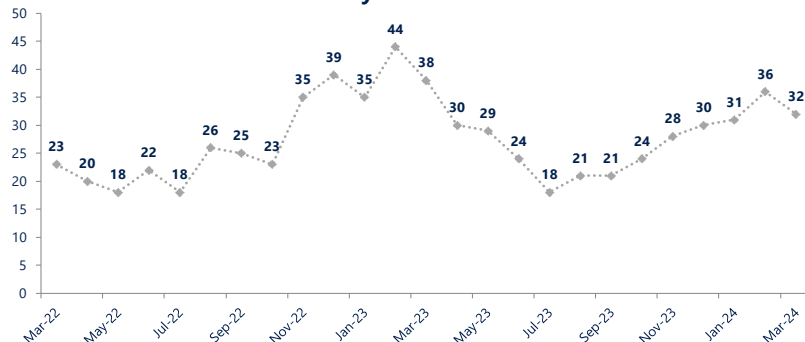
### Days on Market

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

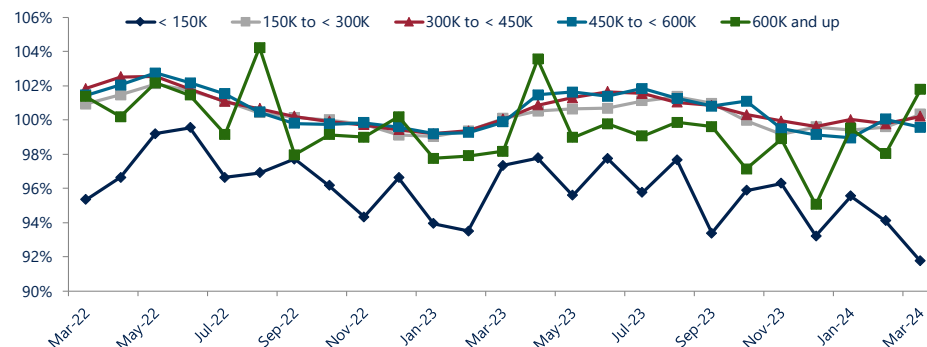
### Avg Sale Price as % of List Price

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

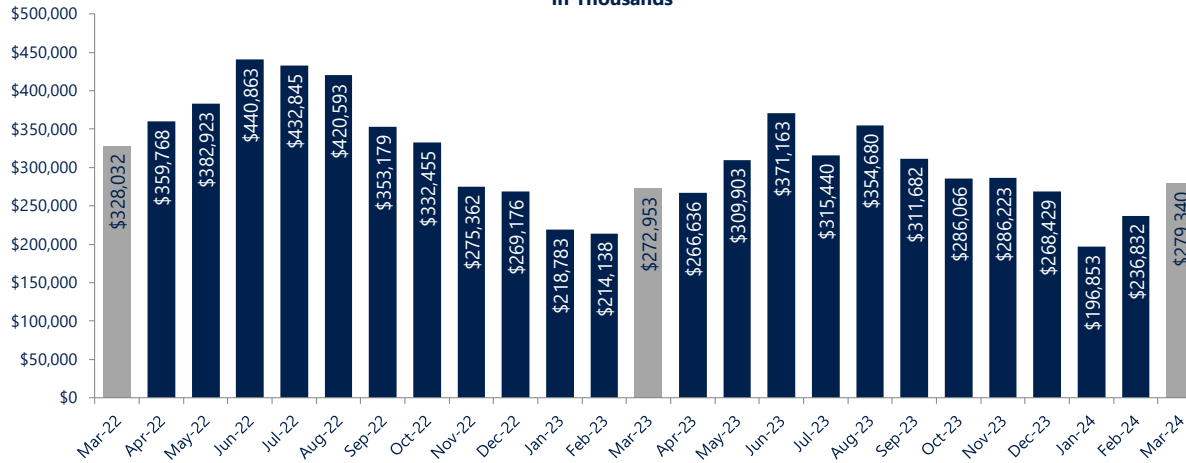




# Long & Foster Market Conditions Report

## Wilmington, DE Area - March 2024

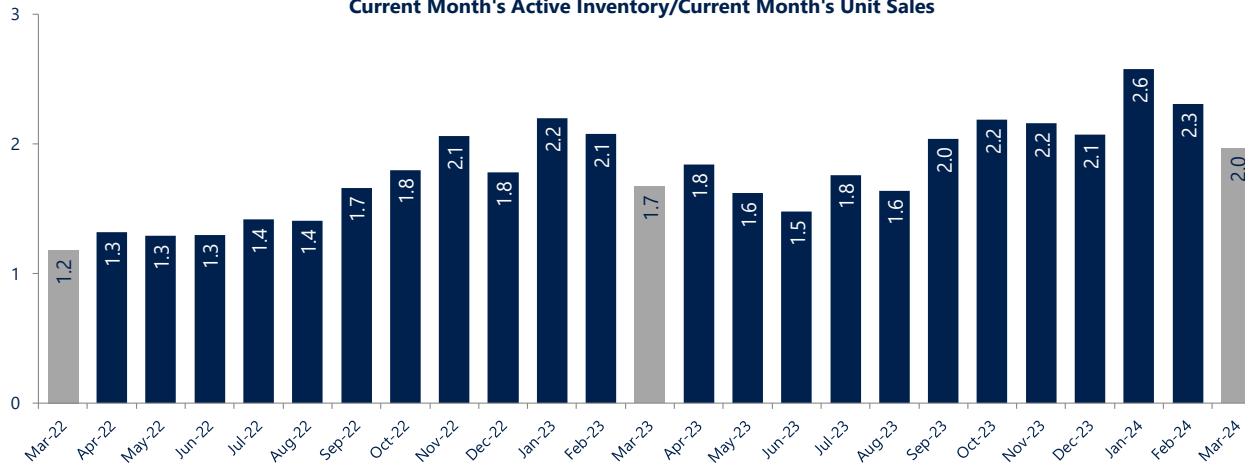
**Total Dollar Volume Sold**  
In Thousands



### 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	

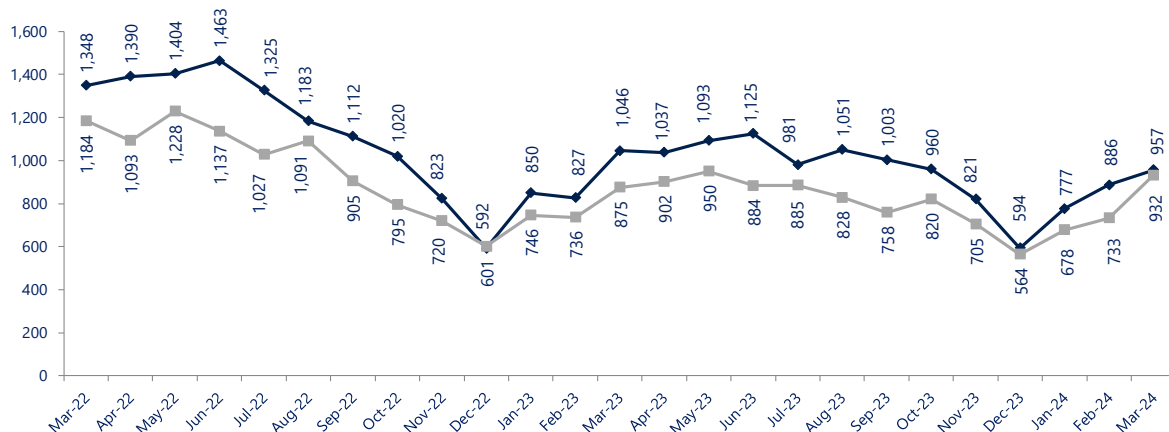


# Long & Foster Market Conditions Report

## Wilmington, DE Area - March 2024

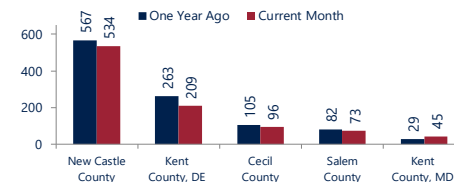
### New Listings & New Contracts

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



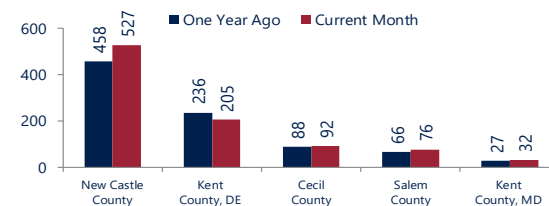
### New Listings

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

