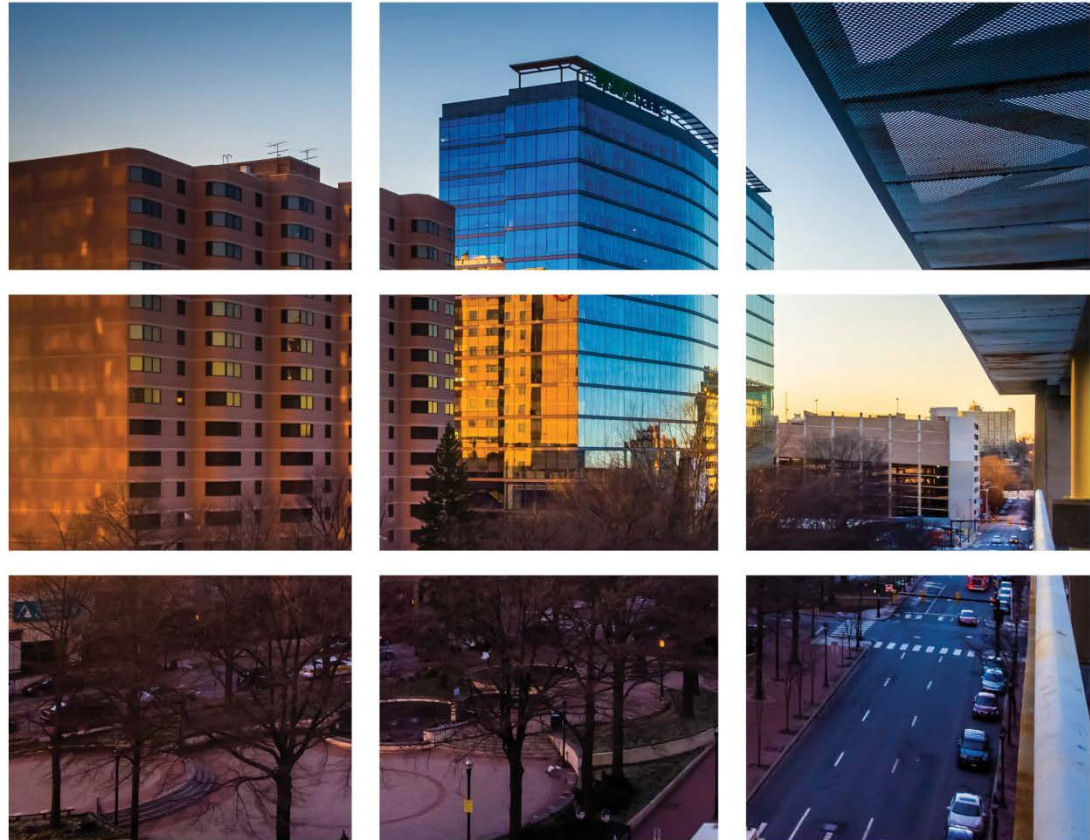


Market Conditions Report

Wilmington, DE Area

July 2018 | longandfoster.com



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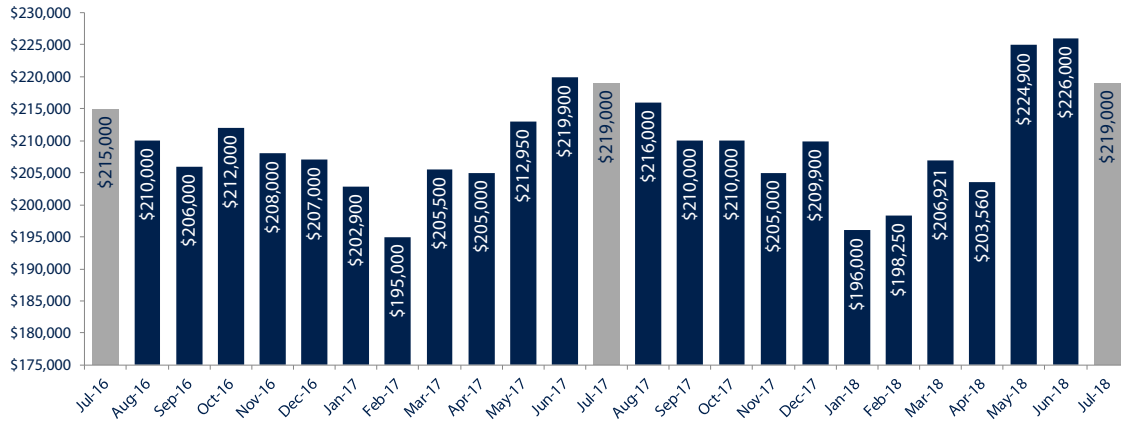
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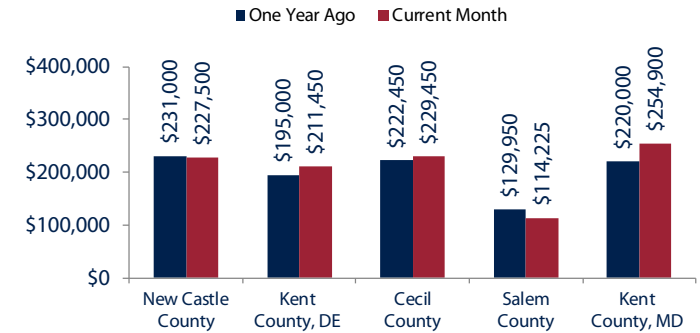
Long & Foster Market Conditions Report

Wilmington, DE Area - July 2018

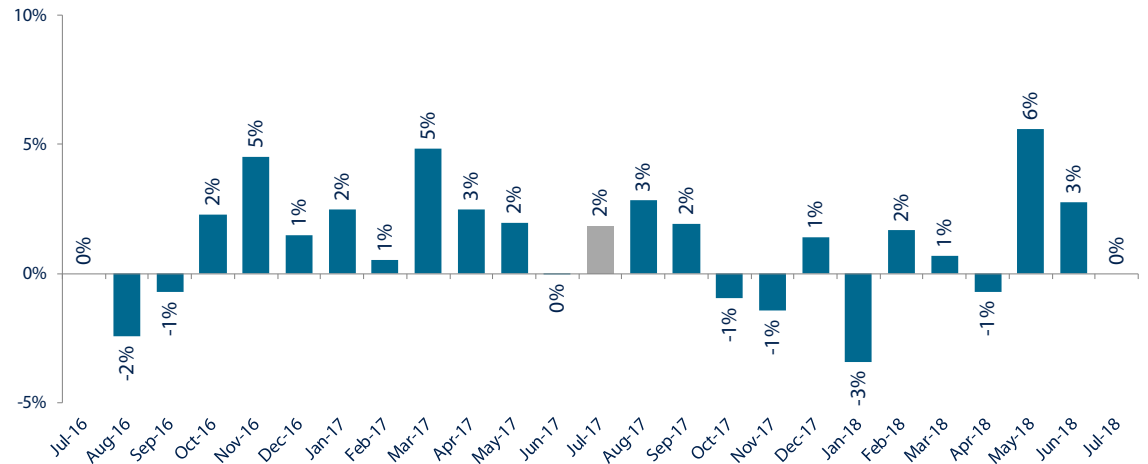
Median Sales Price



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



Median Sale Price
Percent Change Year/Year



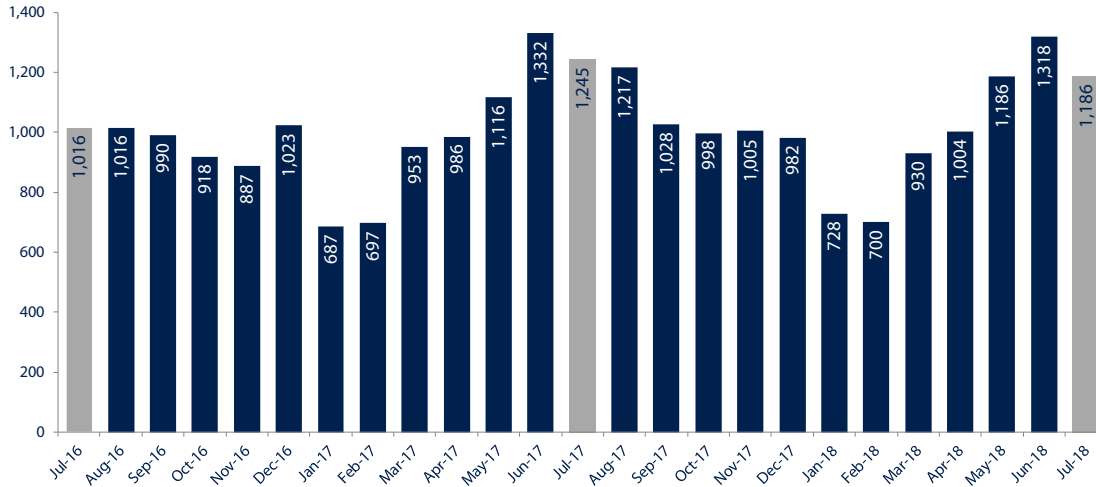
Highlights

- This July, the median sale price was \$219,000, which was similar to the median sale price of July 2017.
- The current median sale price was 3% lower than in June.

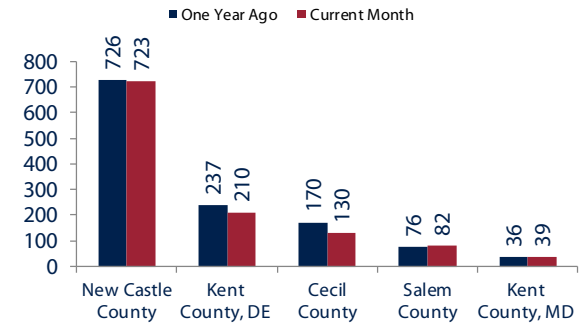
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Total Units Sold



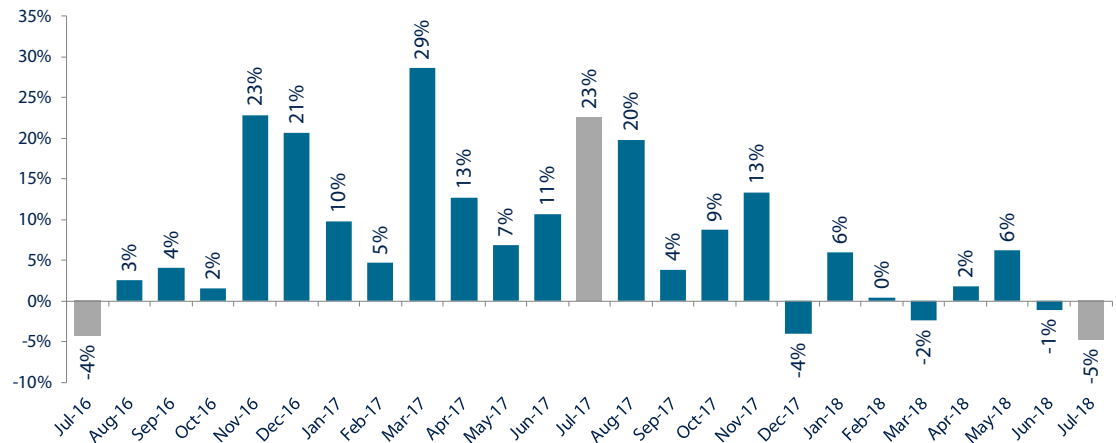
Total Units Sold
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- This month's total units sold was lower than at this time last year, a decrease of 5% versus July 2017.
- There was a decrease of 10% in total units sold in July compared to June.

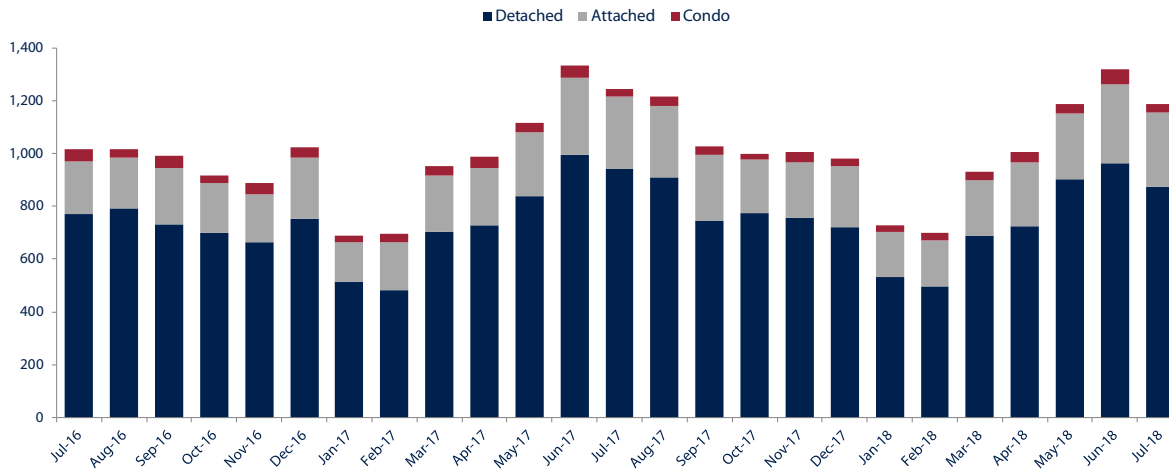
Total Units Sold
Percent Change Year/Year



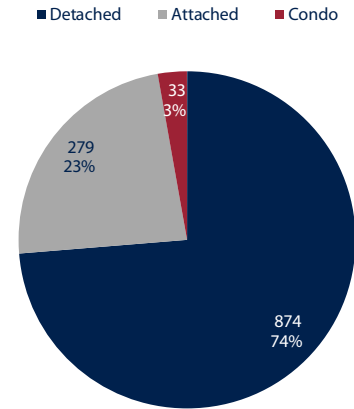
Long & Foster Market Conditions Report

Wilmington, DE Area - July 2018

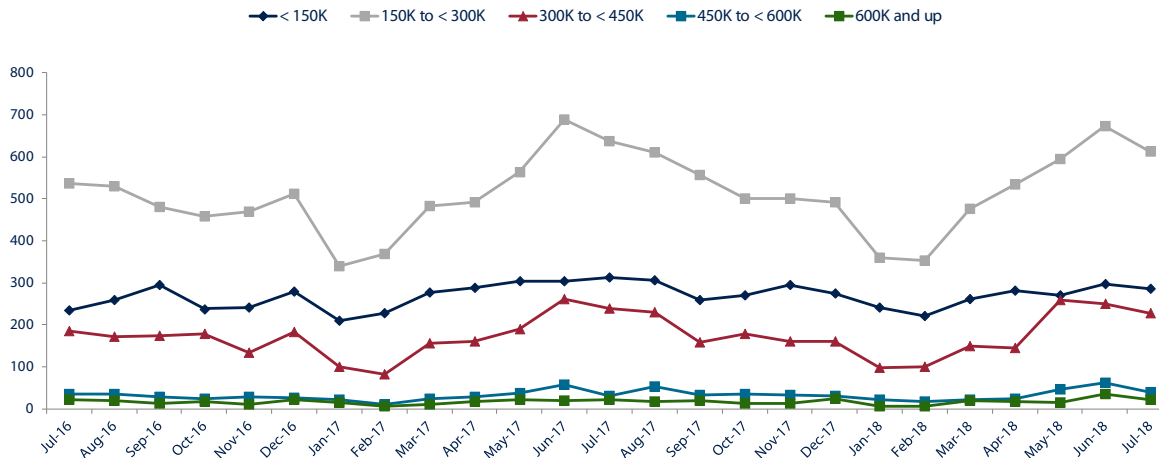
Total Units Sold by Type



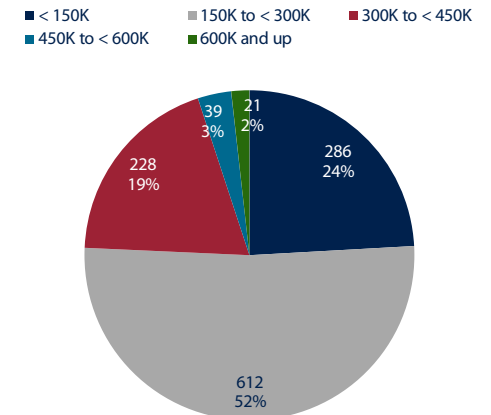
Total Units Sold by Type
Current Month



Total Units Sold by Price Range



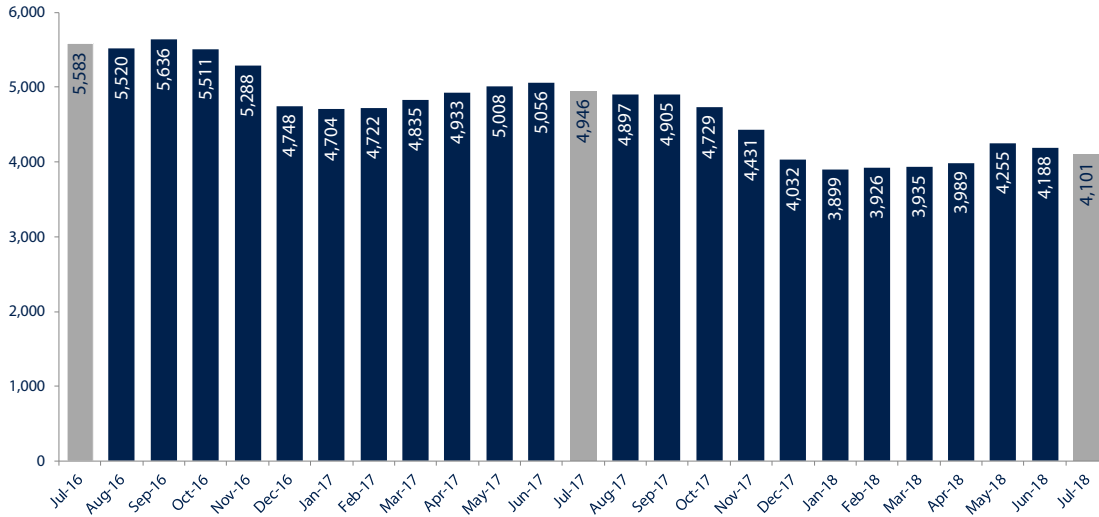
Total Units Sold by Price Range
Current Month



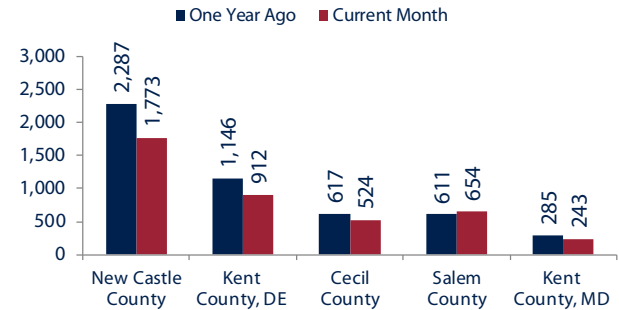
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Wilmington, DE Area - July 2018

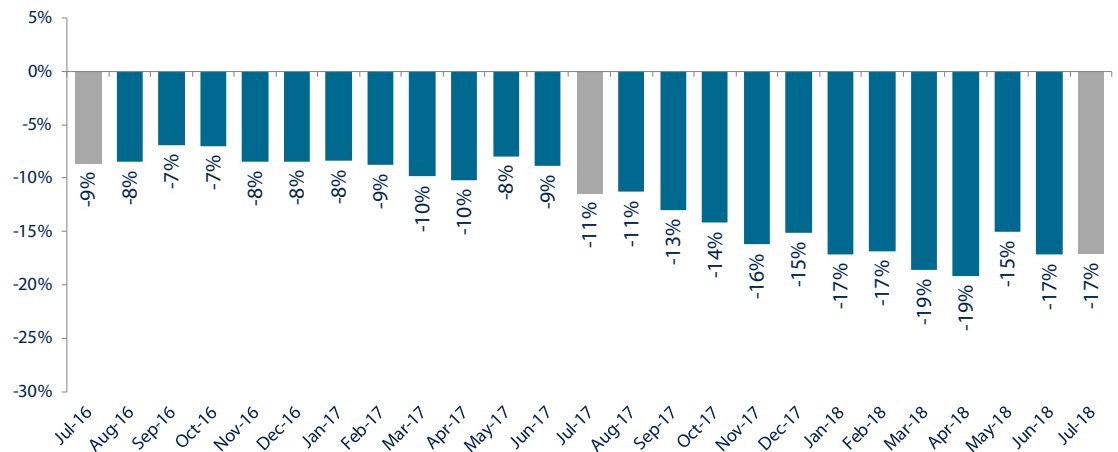
Total Active Inventory



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



Total Active Inventory
Percent Change Year/Year



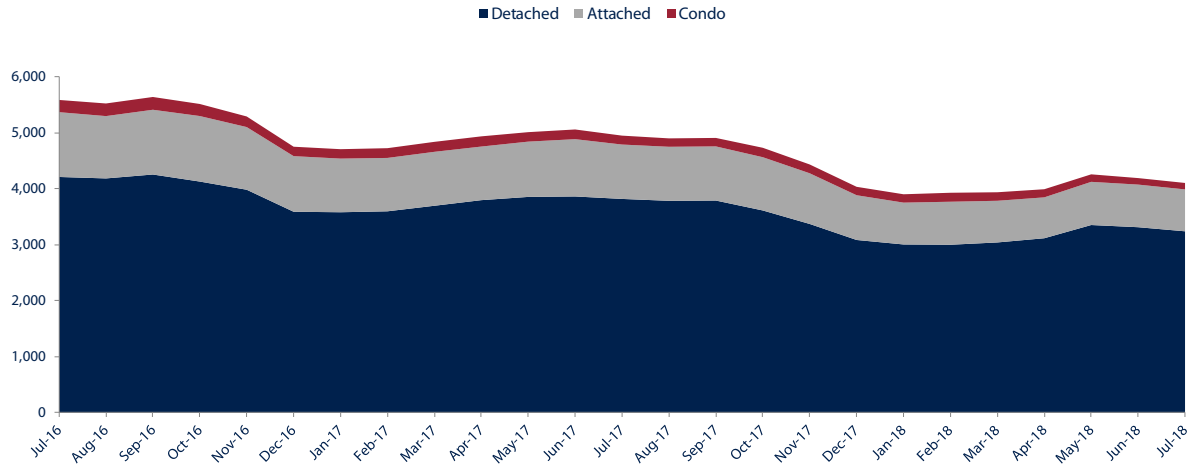
Highlights

- July's total active inventory of 4,101 units was 2% lower than the previous month's supply of inventory.
- Versus last July, the total number of homes available was lower by 845 units or 17%.

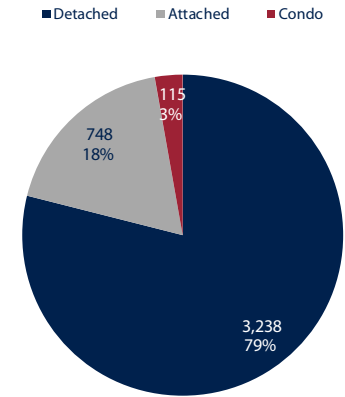
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Wilmington, DE Area - July 2018

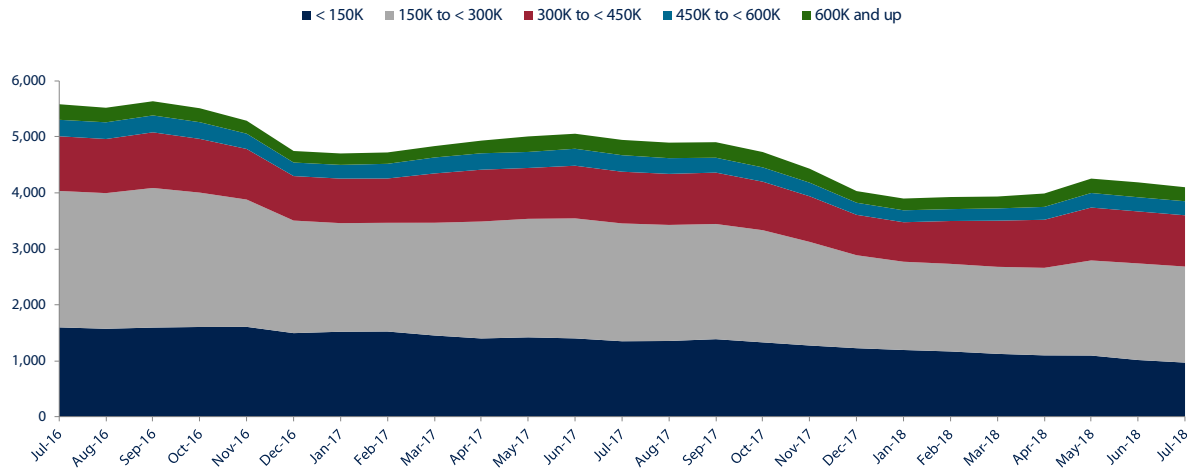
Total Active Inventory by Type



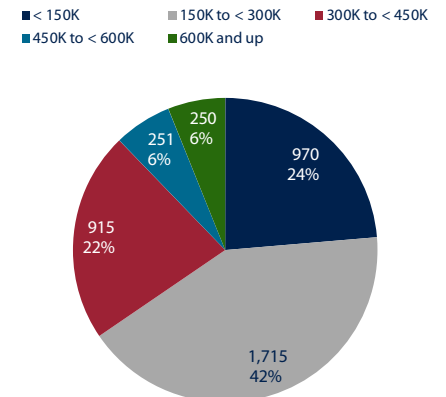
Total Active Inventory by Type Current Month



Total Active Inventory by Price Range



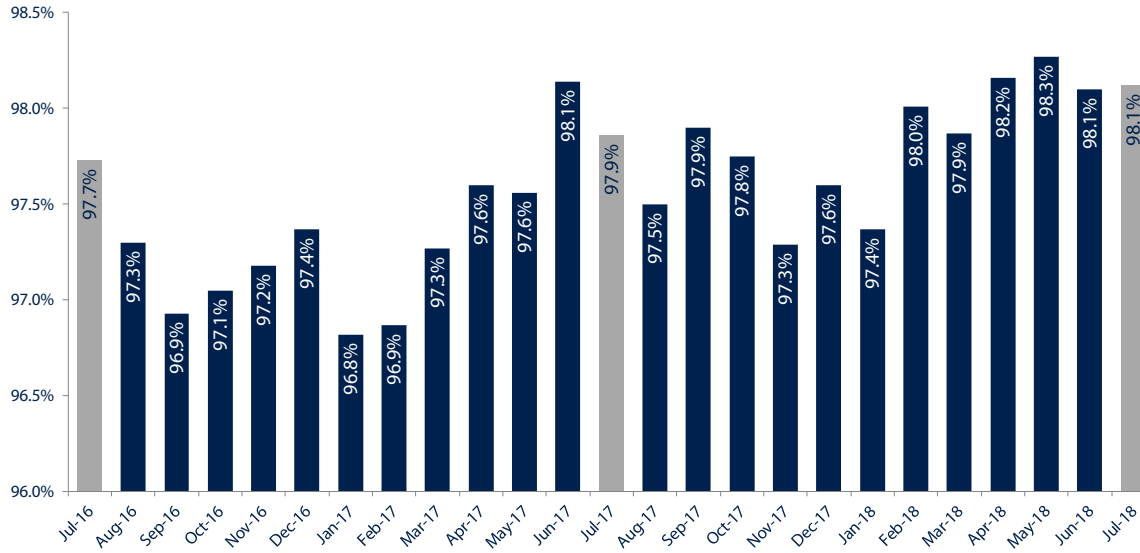
Total Active Inventory by Price Range Current Month



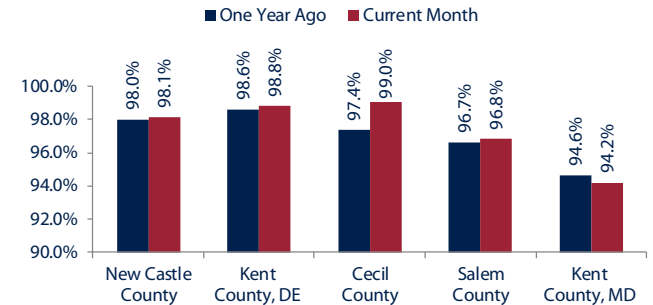
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Wilmington, DE Area - July 2018

Average Sale Price as a Percent of List Price



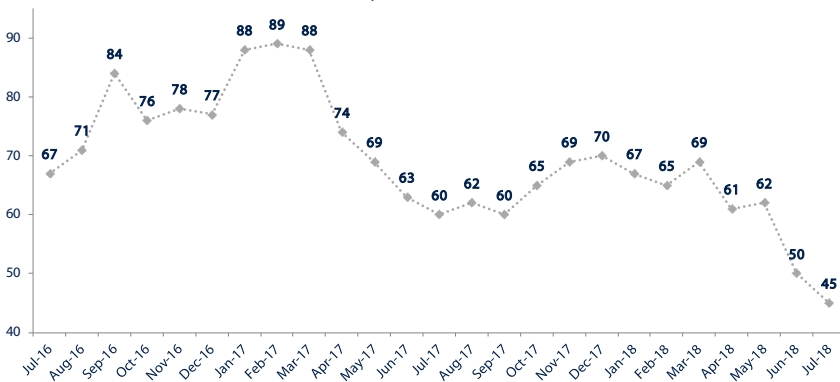
Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold



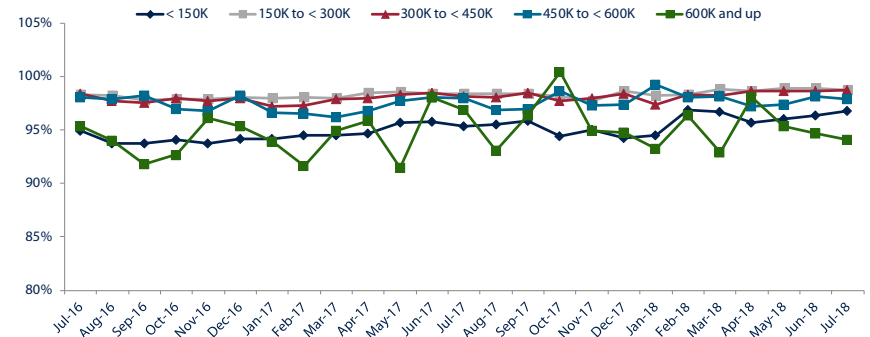
Days on Market	
Current Month	One Year Ago
45	60
Down -25% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
98.1%	97.9%
Up 0.3% Vs. Year Ago	

Days on Market



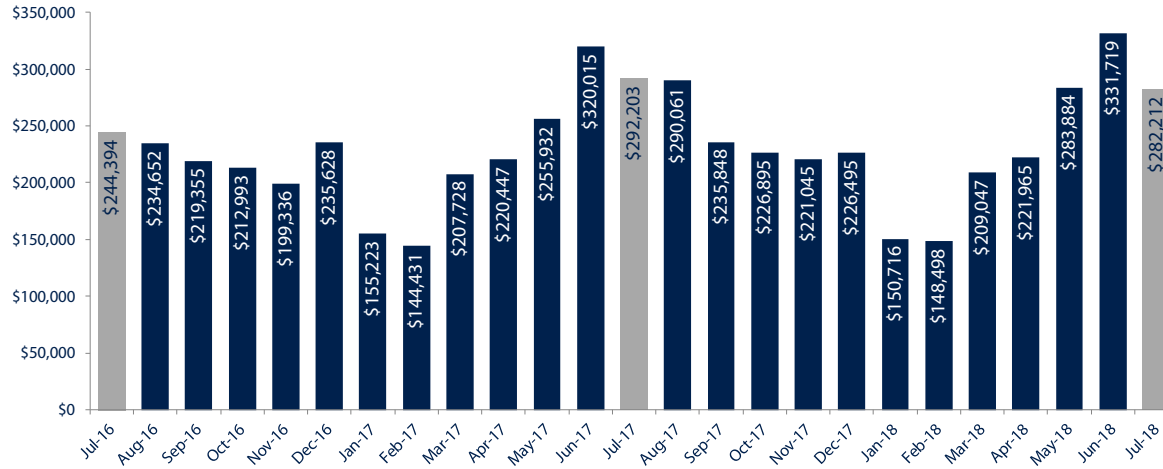
Average Sale Price as a Percent of List Price
by Price Range



Long & Foster Market Conditions Report

Wilmington, DE Area - July 2018

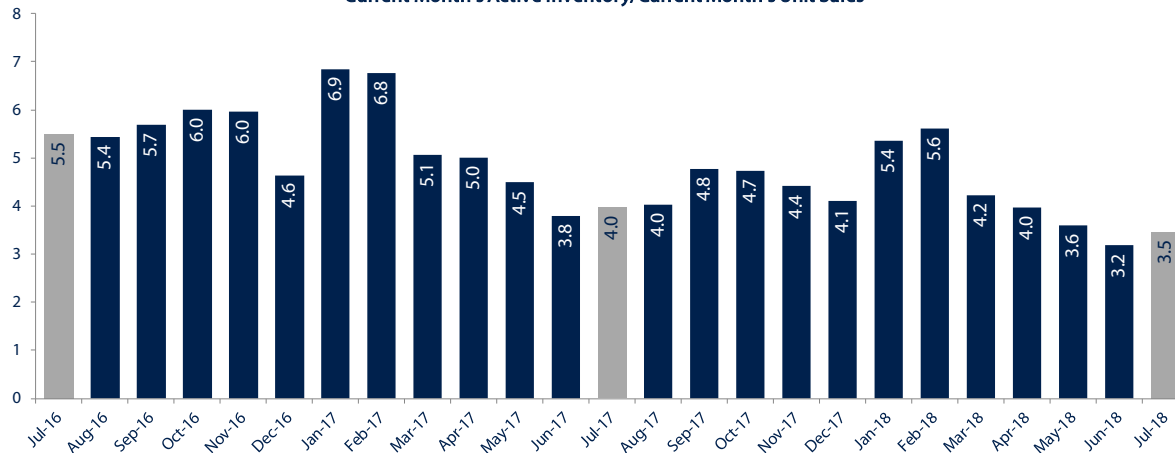
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this July was 3% less than the same month one year ago.
- In July, there was 3.5 months of supply available, compared to 4.0 in July 2017. That was a decrease of 13% versus a year ago.

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



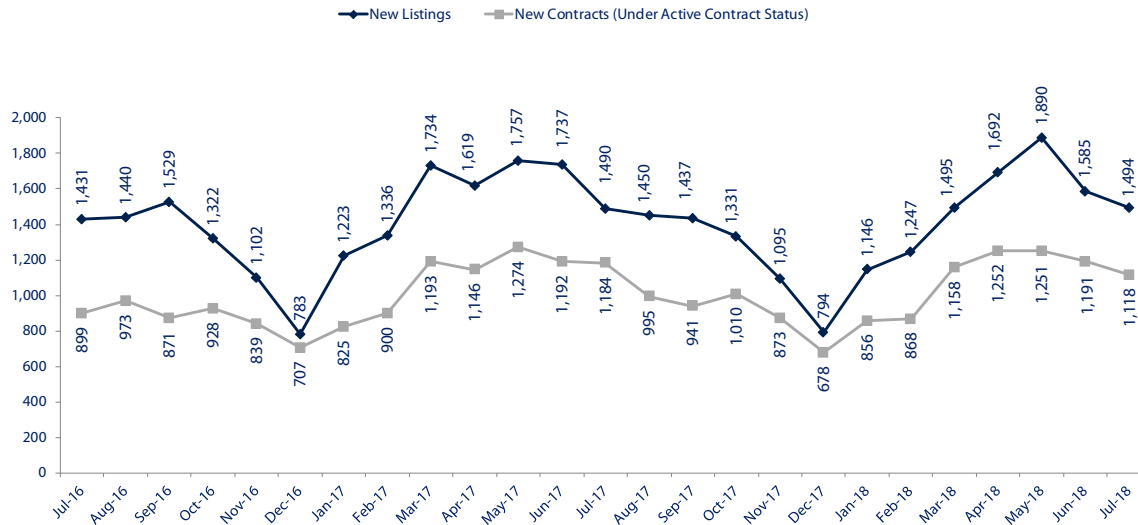
Total Dollar Volume Sold	
Current Month	One Year Ago
\$282,212,417	\$292,202,655
Down -3% Vs. Year Ago	

Months of Supply	
Current Month	One Year Ago
3.5	4.0
Down -13% Vs. Year Ago	

Long & Foster Market Conditions Report

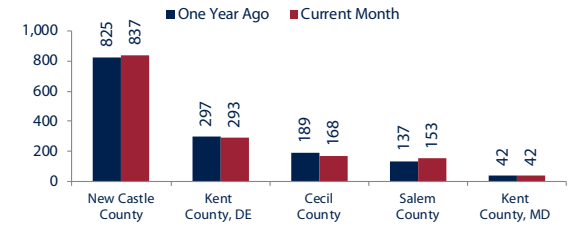
Wilmington, DE Area - July 2018

New Listings & New Contracts



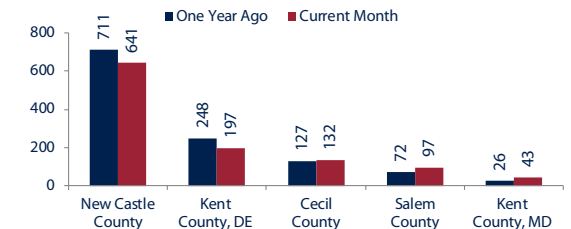
New Listings

Of Top Five Counties/Cities Based on Total Units Sold



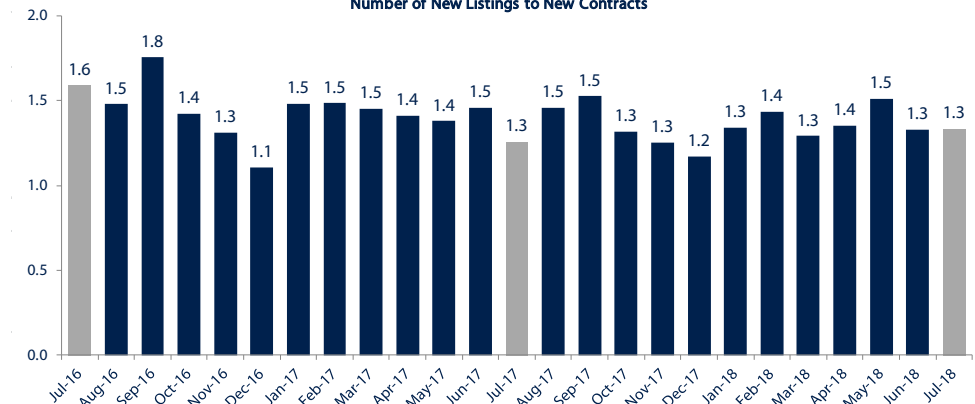
New Contracts

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
1,494	1,490
No Change Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
1,118	1,184
Down -6% 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, an increase of 6% from July 2017.