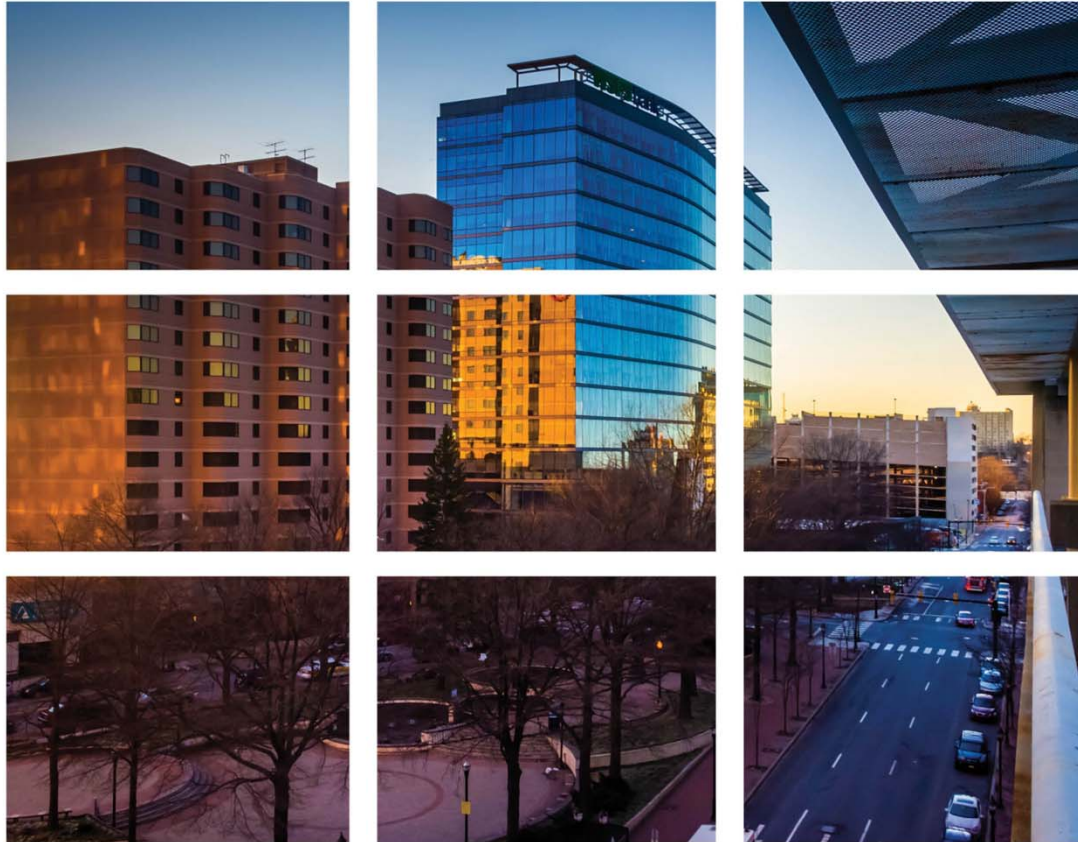
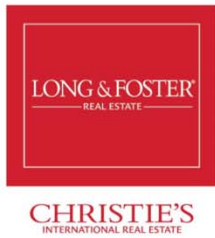


Market Conditions Report

Wilmington, DE Area

December 2017 | longandfoster.com



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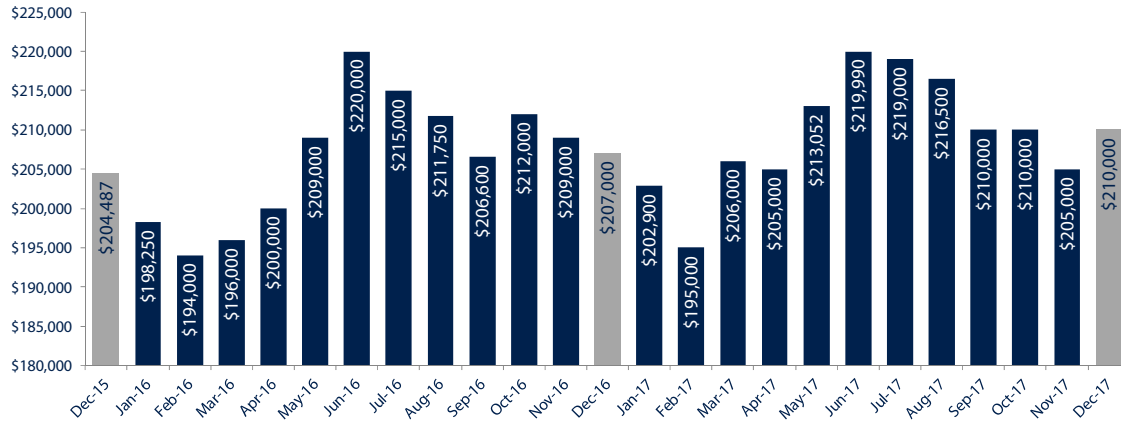
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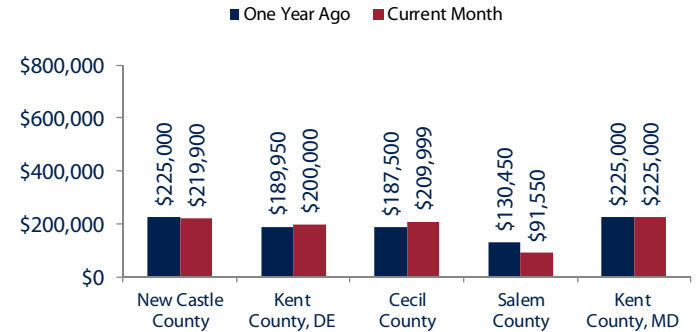
Long & Foster Market Conditions Report

Wilmington, DE Area - December 2017

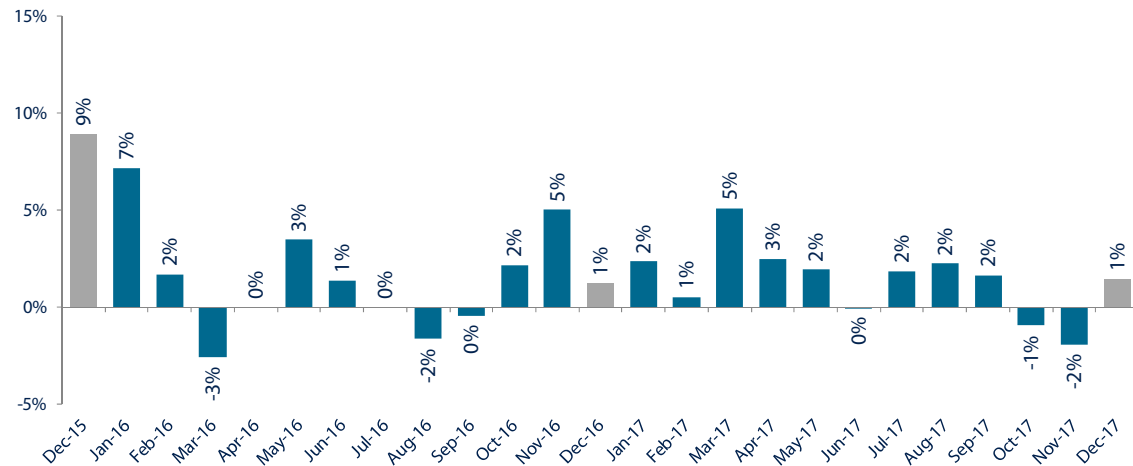
Median Sales Price



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



Median Sale Price
Percent Change Year/Year



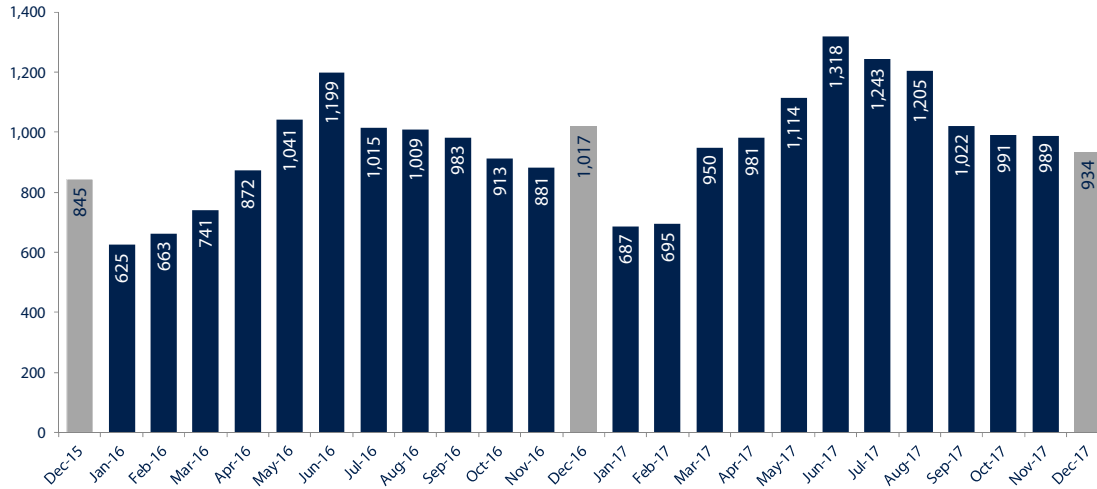
Highlights

- This December, the median sale price was \$210,000, which was similar to the median sale price of December 2016.
- The current median sale price was 2% higher than in November.

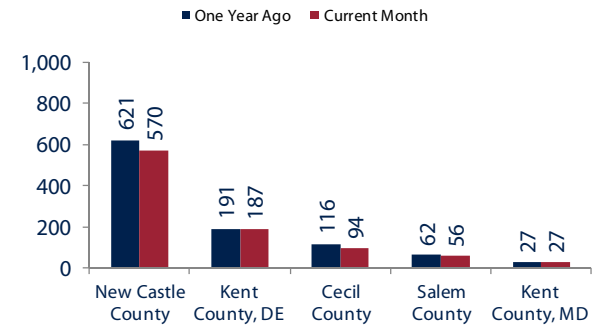
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Wilmington, DE Area - December 2017

Total Units Sold



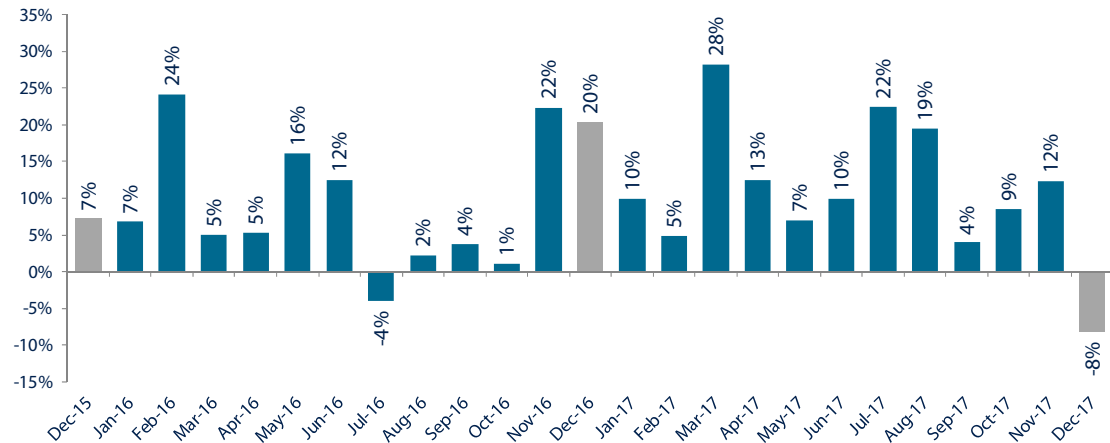
Total Units Sold
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- There was a decrease of 6% in total units sold in December compared to November.
- This month's total units sold was lower than at this time last year, a decrease of 8% versus December 2016.

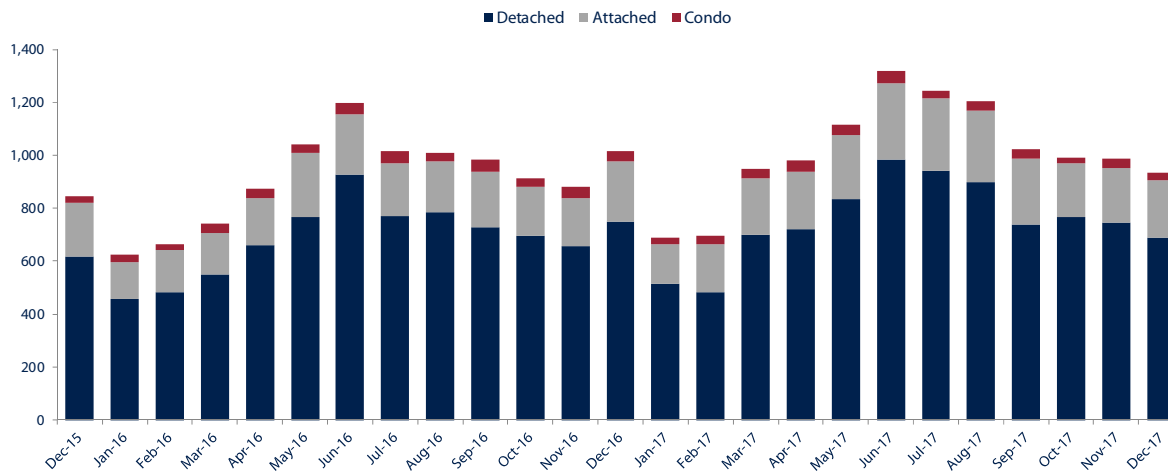
Total Units Sold
Percent Change Year/Year



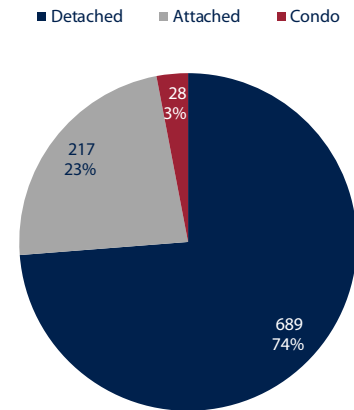
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Wilmington, DE Area - December 2017

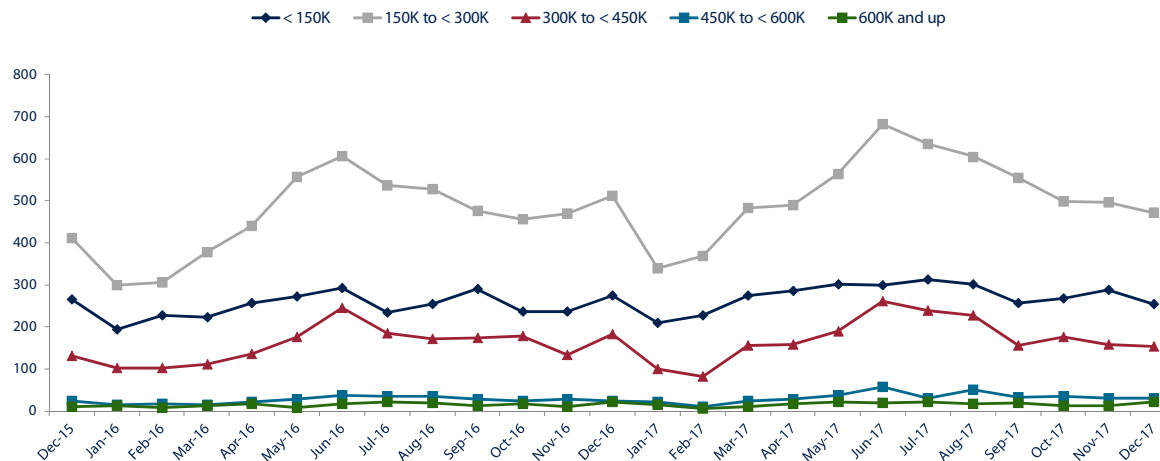
Total Units Sold by Type



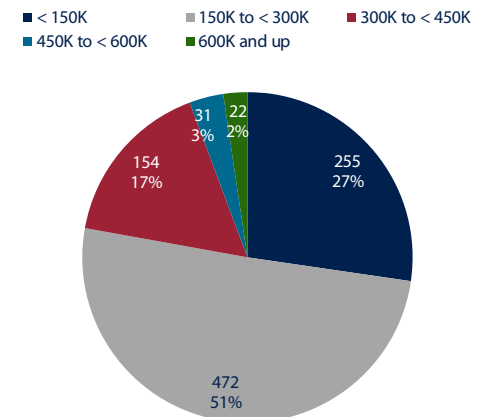
Total Units Sold by Type Current Month



Total Units Sold by Price Range



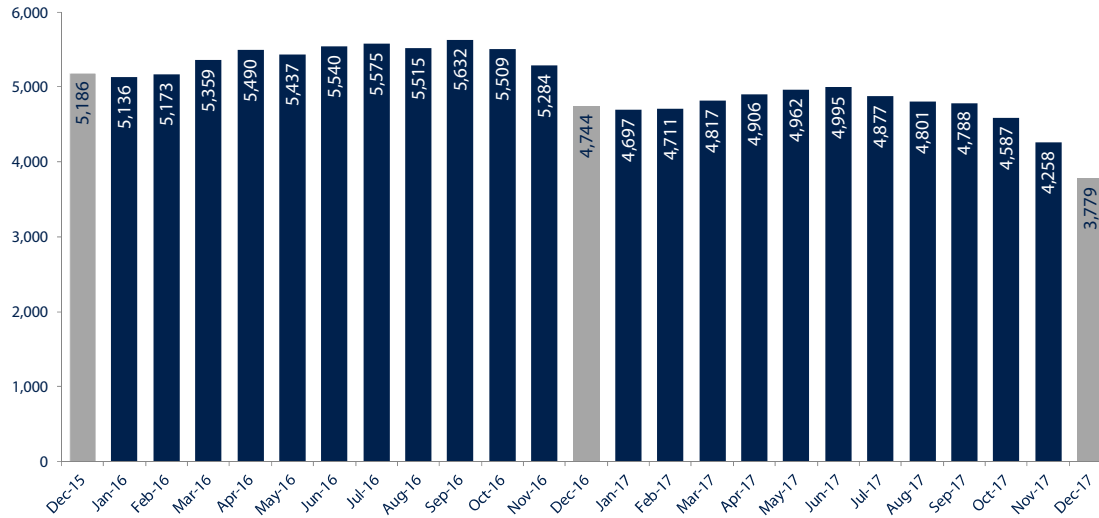
Total Units Sold by Price Range Current Month



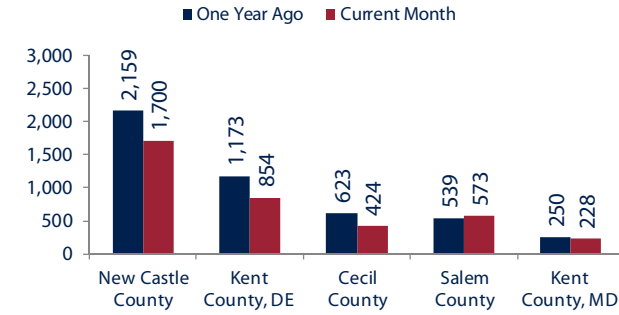
Long & Foster Market Conditions Report

Wilmington, DE Area - December 2017

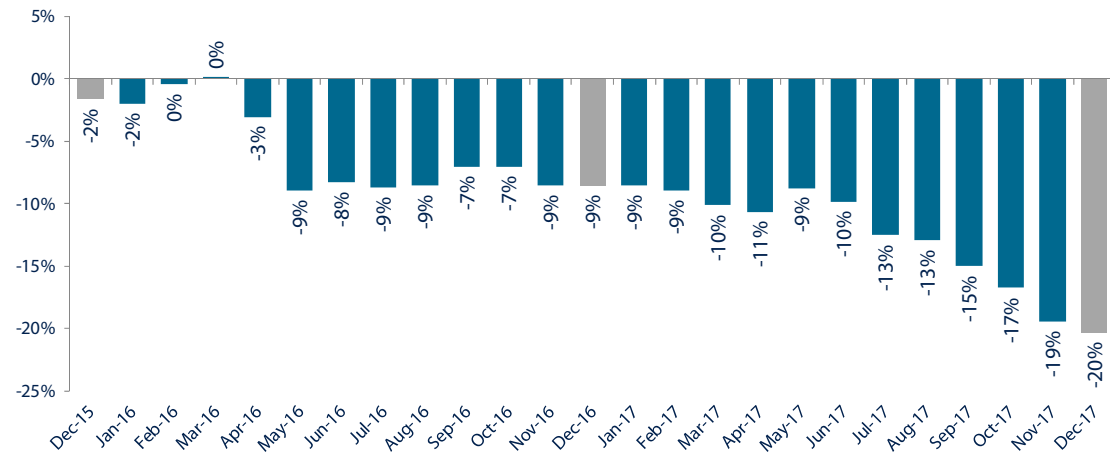
Total Active Inventory



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



Total Active Inventory
Percent Change Year/Year



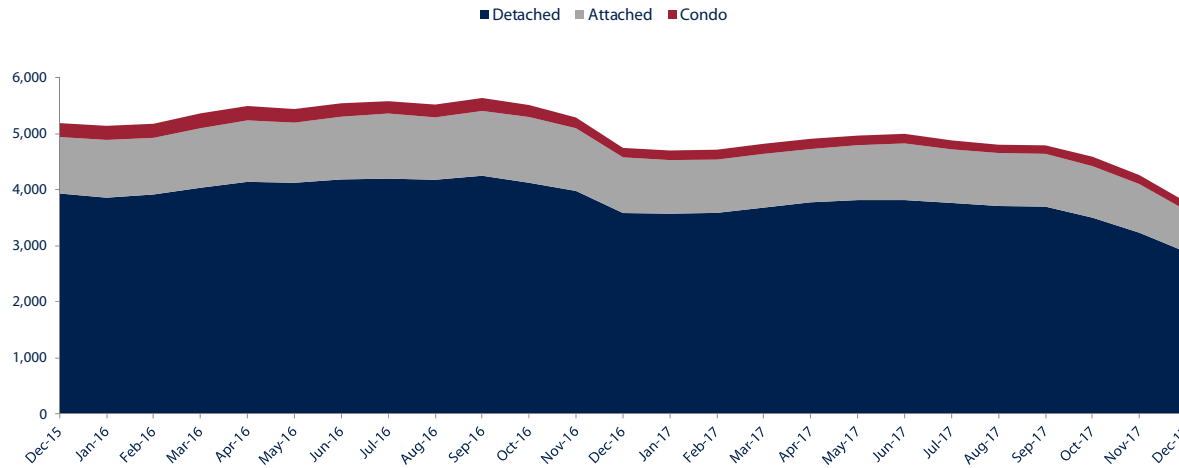
Highlights

- December's total active inventory of 3,779 units was 11% lower than the previous month's supply of inventory.
- Versus last December, the total number of homes available was lower by 965 units or 20%.

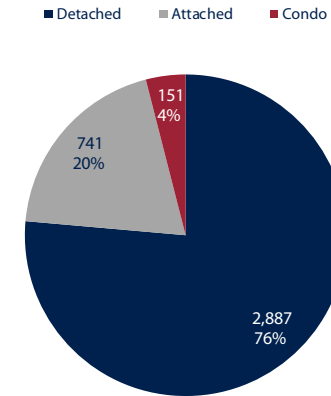
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Wilmington, DE Area - December 2017

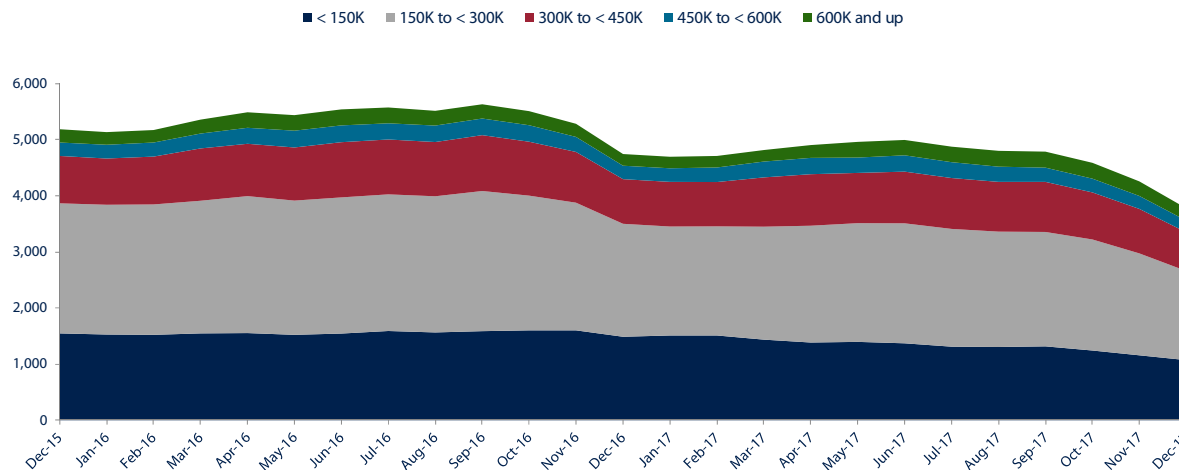
Total Active Inventory by Type



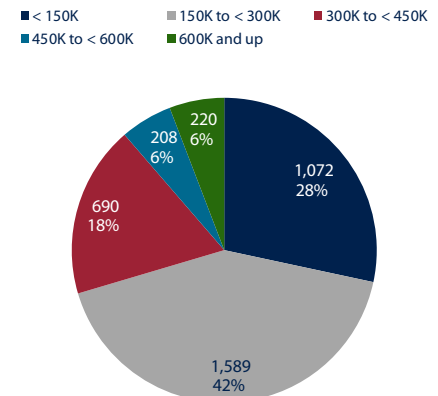
Total Active Inventory by Type Current Month



Total Active Inventory by Price Range



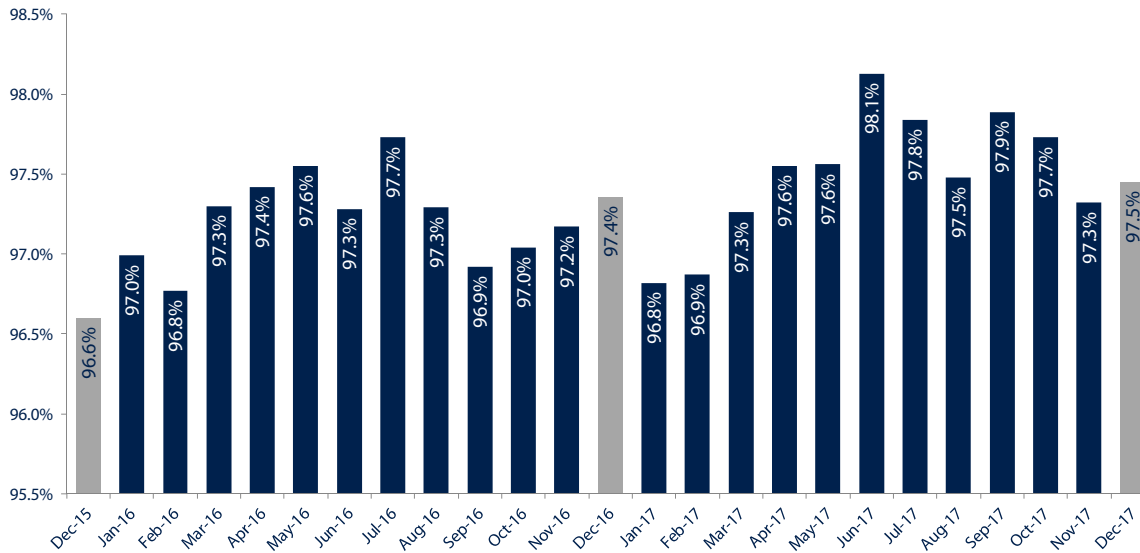
Total Active Inventory by Price Range Current Month



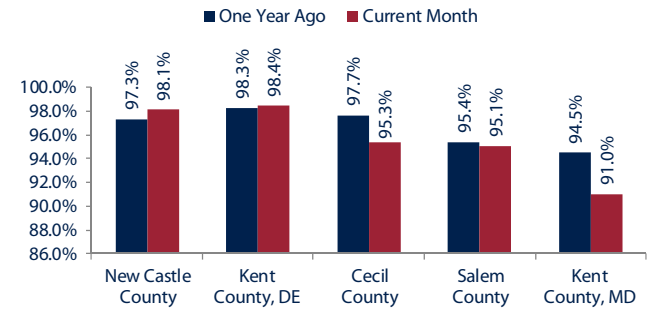
Long & Foster Market Conditions Report

Wilmington, DE Area - December 2017

Average Sale Price as a Percent of List Price



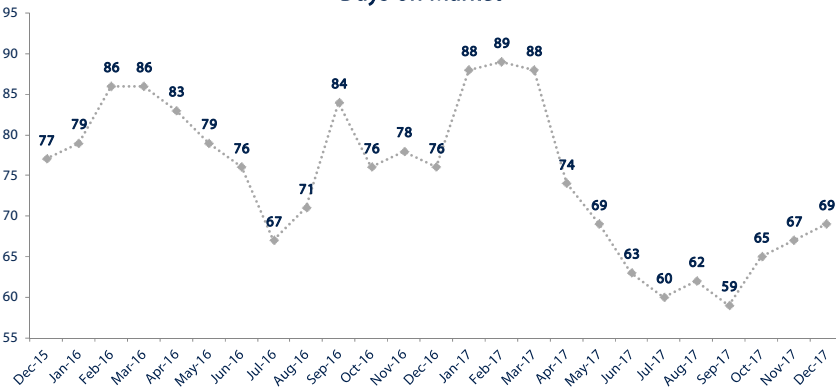
Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold



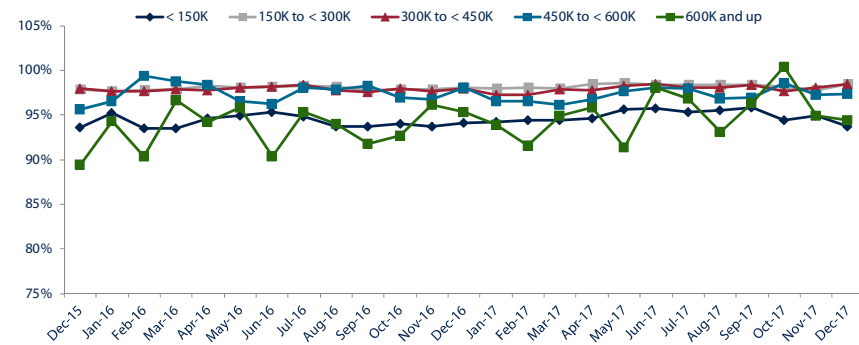
Days on Market	
Current Month	One Year Ago
69	76
Down -9% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
97.5%	97.4%
No Change Vs. Year Ago	

Days on Market



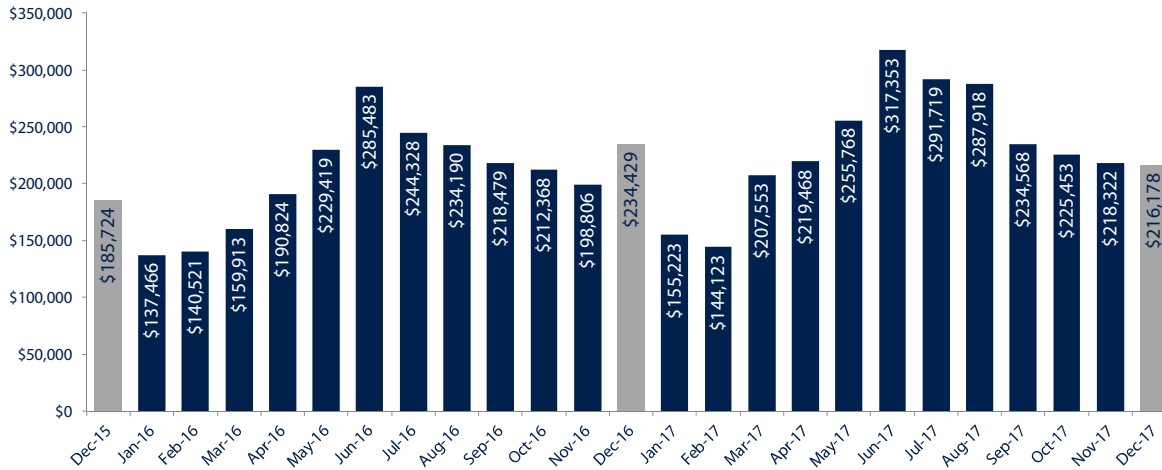
Average Sale Price as a Percent of List Price
by Price Range



Long & Foster Market Conditions Report

Wilmington, DE Area - December 2017

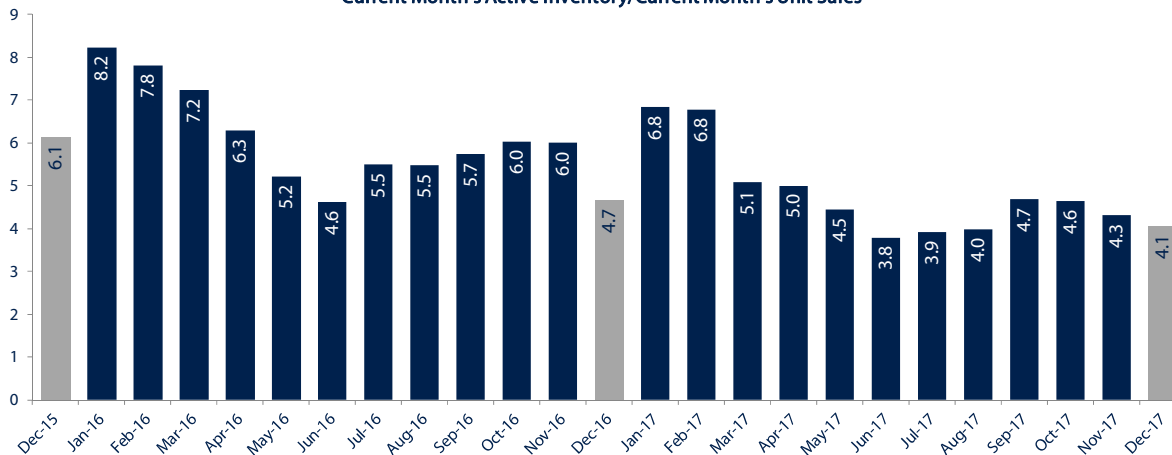
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this December was 8% less than the same month one year ago.
- In December, there was 4.1 months of supply available, compared to 4.7 in December 2016. That was a decrease of 13% versus a year ago.

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



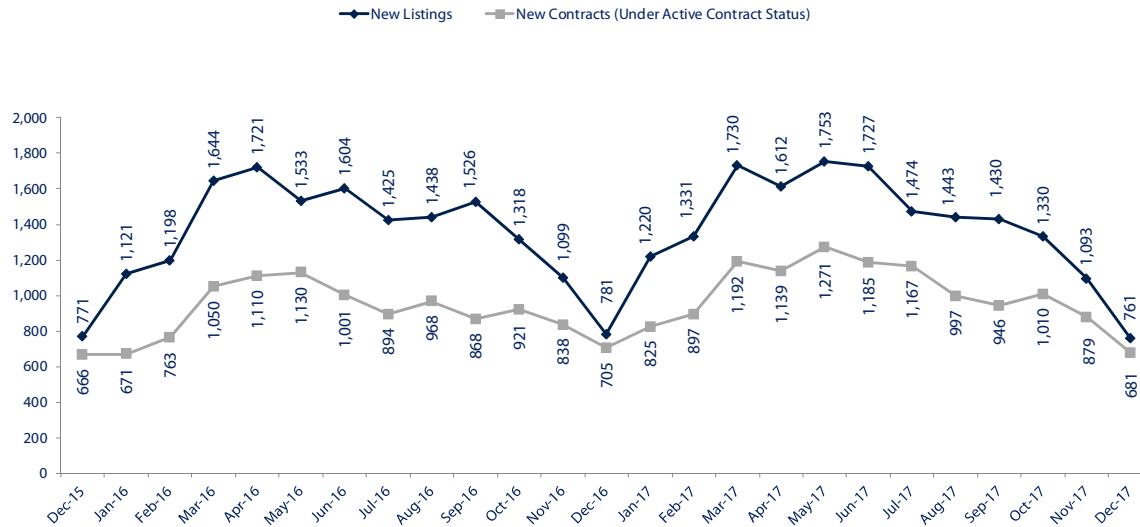
Total Dollar Volume Sold	
Current Month	One Year Ago
\$216,178,097	\$234,429,207
Down -8% Vs. Year Ago	

Months of Supply	
Current Month	One Year Ago
4.1	4.7
Down -13% Vs. Year Ago	

Long & Foster Market Conditions Report

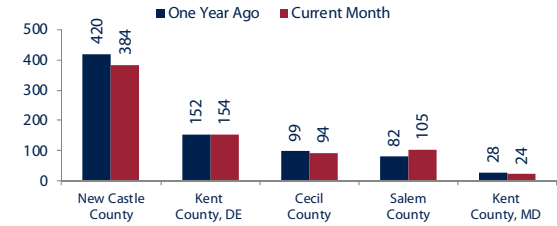
Wilmington, DE Area - December 2017

New Listings & New Contracts



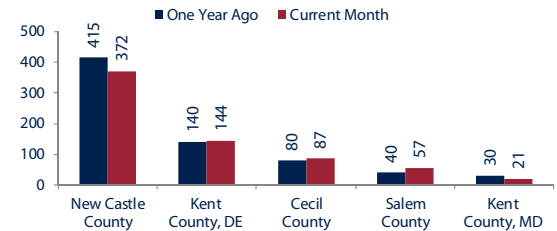
New Listings

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
761	781
Down -3% Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
681	705
Down -3% 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 1.1, similar to the ratio from one year ago.

Supply/Demand Ratio

Number of New Listings to New Contracts

