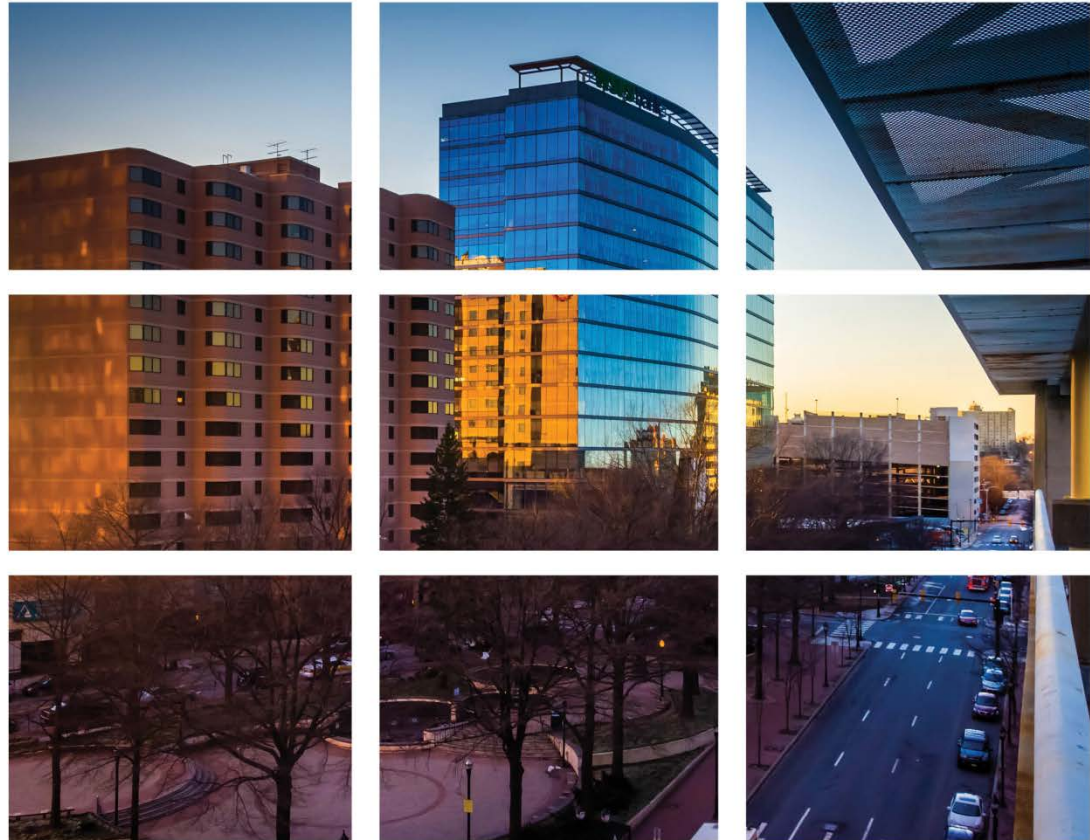


# Market Conditions Report

Wilmington, DE Area

May 2018 | longandfoster.com



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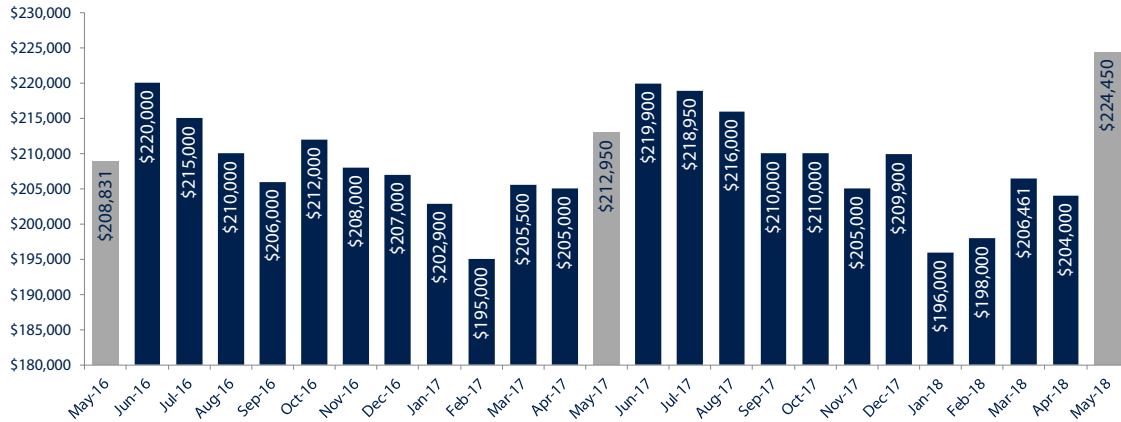
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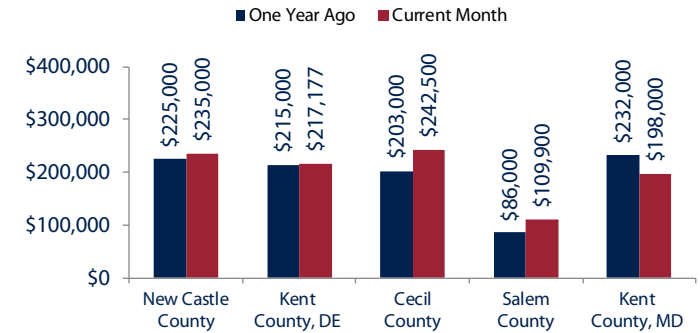
# Long & Foster Market Conditions Report

## Wilmington, DE Area - May 2018

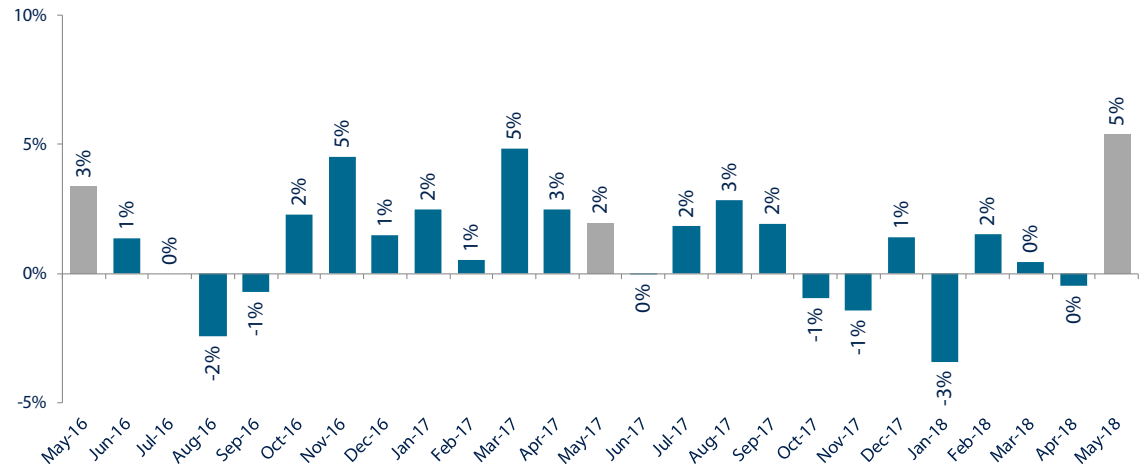
Median Sales Price



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



Median Sale Price  
Percent Change Year/Year



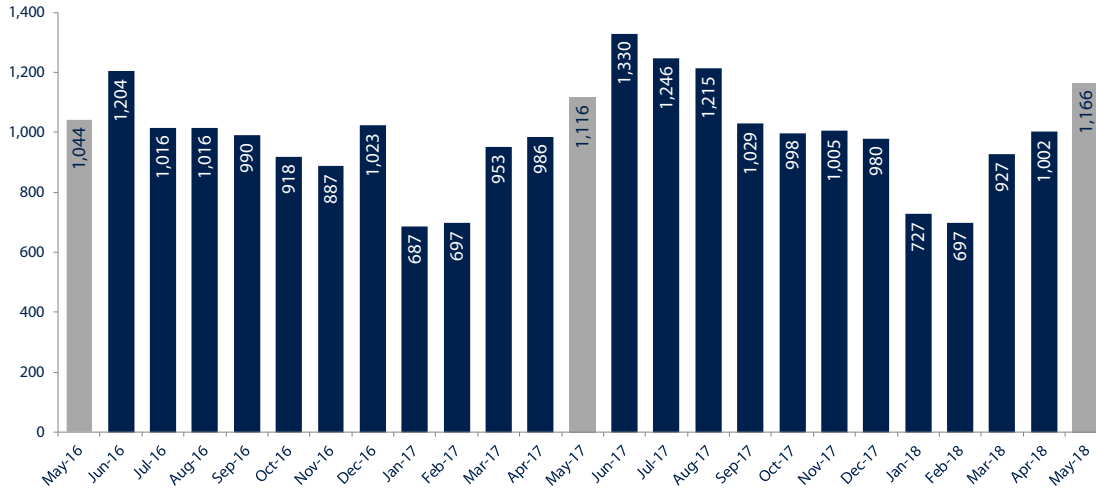
### Highlights

- This May, the median sale price was \$224,450, an increase of 10% compared to April.
- The current median sale price was 5% higher than in May 2017.

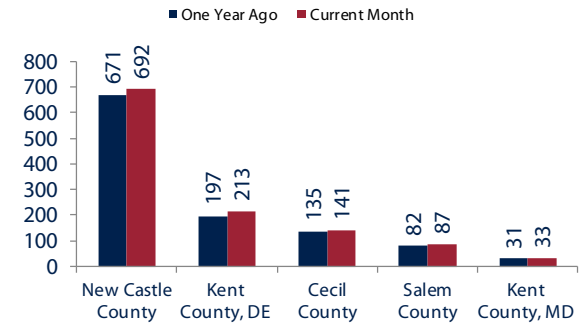
# Long & Foster Market Conditions Report

## Wilmington, DE Area - May 2018

**Total Units Sold**



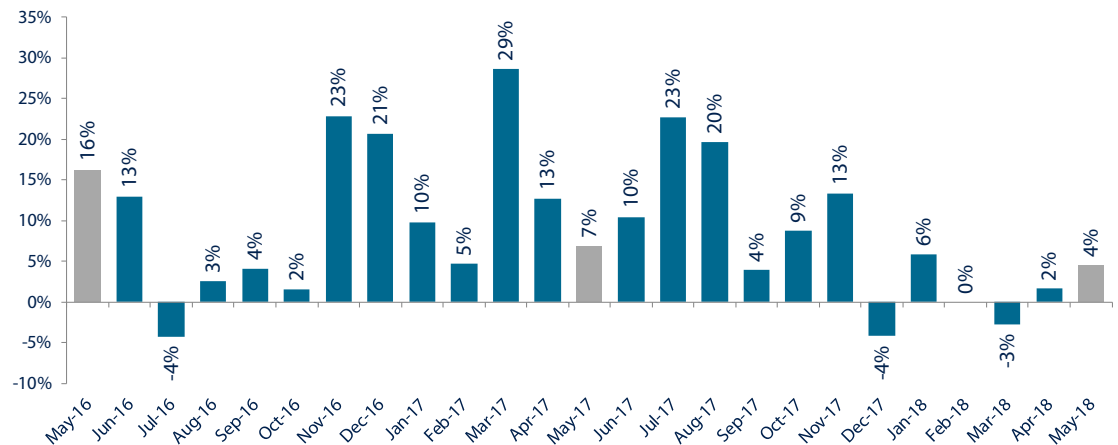
**Total Units Sold**  
Of Top Five Counties/Cities Based on Total Units Sold



### Highlights

- There was an increase of 16% in total units sold in May compared to April.
- This month's total units sold was higher than at this time last year, an increase of 4% versus May 2017.

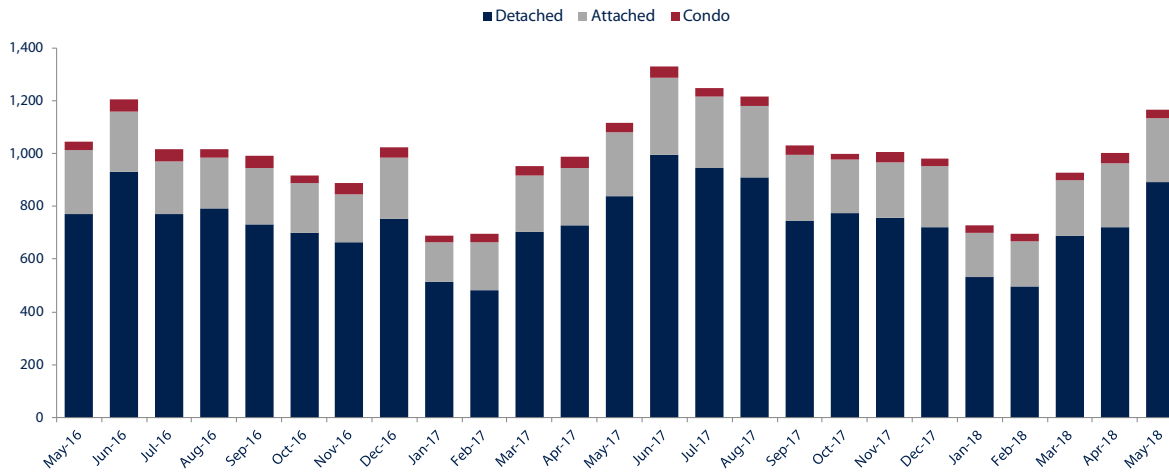
**Total Units Sold**  
Percent Change Year/Year



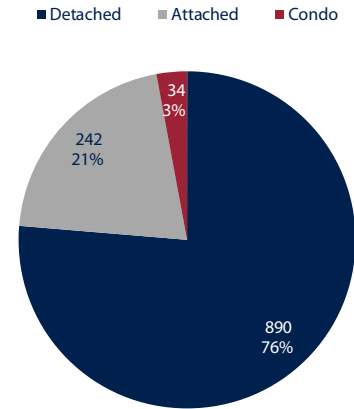
# Long & Foster Market Conditions Report

## Wilmington, DE Area - May 2018

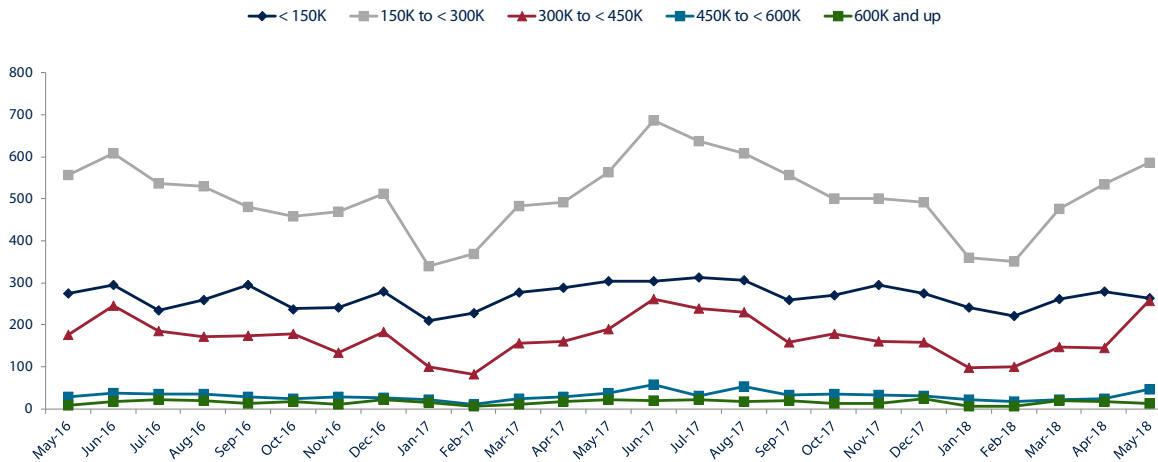
**Total Units Sold by Type**



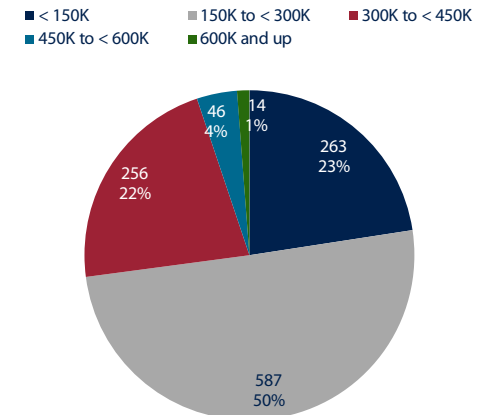
**Total Units Sold by Type  
Current Month**



**Total Units Sold by Price Range**



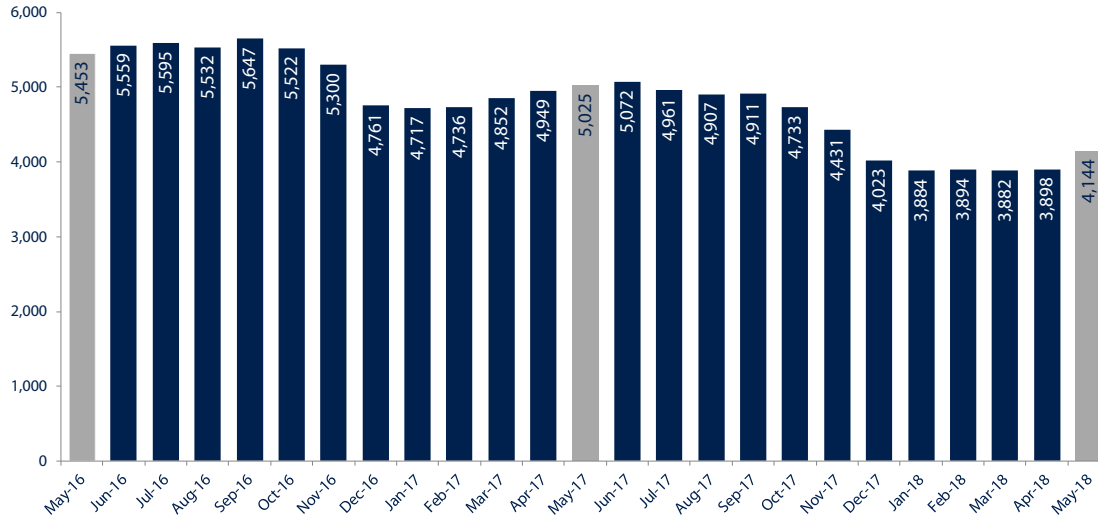
**Total Units Sold by Price Range  
Current Month**



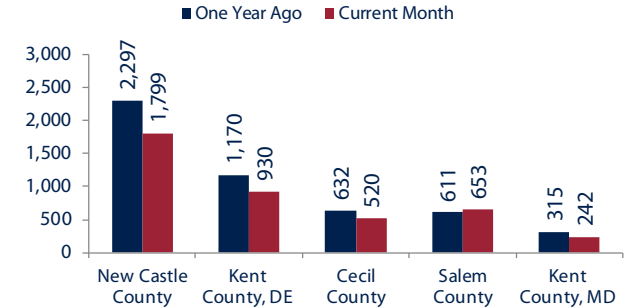
# Long & Foster Market Conditions Report

## Wilmington, DE Area - May 2018

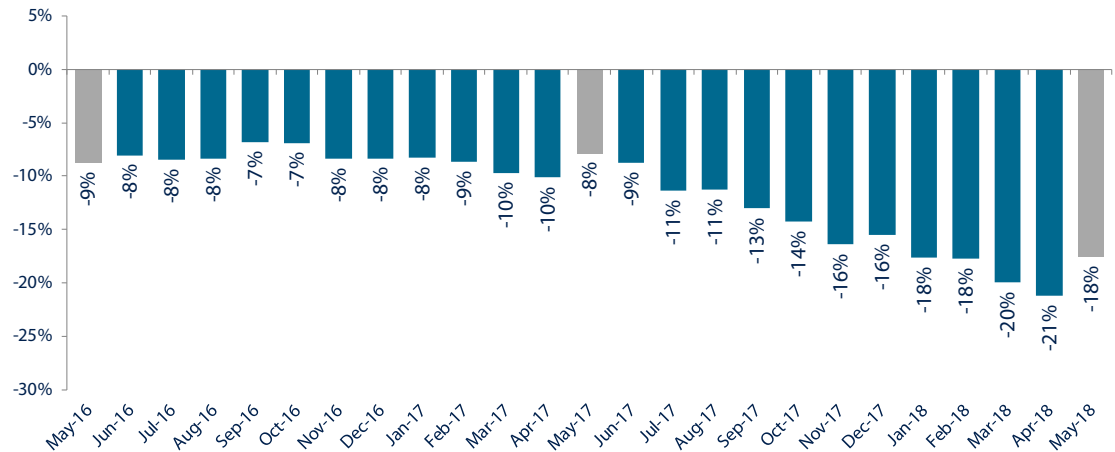
**Total Active Inventory**



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



**Total Active Inventory**  
Percent Change Year/Year



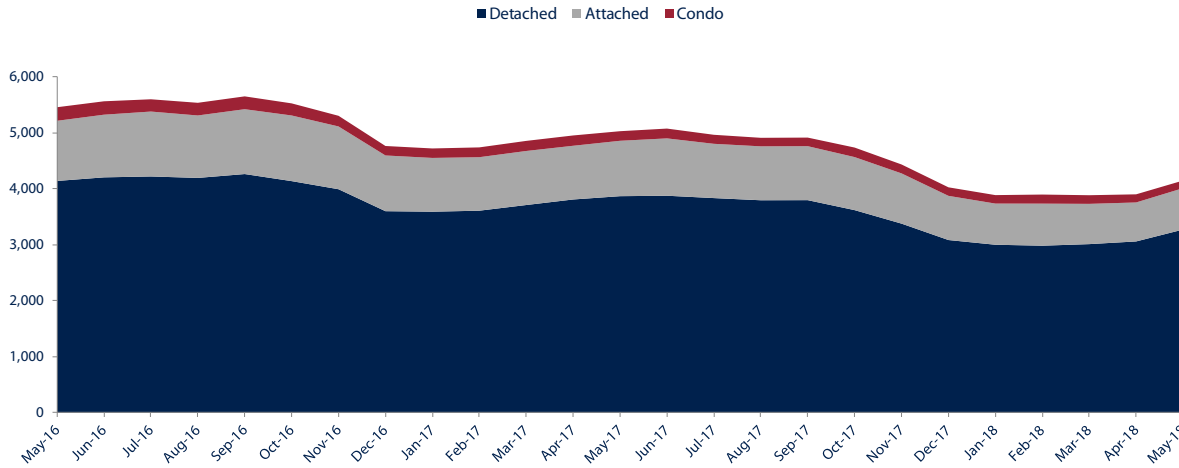
### Highlights

- May's total active inventory of 4,144 units was 6% higher than the previous month's supply of inventory.
- Versus last May, the total number of homes available was lower by 881 units or 18%.

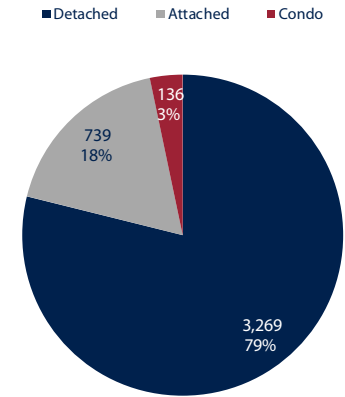
# Long & Foster Market Conditions Report

## Wilmington, DE Area - May 2018

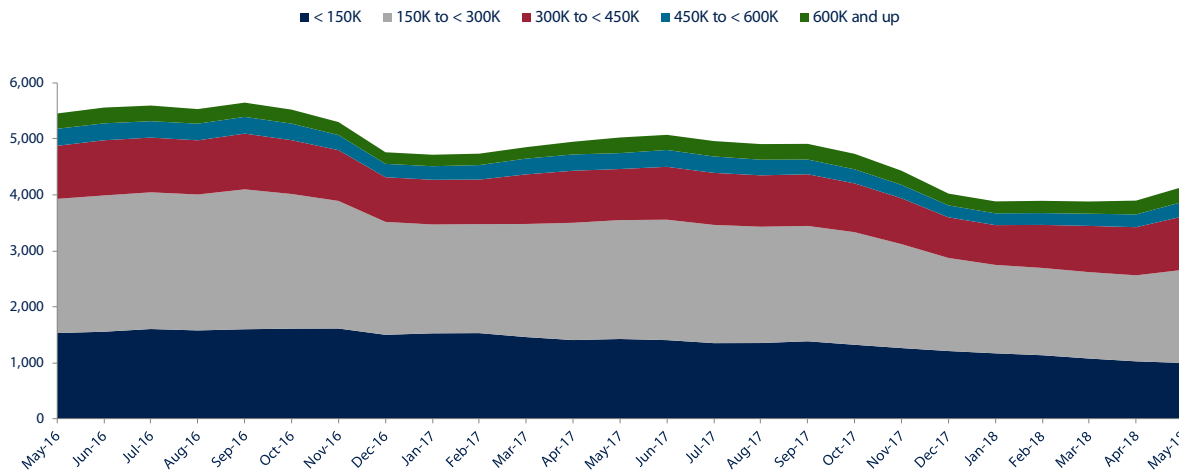
**Total Active Inventory by Type**



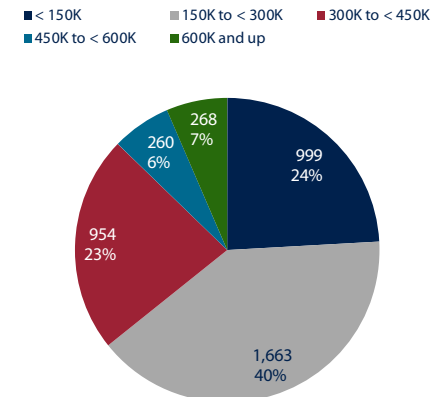
**Total Active Inventory by Type Current Month**



**Total Active Inventory by Price Range**



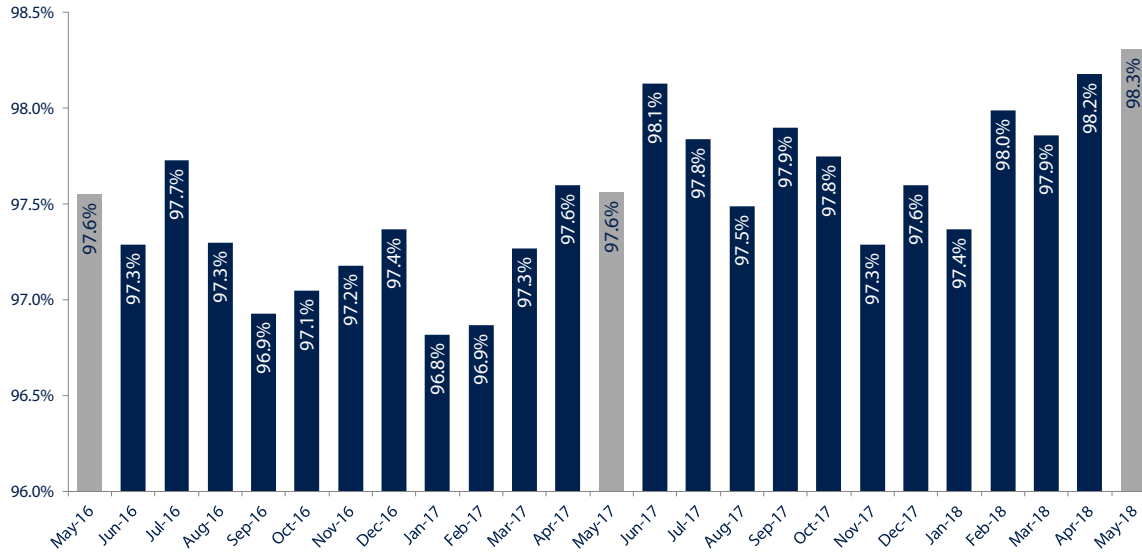
**Total Active Inventory by Price Range Current Month**



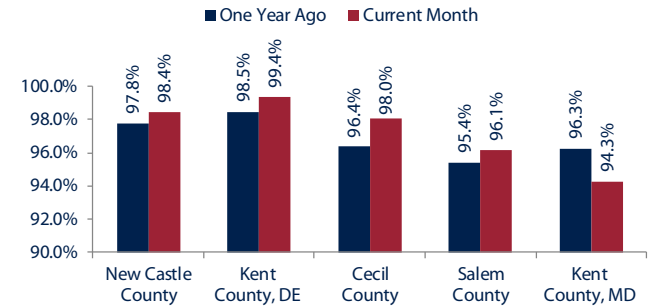
# Long & Foster Market Conditions Report

## Wilmington, DE Area - May 2018

Average Sale Price as a Percent of List Price



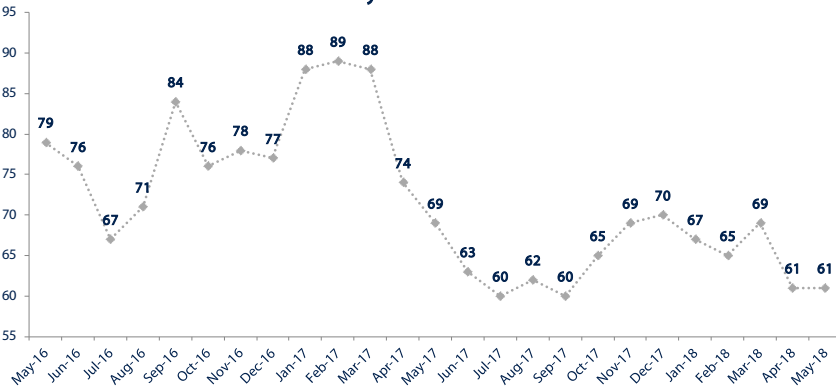
Sale Price as % of List Price  
Of Top Five Counties/Cities Based on Total Units Sold



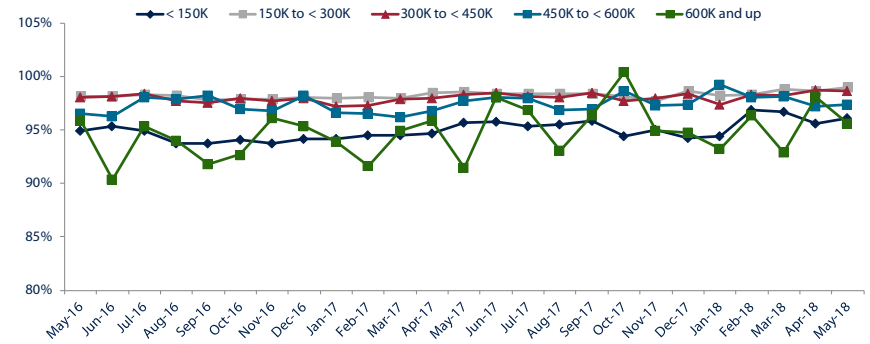
Days on Market	
Current Month	One Year Ago
61	69
Down -12% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
98.3%	97.6%
Up 0.8% Vs. Year Ago	

Days on Market



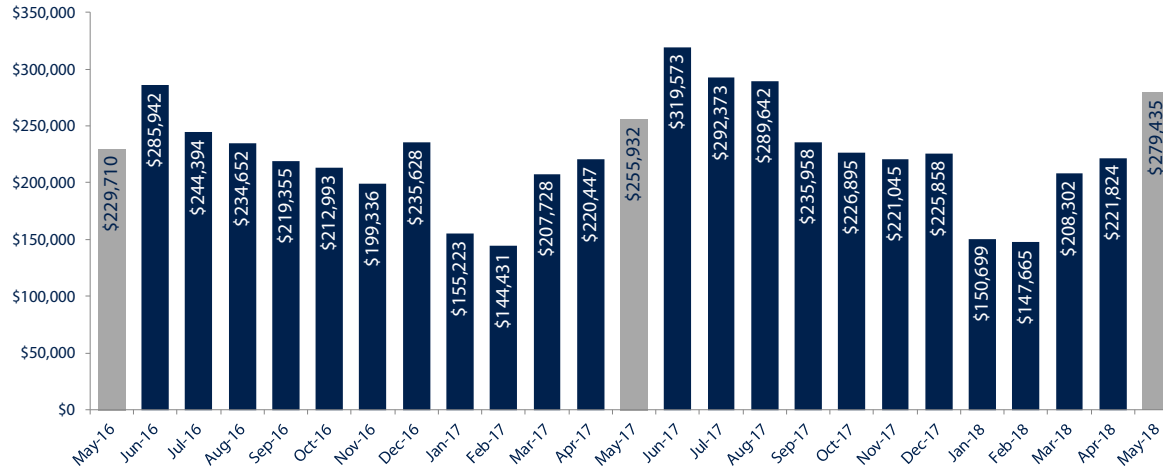
Average Sale Price as a Percent of List Price  
by Price Range



# Long & Foster Market Conditions Report

## Wilmington, DE Area - May 2018

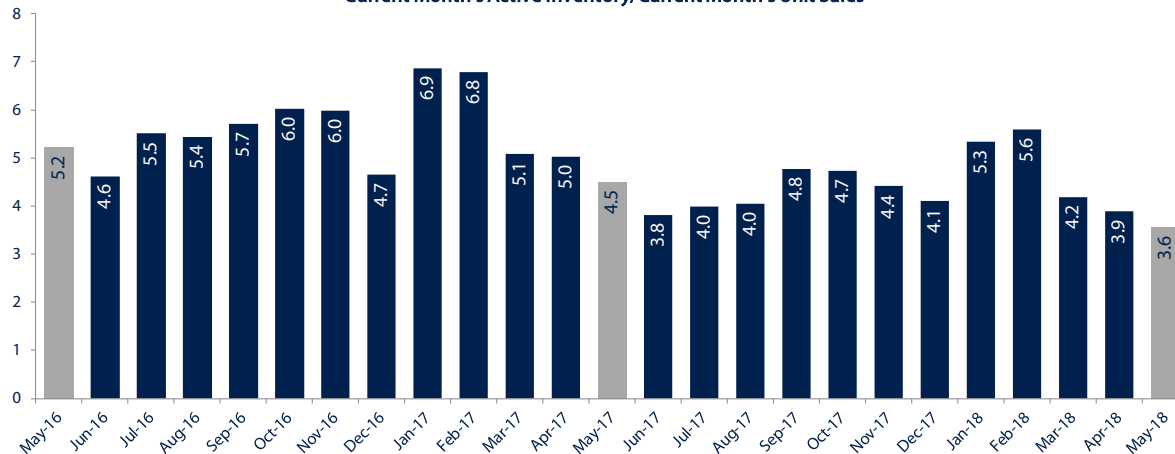
**Total Dollar Volume Sold**  
In Thousands



### Highlights

- Total volume sold this May was 9% greater than the same month one year ago.
- In May, there was 3.6 months of supply available, compared to 4.5 in May 2017. That was a decrease of 21% 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
\$279,434,778	\$255,932,209
<b>Up 9% Vs. Year Ago</b>	

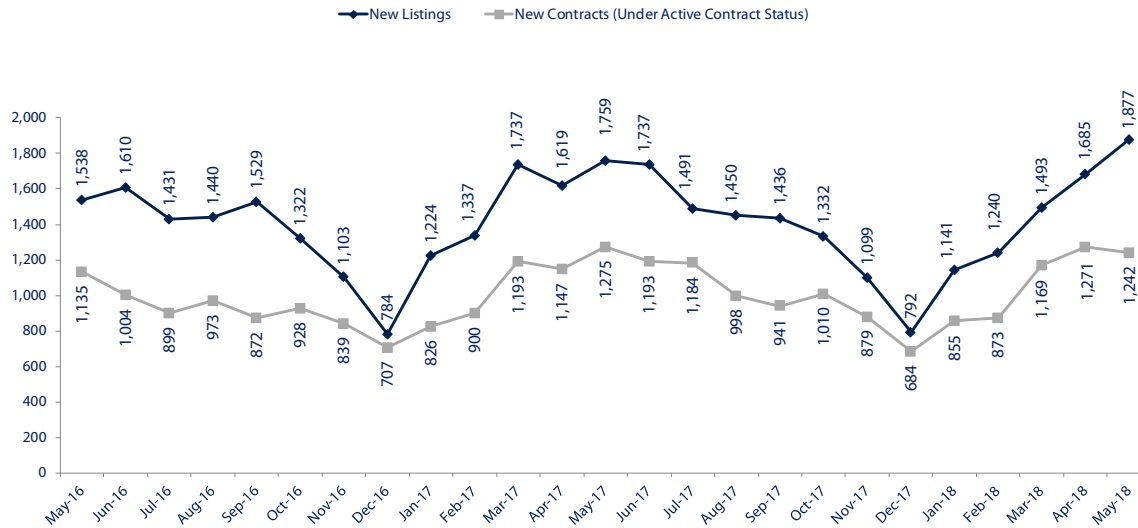
Months of Supply	
Current Month	One Year Ago
3.6	4.5
<b>Down -21% Vs. Year Ago</b>	



# Long & Foster Market Conditions Report

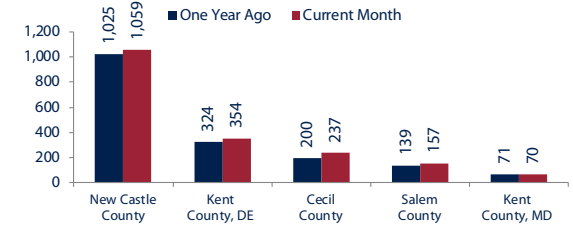
## Wilmington, DE Area - May 2018

### New Listings & New Contracts



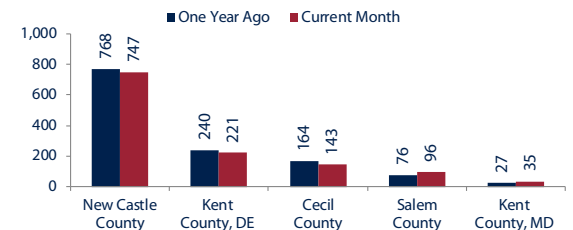
### New Listings

Of Top Five Counties/Cities Based on Total Units Sold



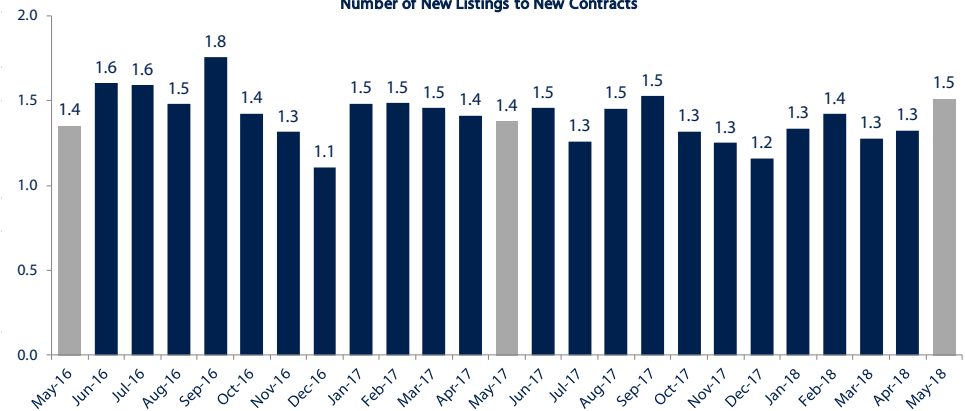
### New Contracts

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
1,877	1,759
Up 7% Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
1,242	1,275
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 1.5, an increase of 10% from May 2017.