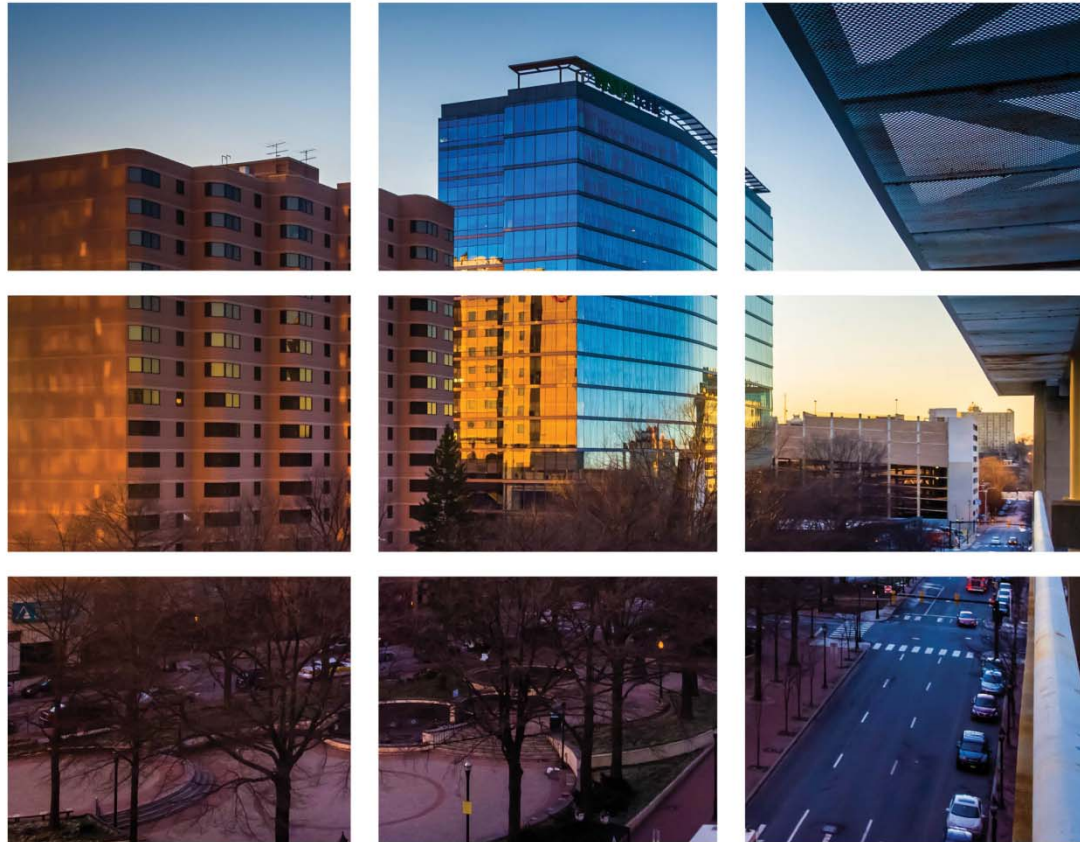
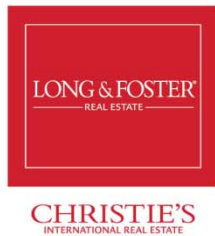


Market Conditions Report

Wilmington, DE Area

January 2019



Long & Foster Real Estate Family of Companies

Long & Foster | Christie's · Virginia Properties · Fonville Morisey · Northrop Realty · Urban Pace

Global Partnerships

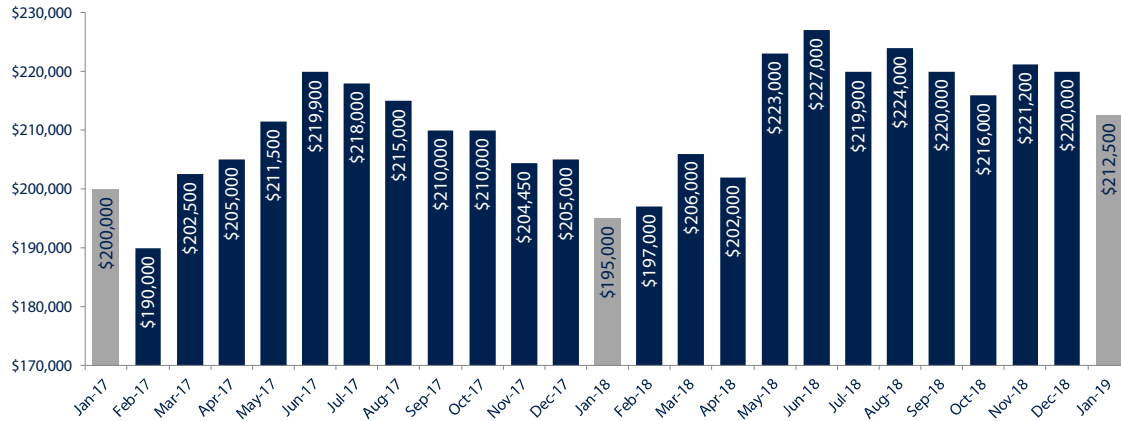
Christie's International Real Estate · Leading Real Estate Companies of the World® · Luxury Portfolio International · Who's Who in Luxury Real Estate



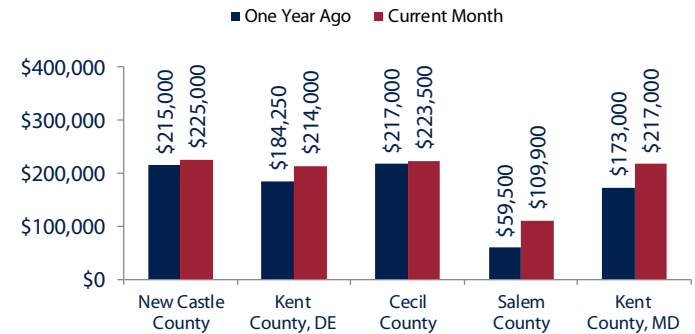
Long & Foster Market Conditions Report

Wilmington, DE Area - January 2019

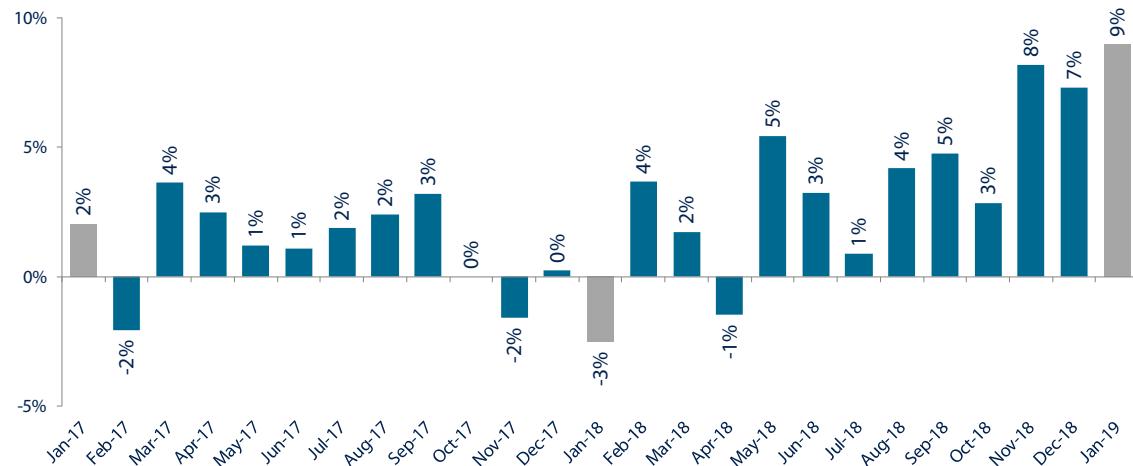
Median Sales Price



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



Median Sale Price
Percent Change Year/Year



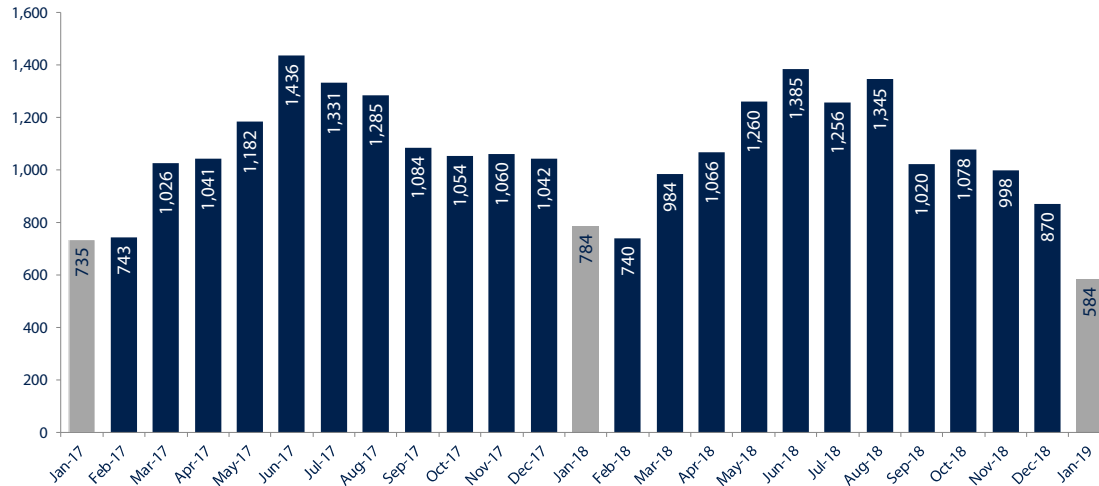
Highlights

- This January, the median sale price was \$212,500, an increase of 9% compared to last year.
- The current median sale price was 3% lower than in December.

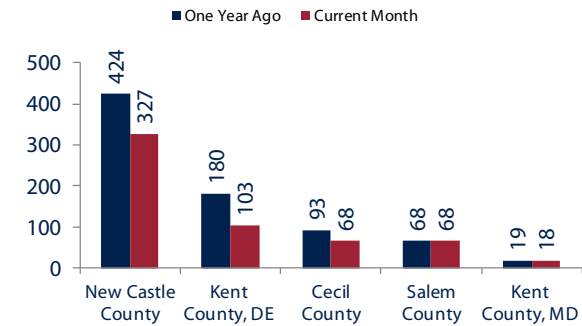
Long & Foster Market Conditions Report

Wilmington, DE Area - January 2019

Total Units Sold



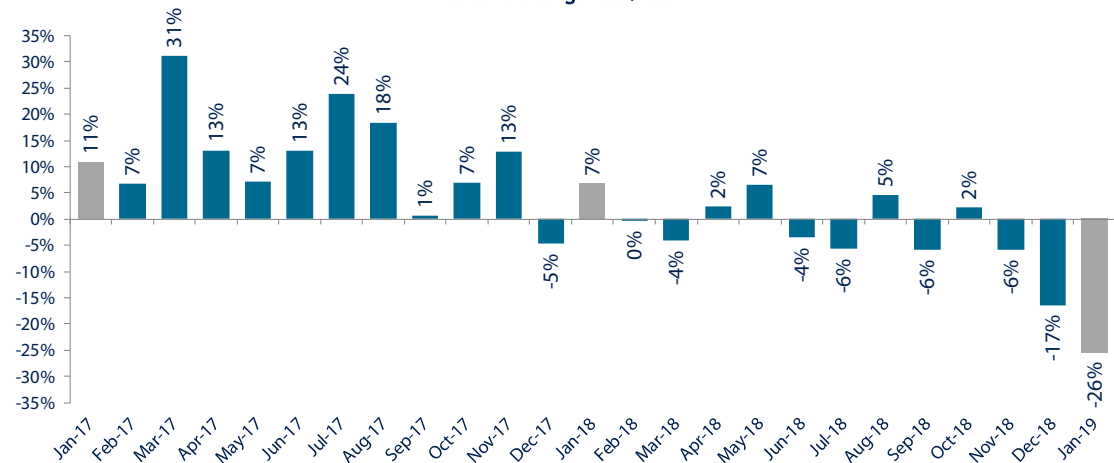
Total Units Sold
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- This month's total units sold was lower than at this time last year, a decrease of 26% versus January 2018.
- There was a decrease of 33% in total units sold in January compared to December.

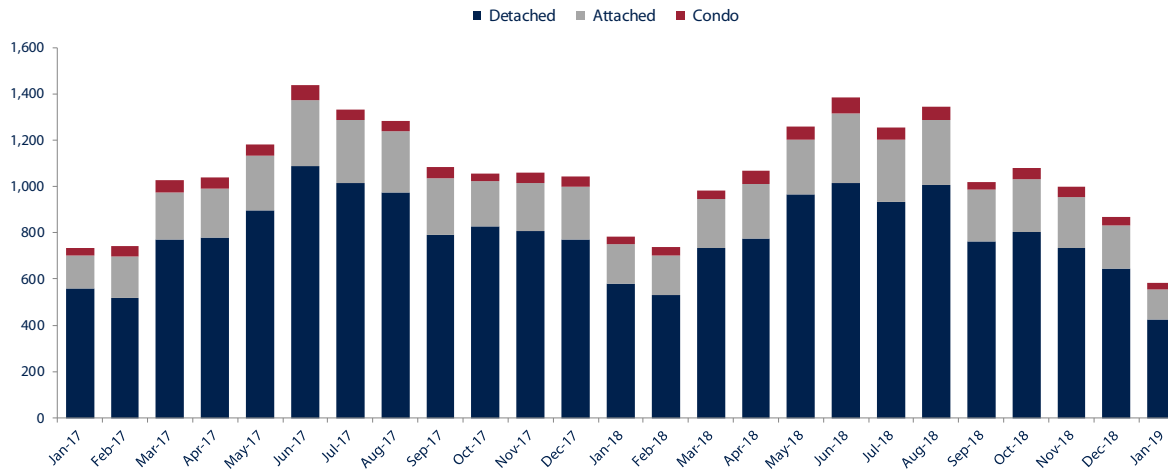
Total Units Sold
Percent Change Year/Year



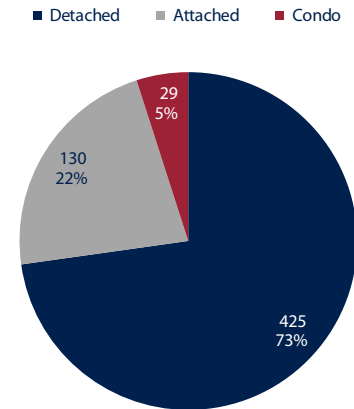
Long & Foster Market Conditions Report

Wilmington, DE Area - January 2019

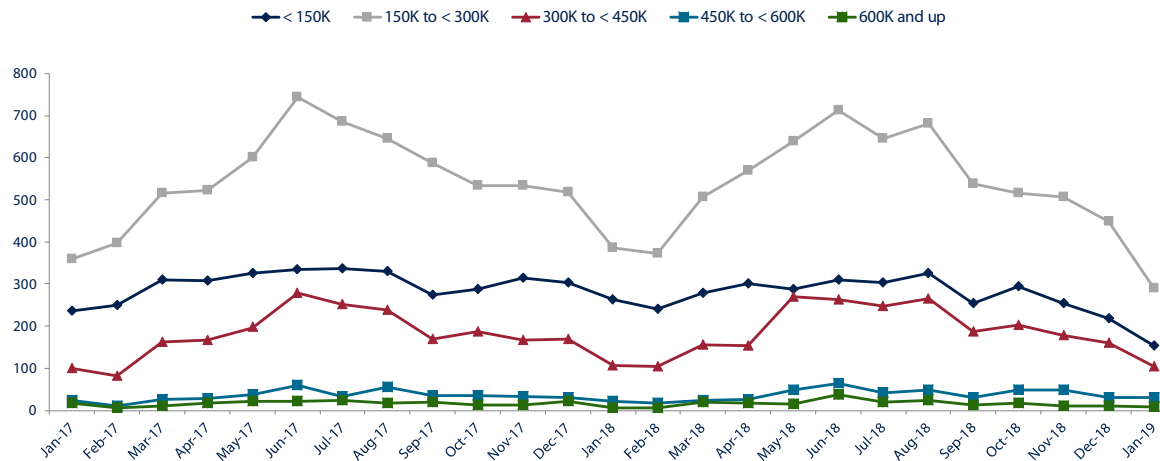
Total Units Sold by Type



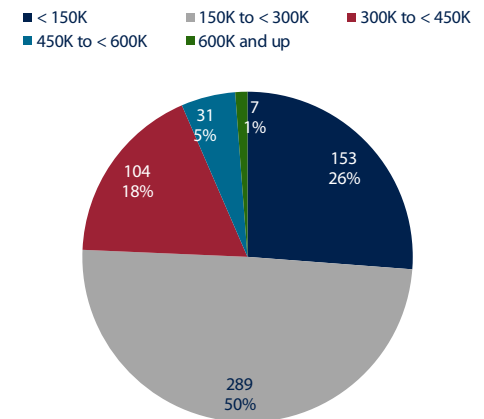
Total Units Sold by Type Current Month



Total Units Sold by Price Range



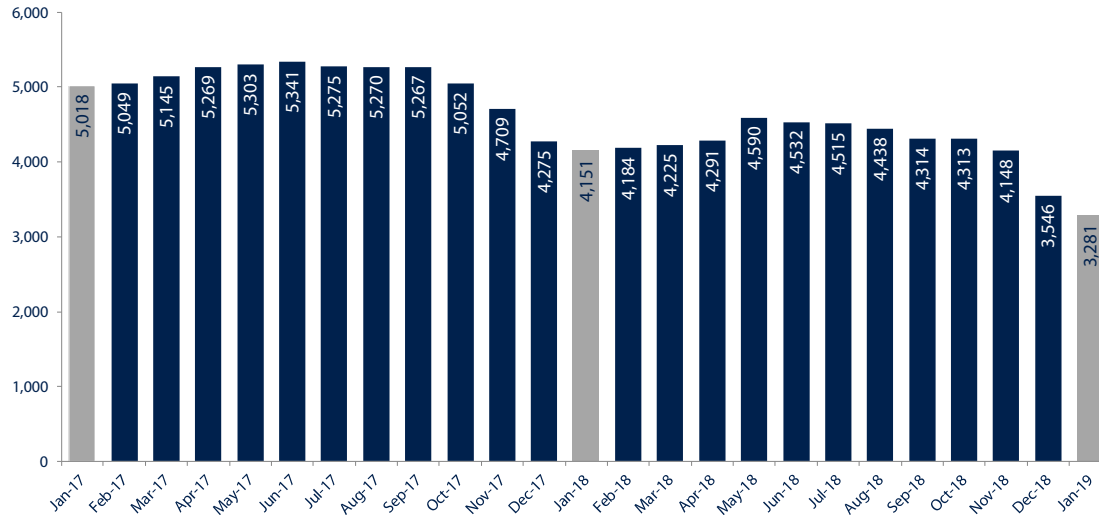
Total Units Sold by Price Range Current Month



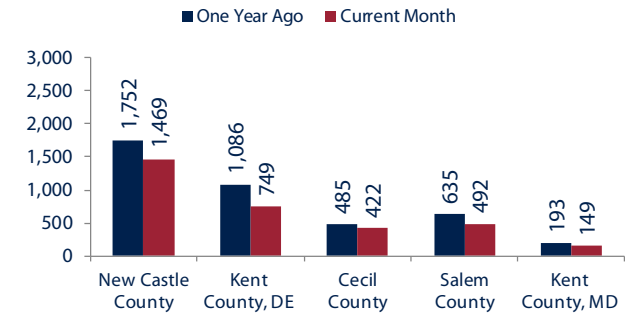
Long & Foster Market Conditions Report

Wilmington, DE Area - January 2019

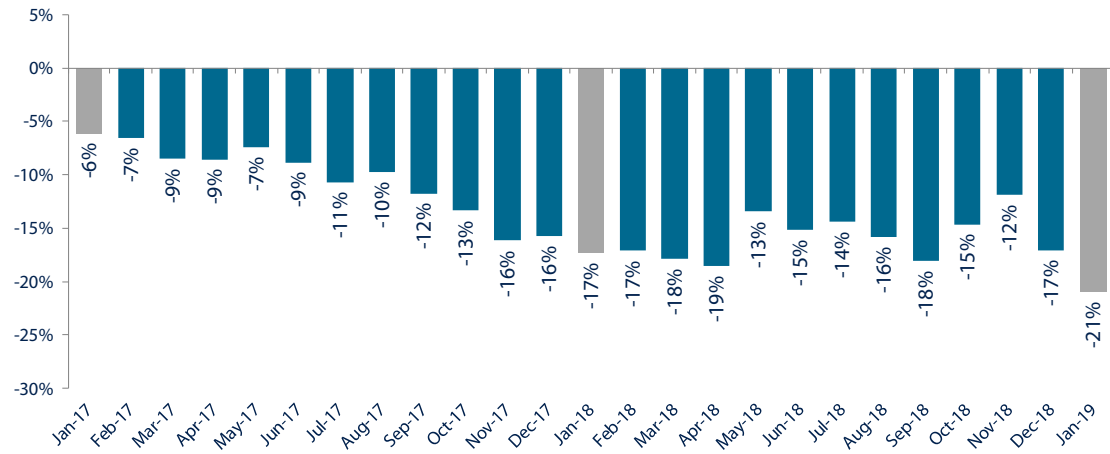
Total Active Inventory



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



Total Active Inventory
Percent Change Year/Year



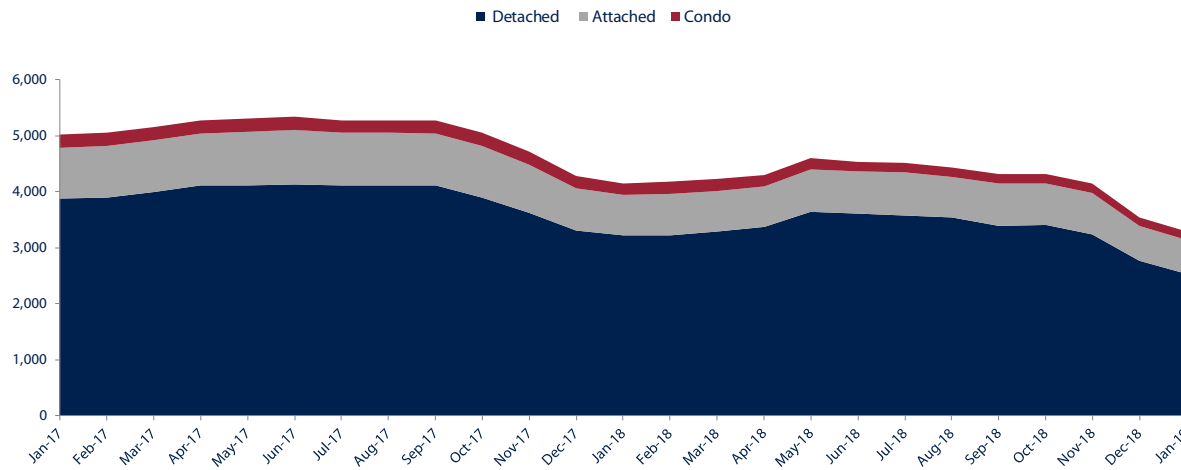
Highlights

- January's total active inventory of 3,281 units was 7% lower than the previous month's supply of inventory.
- Versus last January, the total number of homes available was lower by 870 units or 21%.

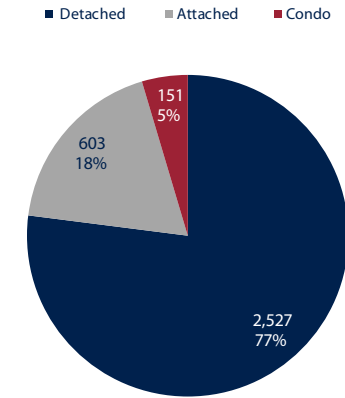
Long & Foster Market Conditions Report

Wilmington, DE Area - January 2019

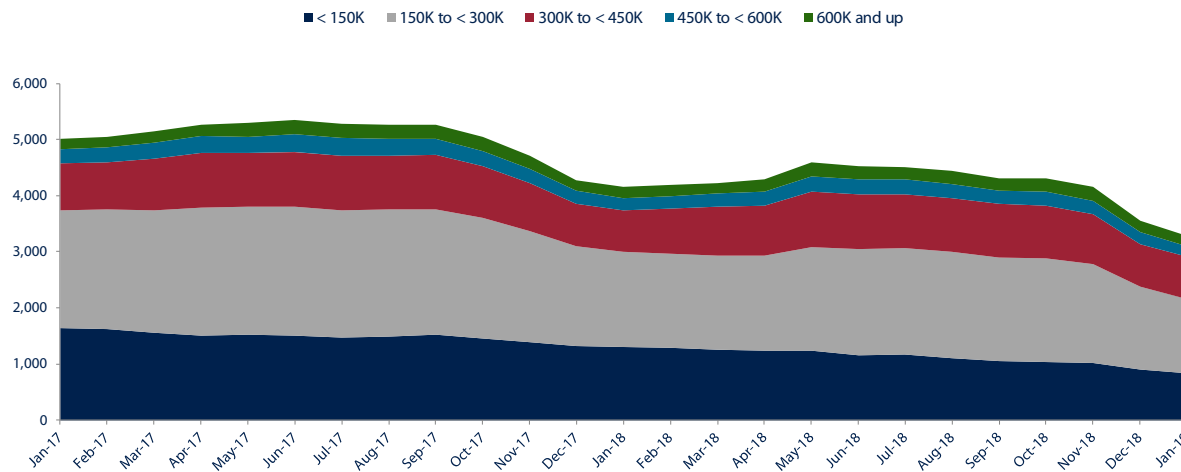
Total Active Inventory by Type



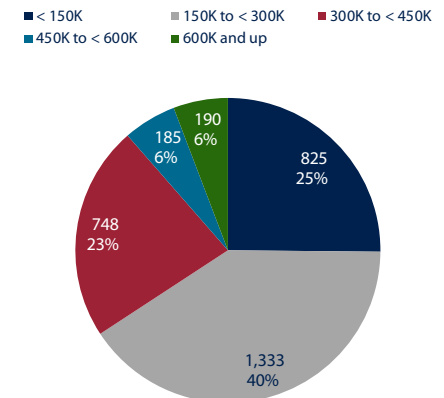
Total Active Inventory by Type Current Month



Total Active Inventory by Price Range



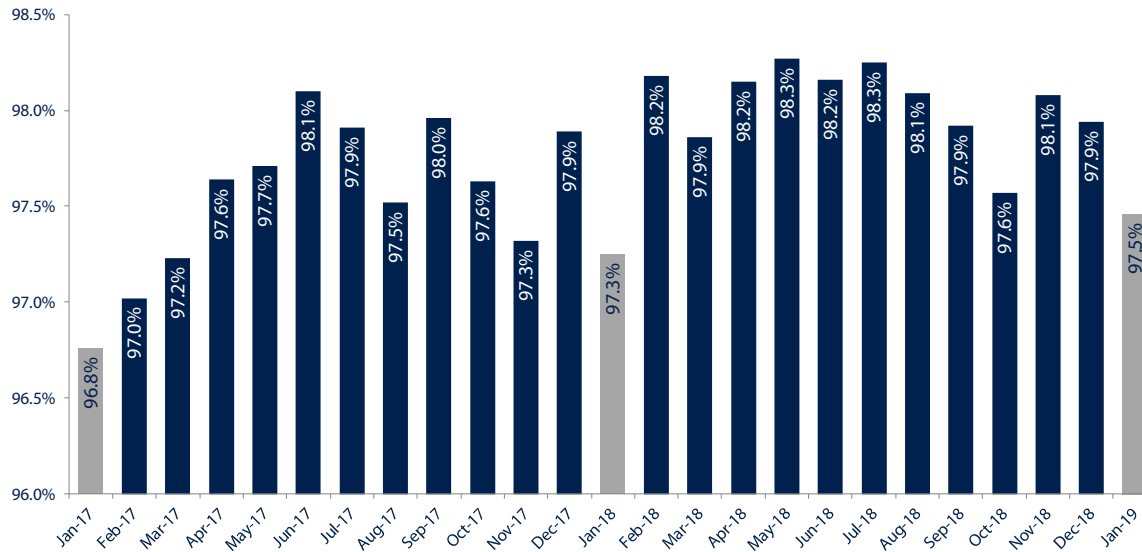
Total Active Inventory by Price Range Current Month



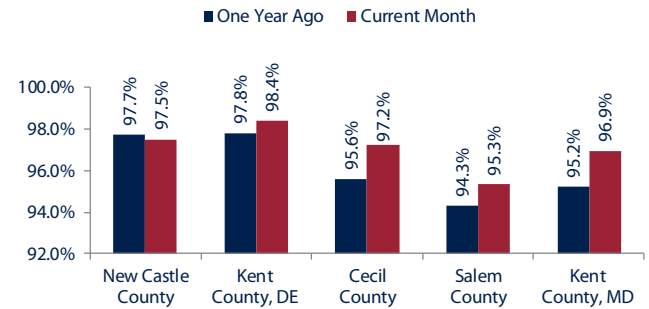
Long & Foster Market Conditions Report

Wilmington, DE Area - January 2019

Average Sale Price as a Percent of List Price



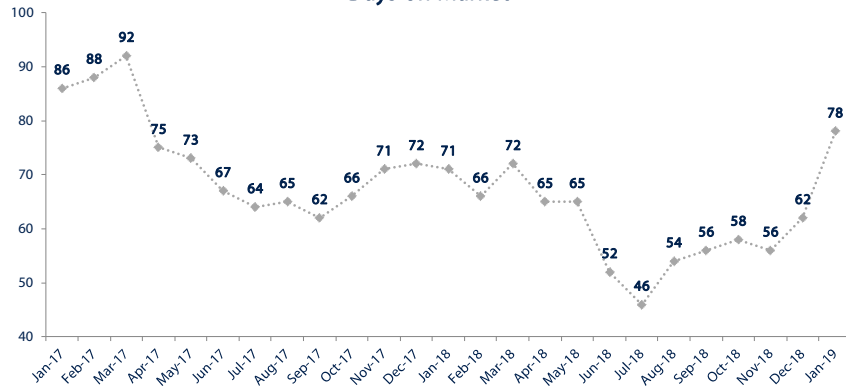
Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold



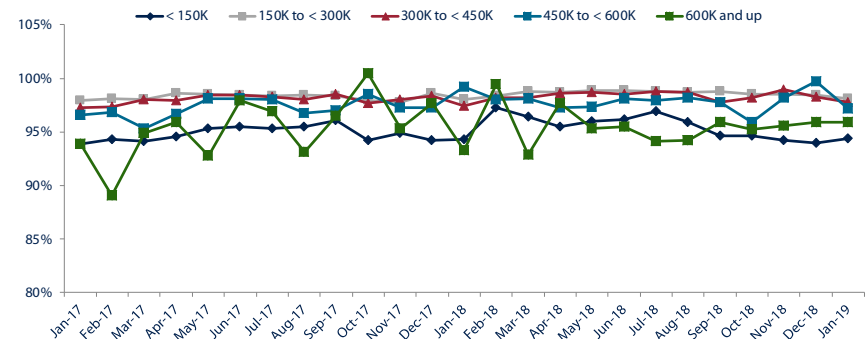
Days on Market	
Current Month	One Year Ago
78	71
Up 10% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
97.5%	97.3%
Up 0.2% Vs. Year Ago	

Days on Market



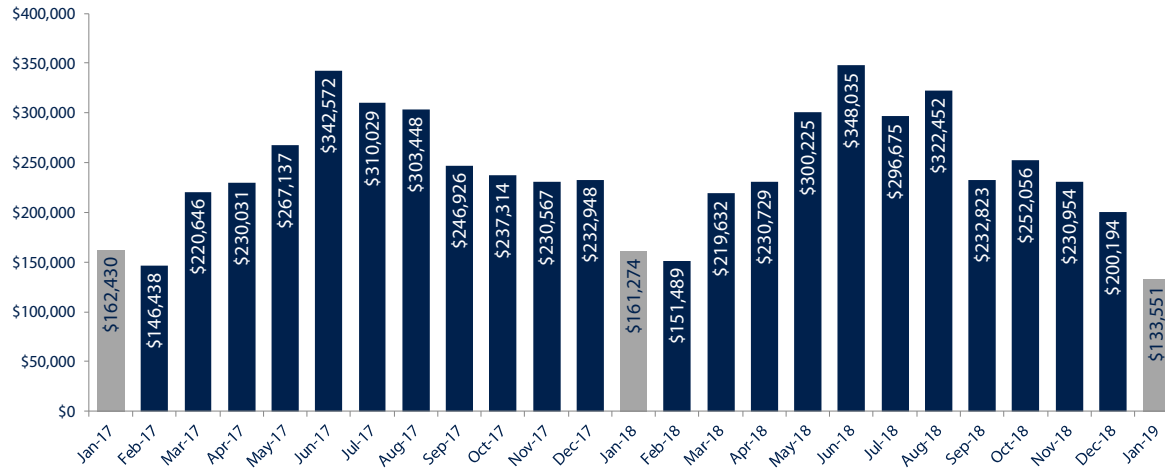
Average Sale Price as a Percent of List Price
by Price Range



Long & Foster Market Conditions Report

Wilmington, DE Area - January 2019

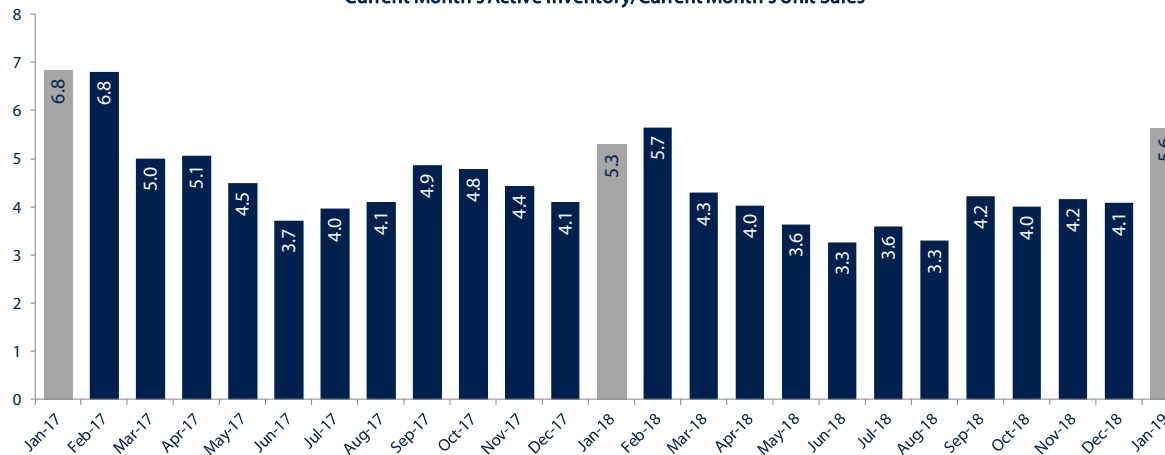
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this January was 17% less than the same month one year ago.
- In January, there was 5.6 months of supply available, compared to 5.3 in January 2018. That was an increase of 6% versus a year ago.

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



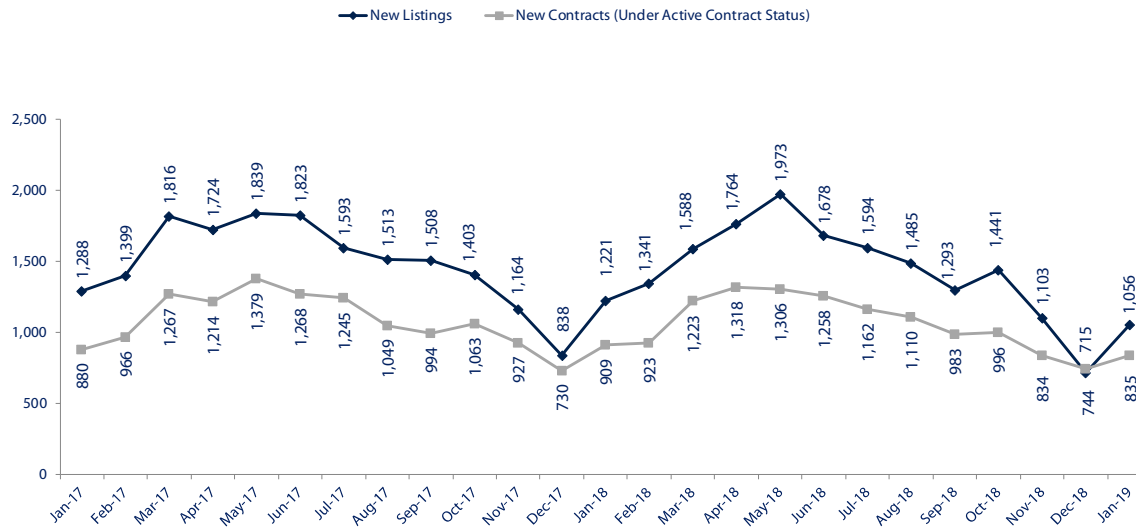
Total Dollar Volume Sold	
Current Month	One Year Ago
\$133,550,760	\$161,273,748
Down -17% Vs. Year Ago	

Months of Supply	
Current Month	One Year Ago
5.6	5.3
Up 6% Vs. Year Ago	

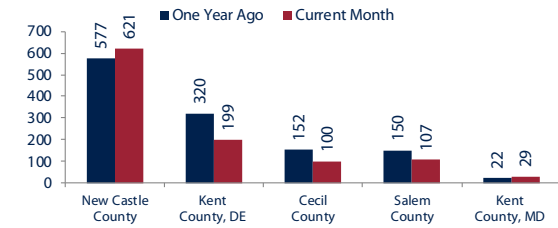
Long & Foster Market Conditions Report

Wilmington, DE Area - January 2019

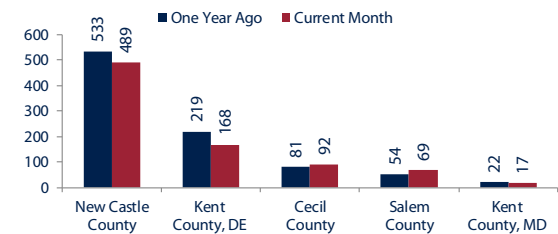
New Listings & New Contracts



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
1,056	1,221
Down -14% Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
835	909
Down -8% 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 6% from January 2018.

Supply/Demand Ratio Number of New Listings to New Contracts

