

MARKET CONDITIONS REPORT

Your quick reference to the residential real estate markets in the **Mid-Atlantic** and **Northeast Regions**

MAY 2025

LONG & FOSTER[®]
REAL ESTATE

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WASHINGTON,
DC



BALTIMORE,
MD



RICHMOND,
VA



PHILADELPHIA,
PA



CHARLOTTESVILLE,
VA



THE TRIANGLE,
NC



ROANOKE,
VA



HAMPTON ROADS,
VA



EASTERN SHORE
MD/DE



WILMINGTON,
DE

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Real Estate | Mortgage | Home Inspection | Title | Insurance | Moving | Property Management | Vacation Rentals | Relocation

Global Partnerships

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MARKET CONDITIONS REPORT

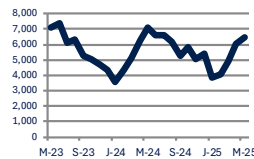
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Market Highlights 'At A Glance' - MAY 2025

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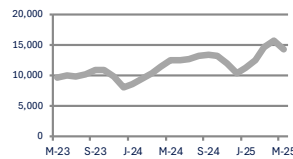
Washington D.C. Metropolitan Area

Units Sold
6,499



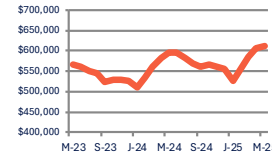
Down -8%
Vs. Year Ago

Active Inventory
14,343



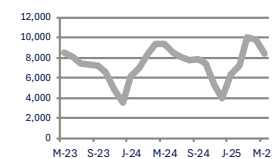
Up 15%
Vs. Year Ago

Median Sale Price
\$611,000



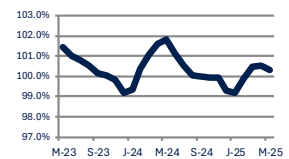
Up 3%
Vs. Year Ago

New Listings
8,394



Down -11%
Vs. Year Ago

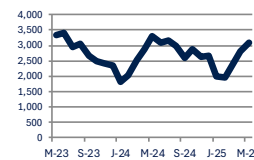
Sold vs. List Price
100.3%



Down -1.5%
Vs. Year Ago

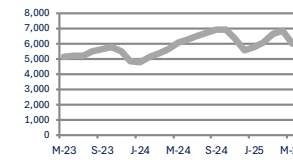
Baltimore Metropolitan Area

Units Sold
3,076



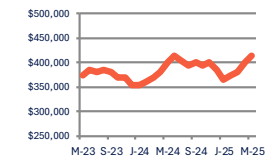
Down -7%
Vs. Year Ago

Active Inventory
5,993



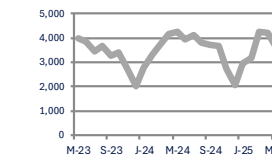
Down -1%
Vs. Year Ago

Median Sale Price
\$415,000



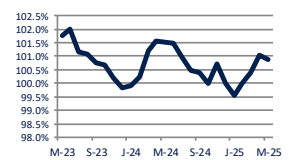
Up 4%
Vs. Year Ago

New Listings
3,577



Down -16%
Vs. Year Ago

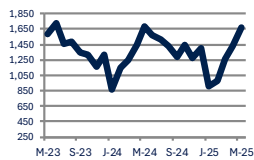
Sold vs. List Price
100.9%



Down -0.7%
Vs. Year Ago

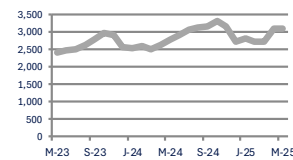
Richmond Metropolitan Area

Units Sold
1,665



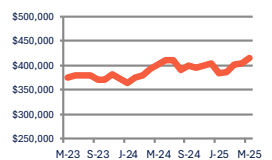
Down -1%
Vs. Year Ago

Active Inventory
3,078



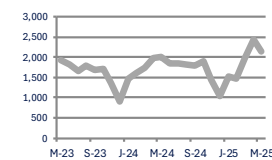
Up 11%
Vs. Year Ago

Median Sale Price
\$415,000



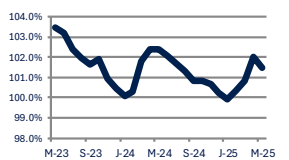
Up 4%
Vs. Year Ago

New Listings
2,139



Up 6%
Vs. Year Ago

Sold vs. List Price
101.5%



Down -0.9%
Vs. Year Ago

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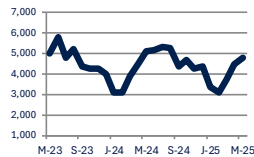
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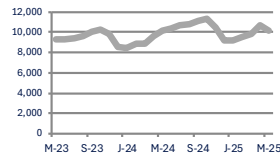
Philadelphia Metropolitan Area

Units Sold
4,793



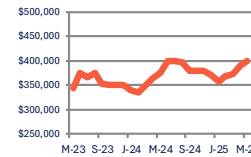
Down -6%
Vs. Year Ago

Active Inventory
10,184



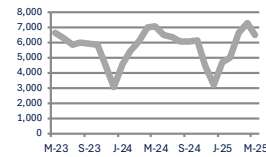
Up 1%
Vs. Year Ago

Median Sale Price
\$400,000



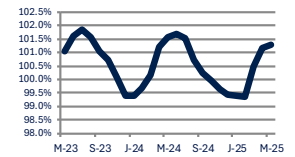
Up 7%
Vs. Year Ago

New Listings
6,520



Down -7%
Vs. Year Ago

Sold vs. List Price
101.3%



Down -0.3%
Vs. Year Ago

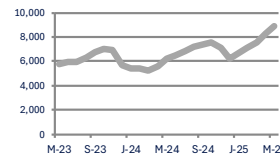
The Triangle, NC Area

Units Sold
3,182



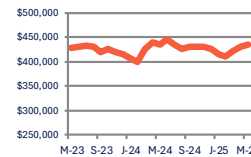
No Change
Vs. Year Ago

Active Inventory
8,931



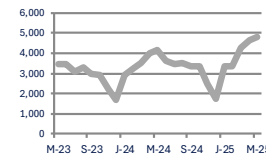
Up 44%
Vs. Year Ago

Median Sale Price
\$435,000



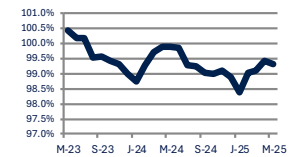
No Change
Vs. Year Ago

New Listings
4,798



Up 15%
Vs. Year Ago

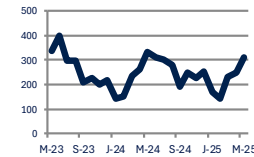
Sold vs. List Price
99.3%



Down -0.6%
Vs. Year Ago

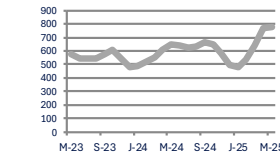
Charlottesville Area

Units Sold
312



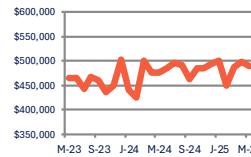
Down -6%
Vs. Year Ago

Active Inventory
776



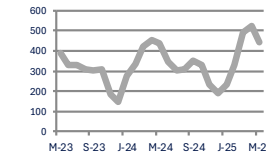
Up 20%
Vs. Year Ago

Median Sale Price
\$489,950



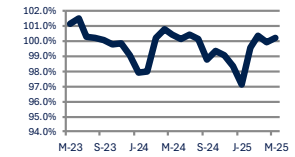
Up 3%
Vs. Year Ago

New Listings
442



Up 1%
Vs. Year Ago

Sold vs. List Price
100.2%



Down -0.2%
Vs. Year Ago

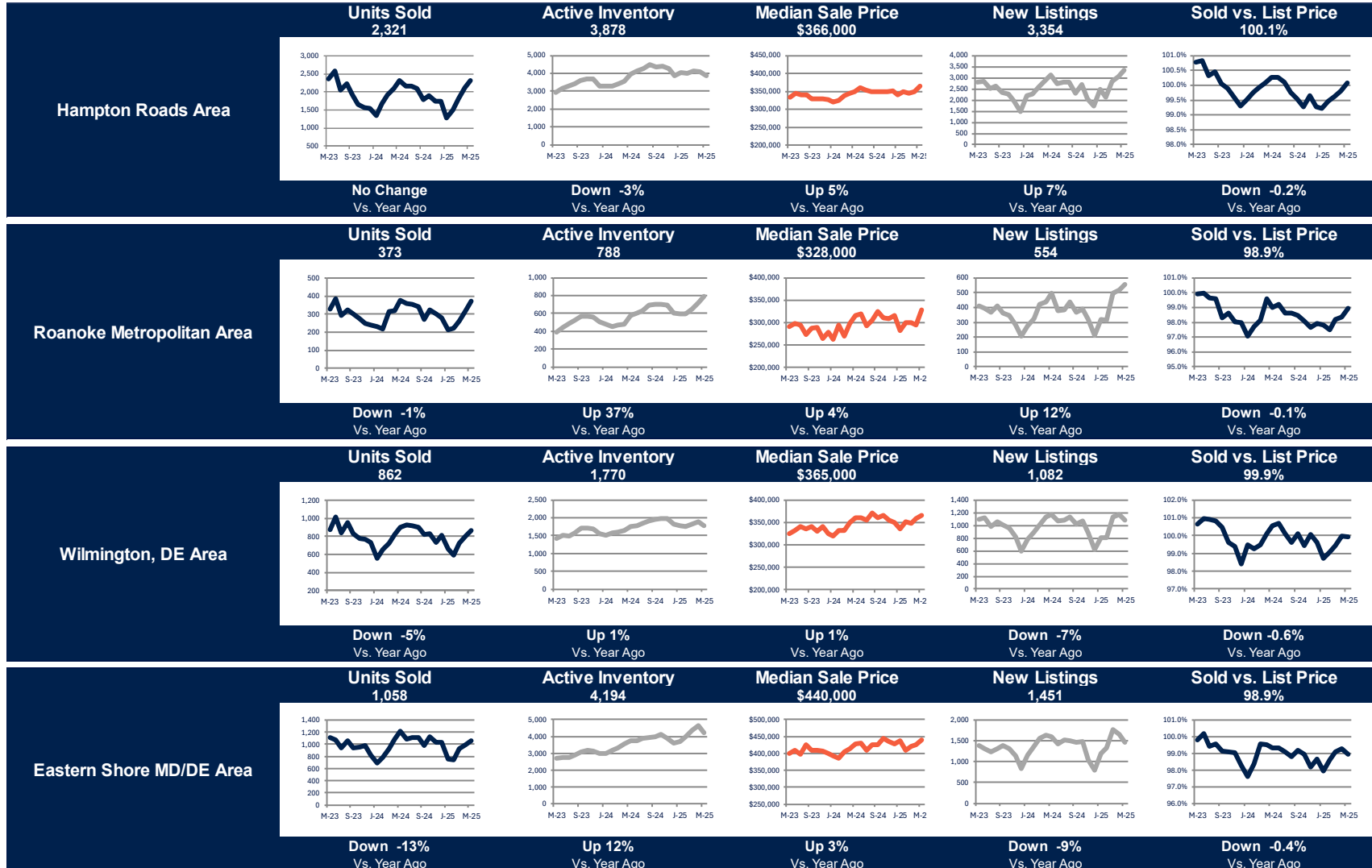
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Market Highlights 'At A Glance' - MAY 2025

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WASHINGTON D.C. METROPOLITAN AREA - MAY 2025

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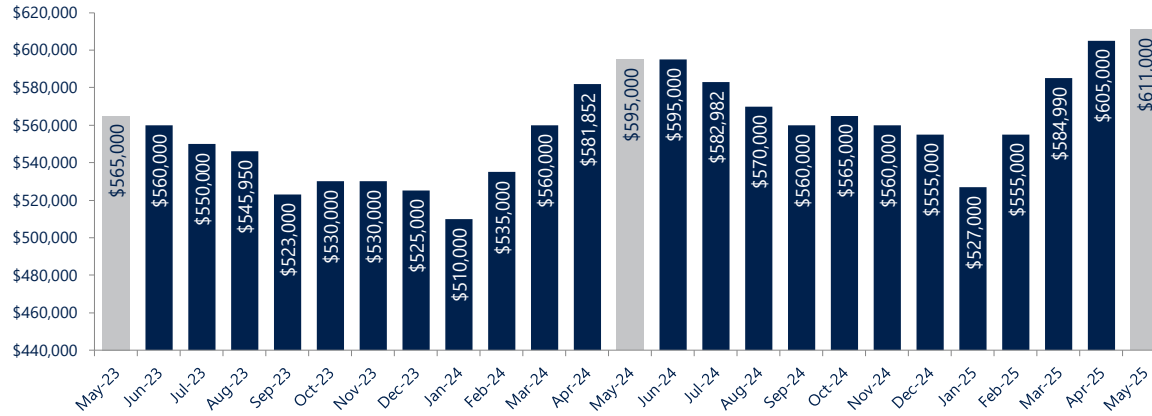
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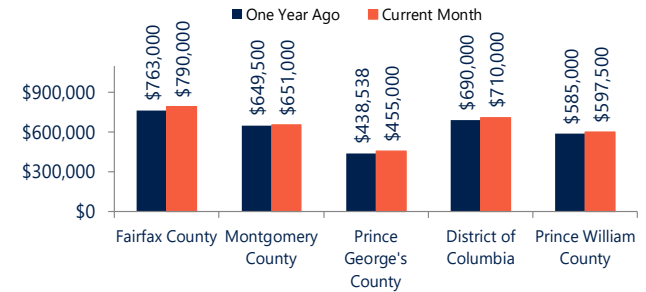
WASHINGTON D.C. METROPOLITAN AREA - MAY 2025

Median Sales Price

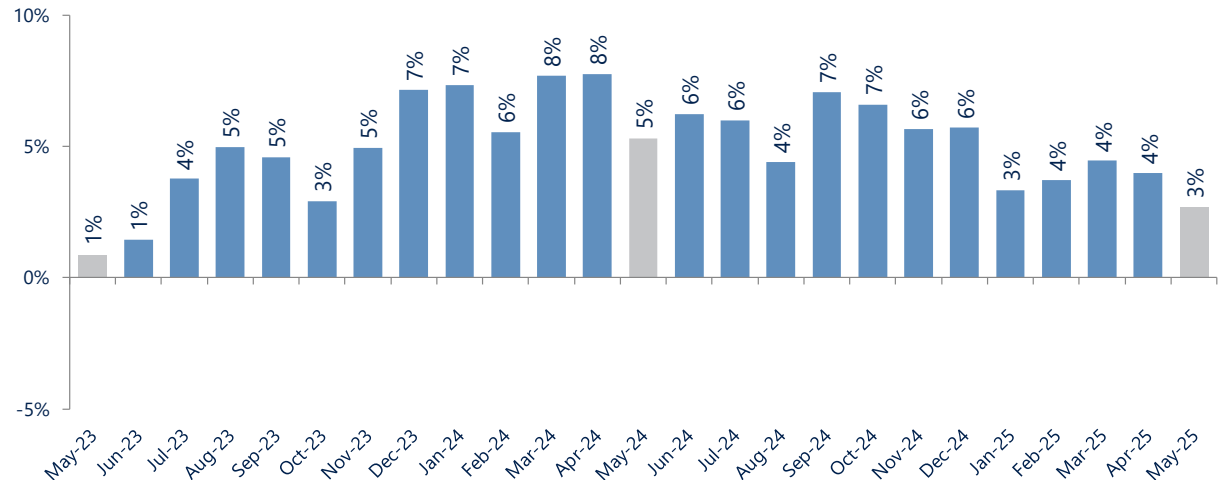


Median Sale Price

Of Top Five Counties/Cities Based on Total Units Sold



Median Sale Price Percent Change Year/Year



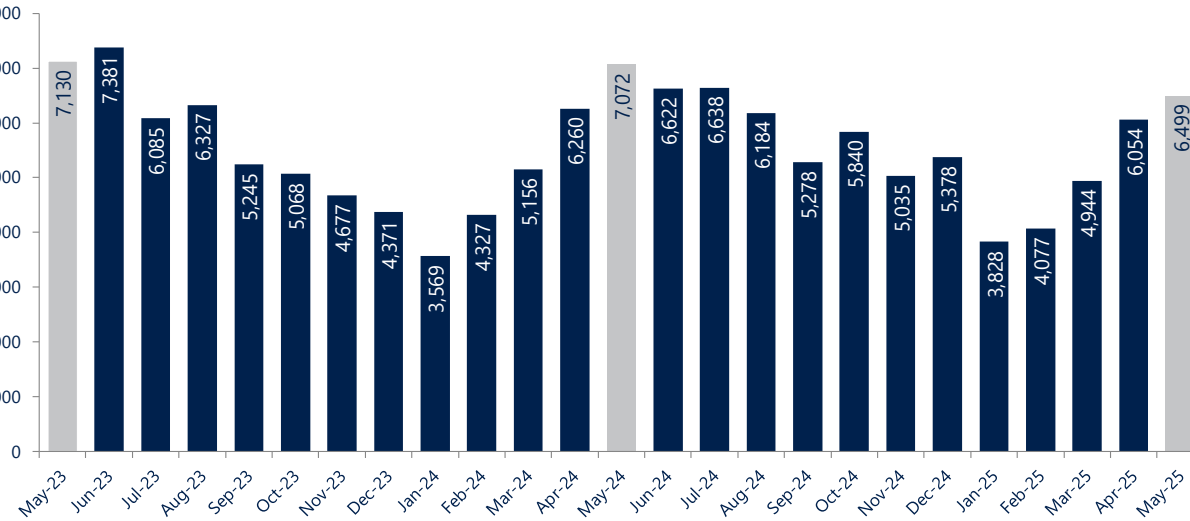
Highlights

- This May, the current median sale price of \$611,000 was similar to the median sale price of last month.
- The current median sale price was 3% higher than the same month last year.

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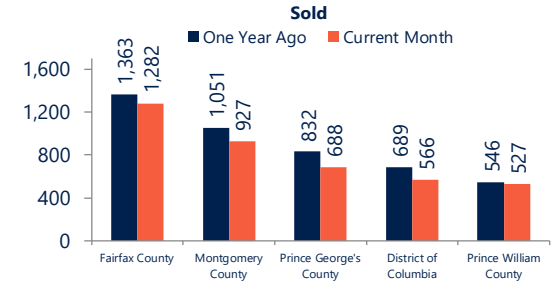
WASHINGTON D.C. METROPOLITAN AREA - MAY 2025

Total Units Sold



Total Units Sold

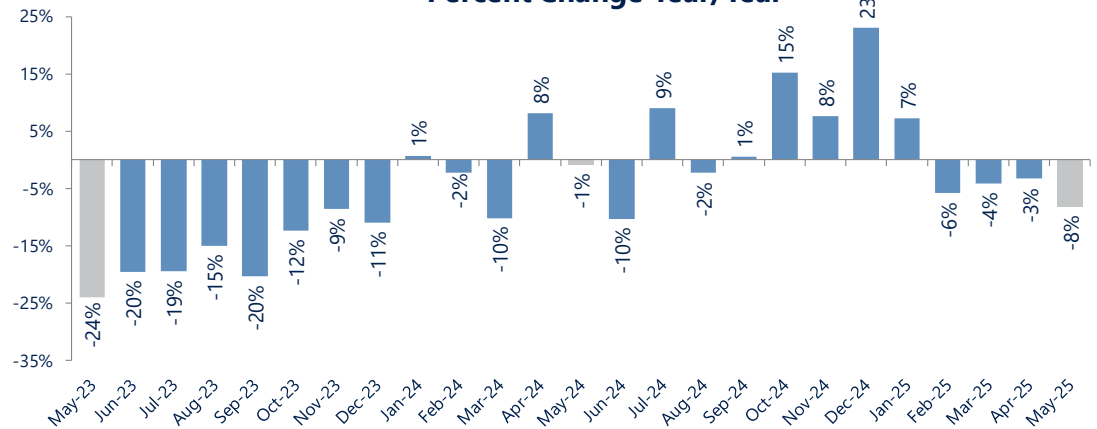
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- There was an increase of 7% in total units sold in May compared to April.
- This month's total units sold was lower than at this time last year, a decrease of 8% versus May 2024.

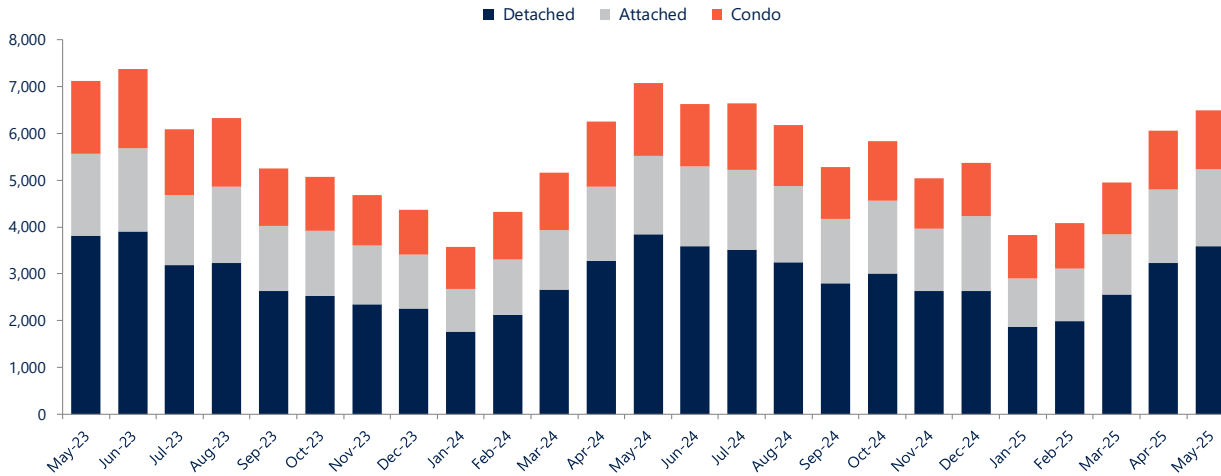
Total Units Sold Percent Change Year/Year



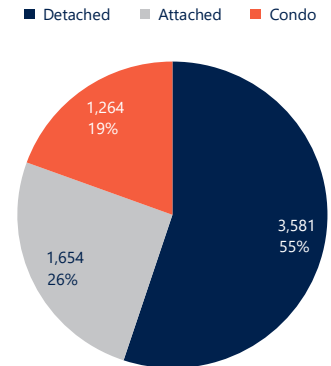
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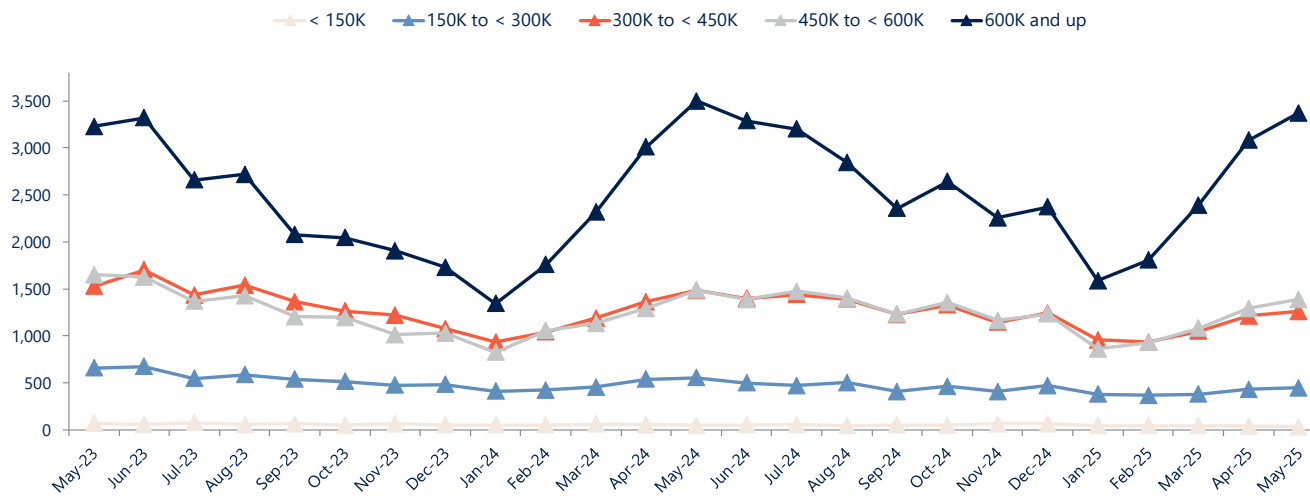
Total Units Sold by Type



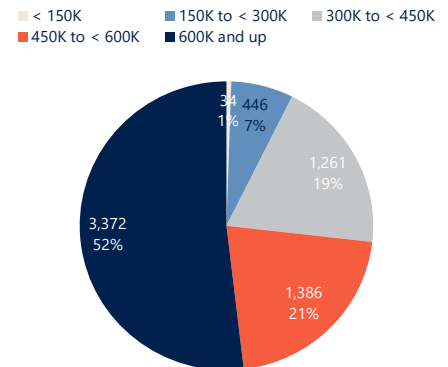
Total Units Sold by Type
Current Month



Total Units Sold by Price Range



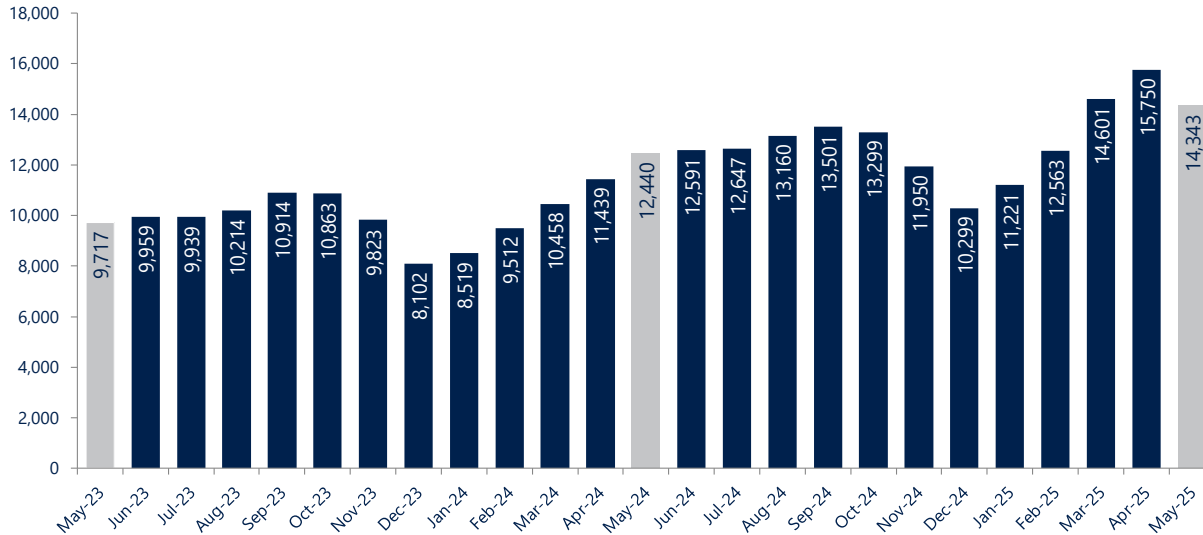
Total Units Sold by Price Range
Current Month



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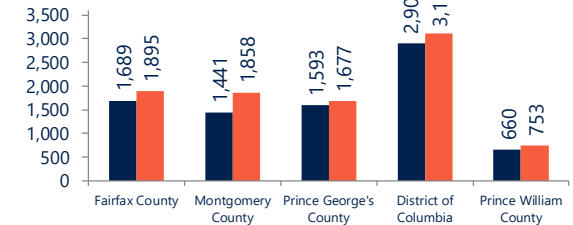
WASHINGTON D.C. METROPOLITAN AREA - MAY 2025

Total Active Inventory



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

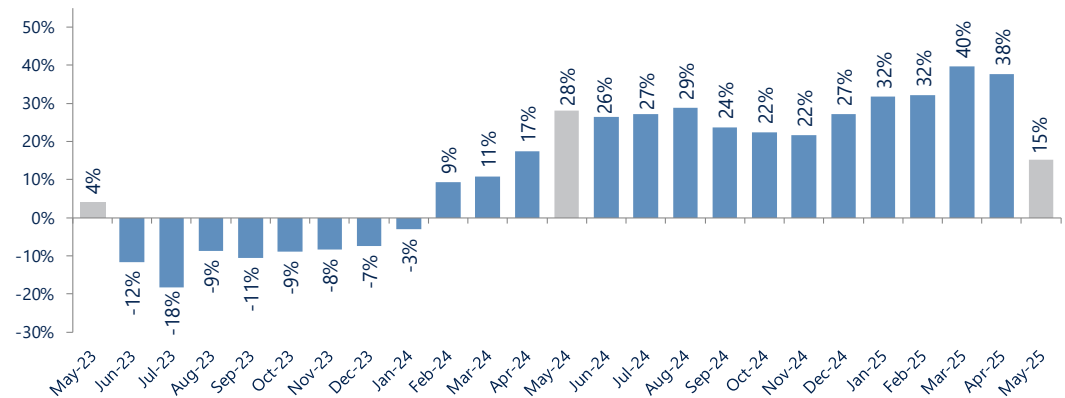
■ One Year Ago ■ Current Month



Highlights

- Versus last May, the total number of homes available this month was higher by 1,903 units or 15%.
- Active inventory this May was 9% lower than the previous month's supply of available inventory.

Total Active Inventory Percent Change Year/Year

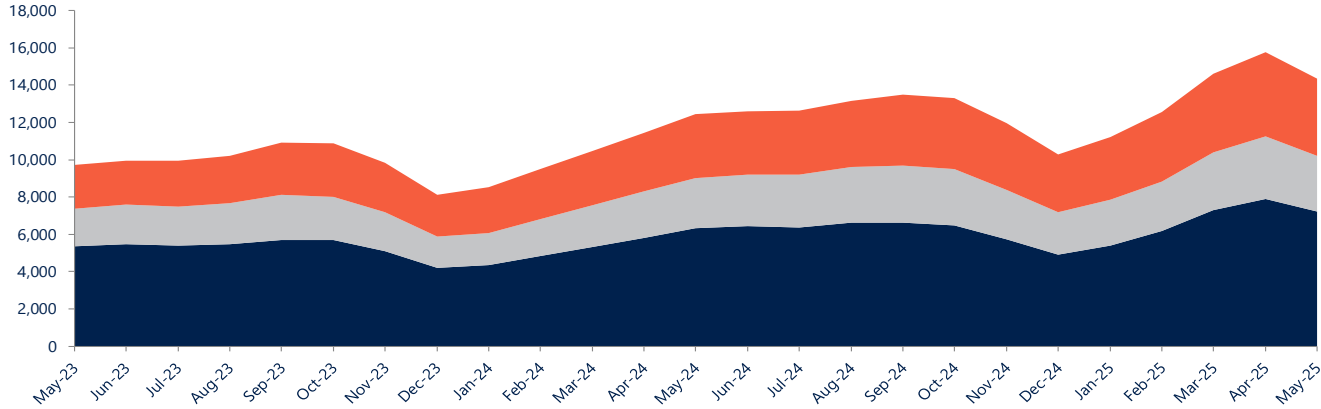


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Total Active Inventory by Type

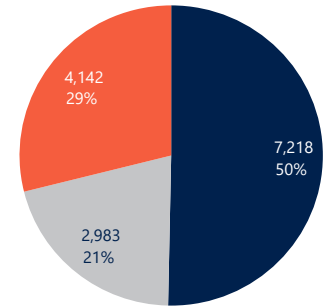
■ Detached ■ Attached ■ Condo



Total Active Inventory by Type

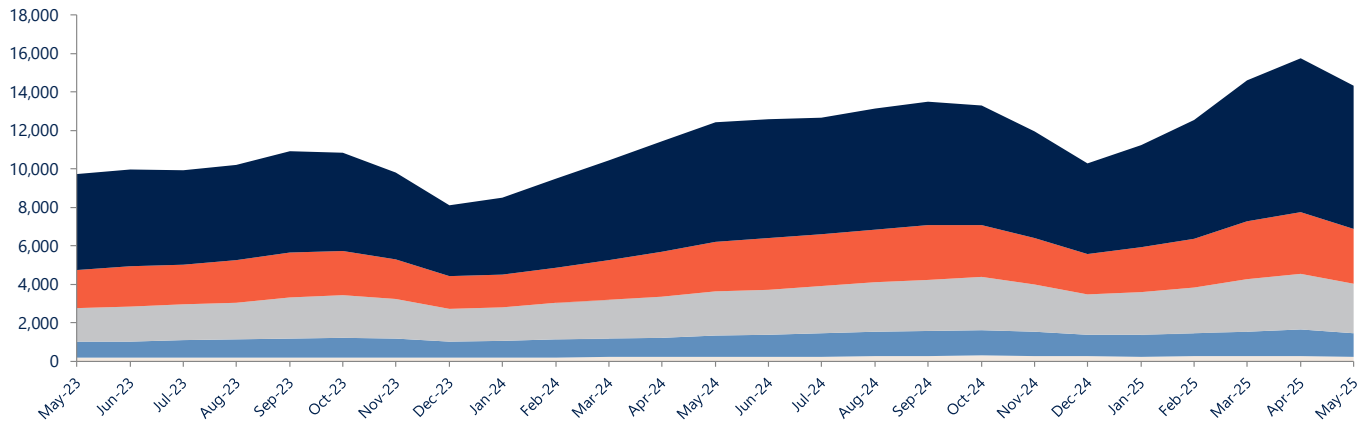
Current Month

■ Detached ■ Attached ■ Condo



Total Active Inventory by Price Range

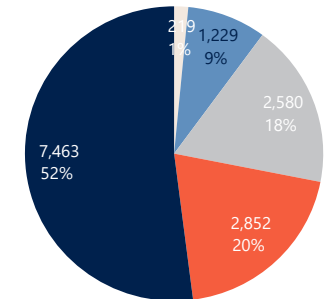
■ < 150K ■ 150K to < 300K ■ 300K to < 450K ■ 450K to < 600K ■ 600K and up



Total Active Inventory by Price Range

Current Month

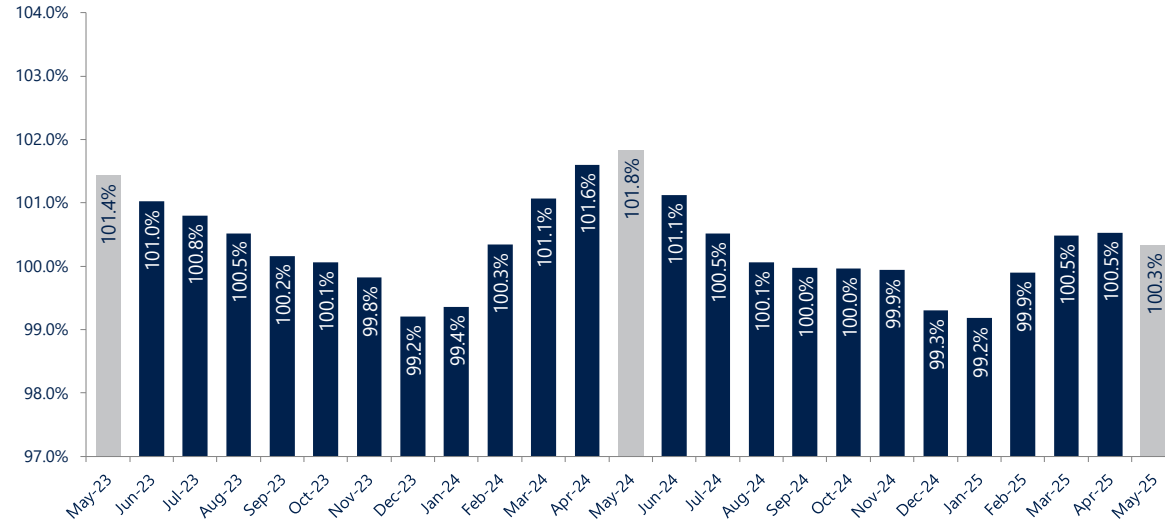
■ < 150K ■ 150K to < 300K ■ 300K to < 450K ■ 450K to < 600K ■ 600K and up



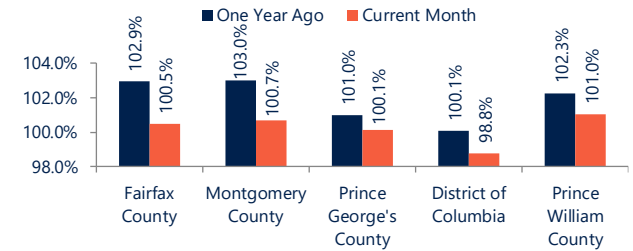
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WASHINGTON D.C. METROPOLITAN AREA - MAY 2025

Average Sale Price as a Percent of List Price



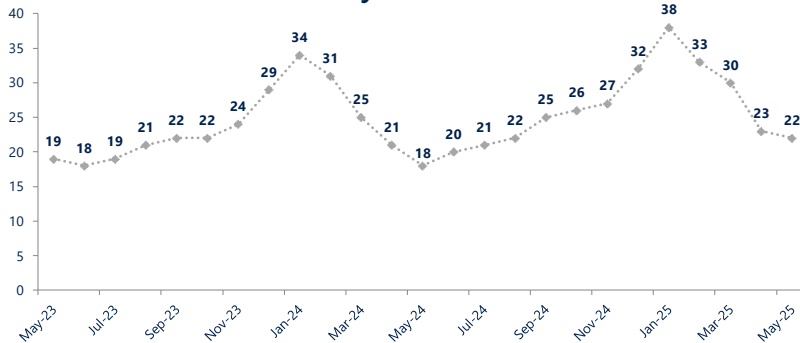
Sale Price as % of List Price Of Top Five Counties/Cities Based on Total Units Sold



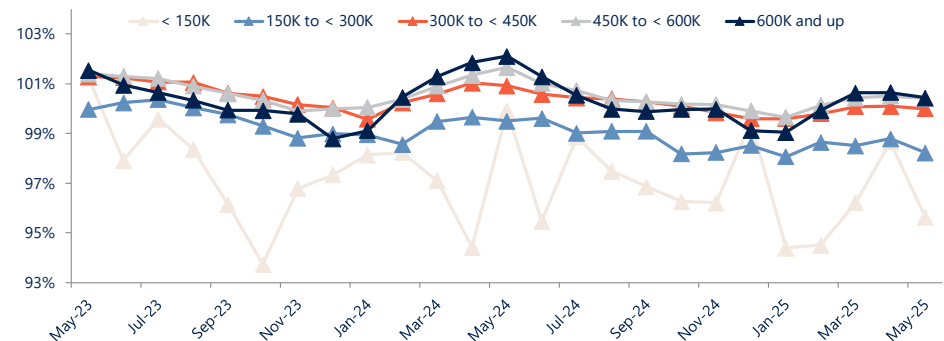
Days on Market	
Current Month	One Year Ago
22	18
Up 22% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
100.3%	101.8%
Down -1.5% Vs. Year Ago	

Days on Market



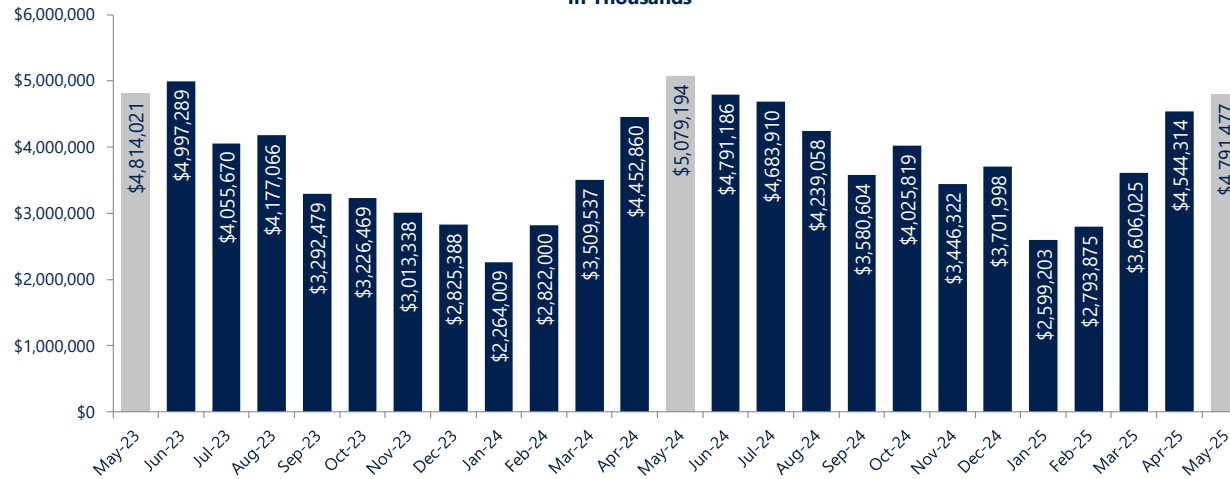
Average Sale Price as a Percent of List Price by Price Range



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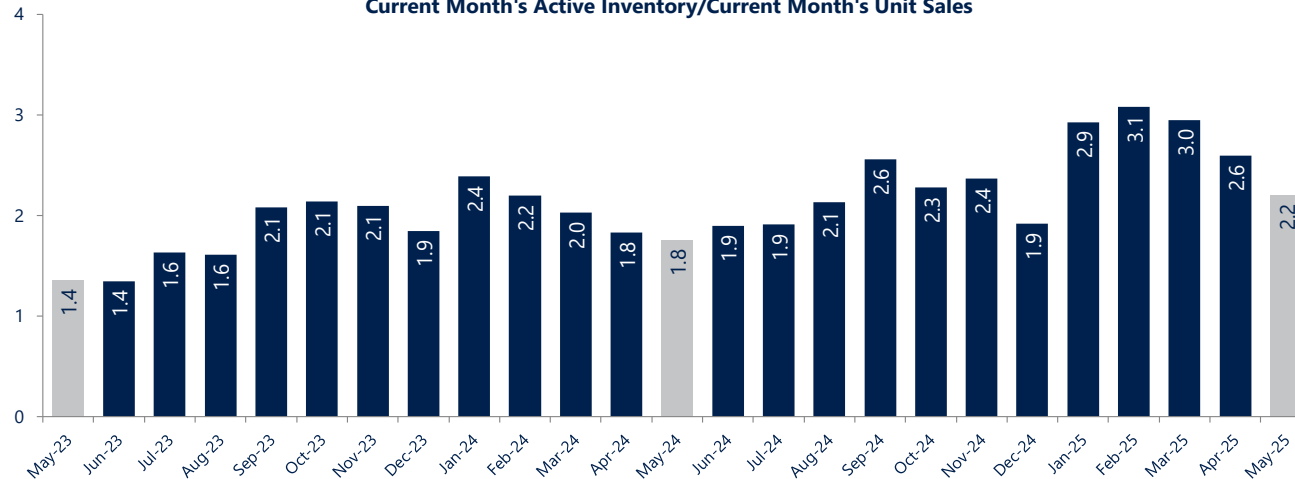
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this May was 6% less than the same month one year ago.
- In May, there was 2.2 months of supply available, compared to 1.8 in May 2024. That was an increase of 26% 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
\$4,791,477,428	\$5,079,193,919
Down -6% Vs. Year Ago	

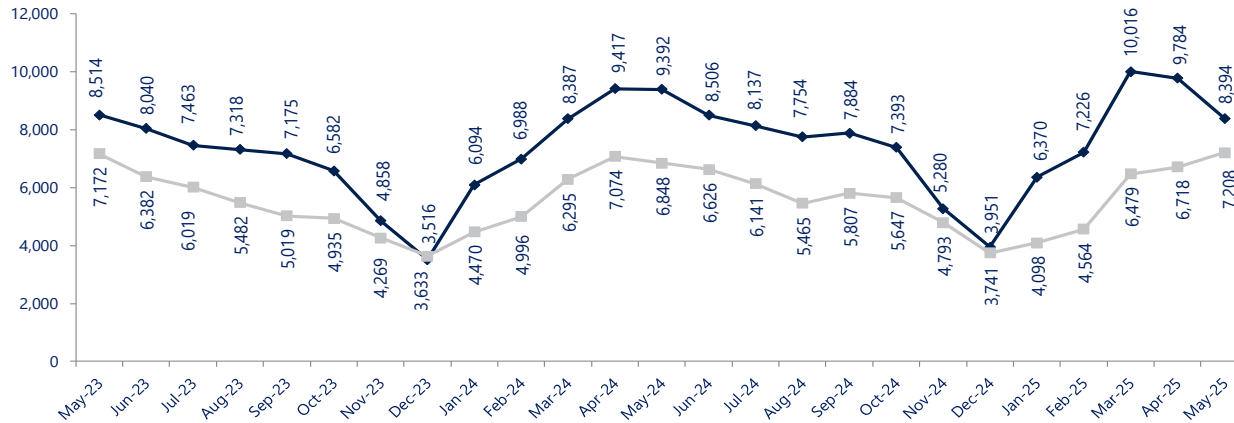
Months of Supply	
Current Month	One Year Ago
2.2	1.8
Up 26% Vs. Year Ago	

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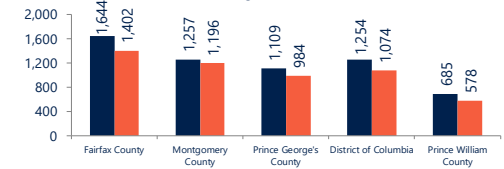
New Listings & New Contracts

— New Listings — New Contracts (Under Active Contract Status)



New Listings

Of Top Five Counties/Cities Based on Total Units Sold
■ One Year Ago ■ Current Month



New Contracts

Of Top Five Counties/Cities Based on Total Units Sold
■ One Year Ago ■ Current Month



New Listings	
Current Month	One Year Ago
8,394	9,392
Down -11% Vs. Year Ago	

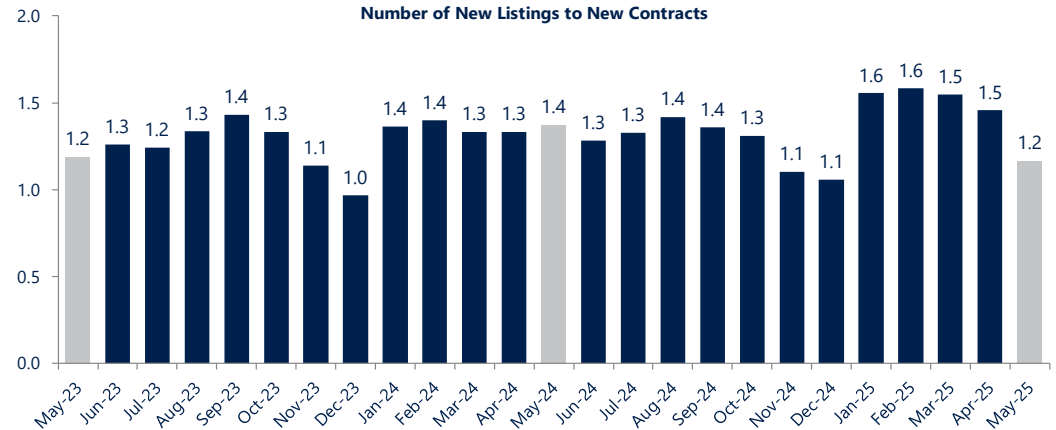
New Contracts	
Current Month	One Year Ago
7,208	6,848
Up 5% Vs. Year Ago	

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 1.2, a decrease of 15% from May 2024.

Supply/Demand Ratio

Number of New Listings to New Contracts

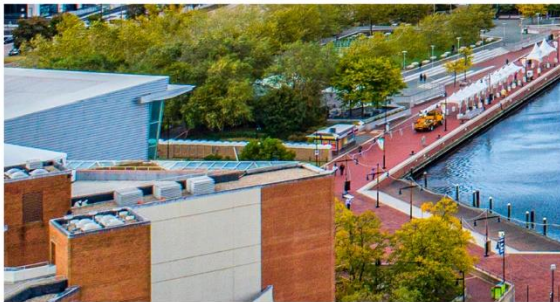


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BALTIMORE METROPOLITAN AREA - MAY 2025

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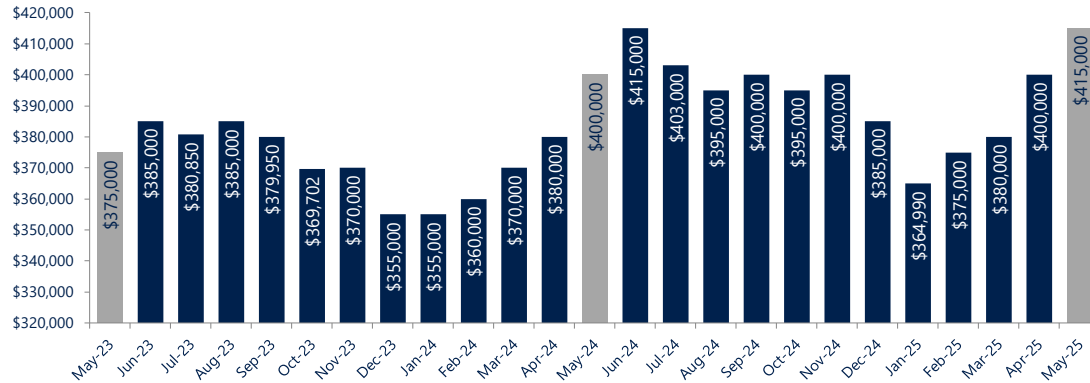
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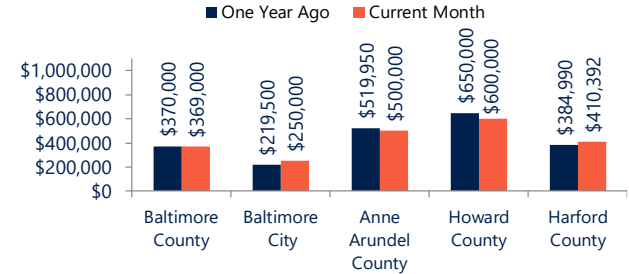
BALTIMORE METROPOLITAN AREA - MAY 2025

Median Sales Price



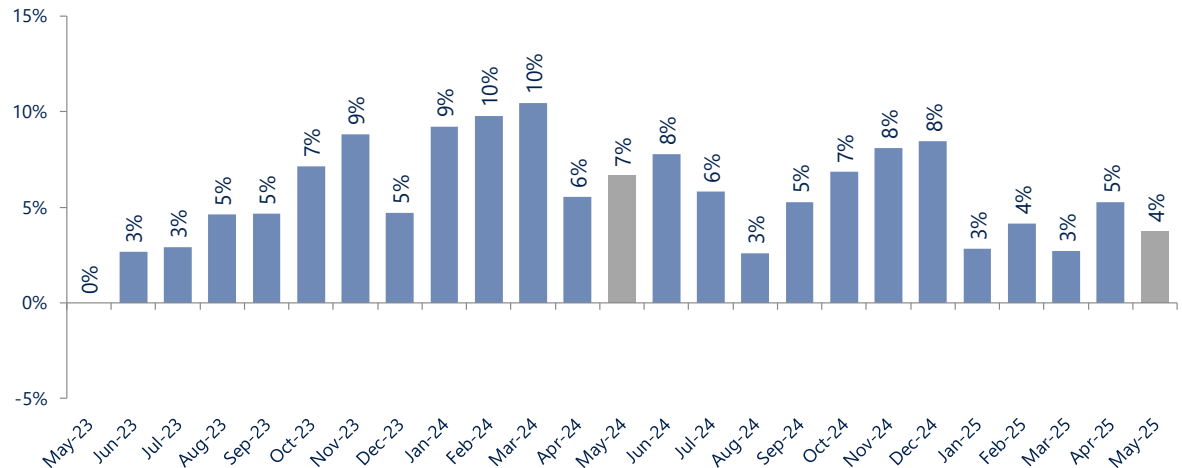
Median Sale Price

Of Top Five Counties/Cities Based on Total Units Sold



Median Sale Price

Percent Change Year/Year

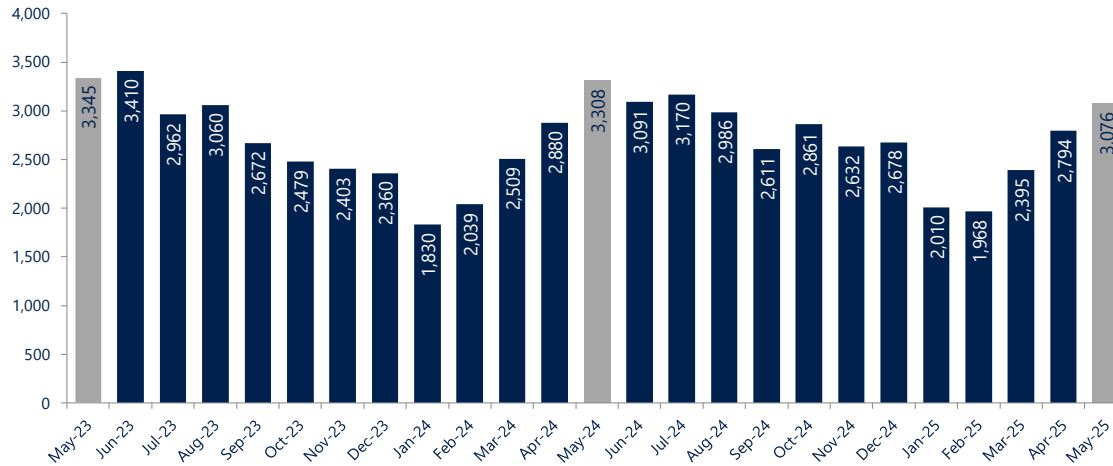


Highlights

- This May, the median sale price was \$415,000, an increase of 4% compared to April.
- The current median sale price was 4% higher than in May 2024.

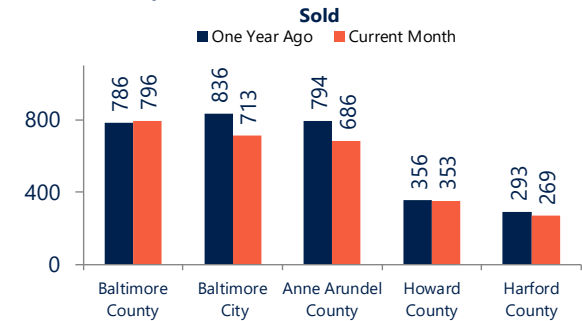
BALTIMORE METROPOLITAN AREA - MAY 2025

Total Units Sold



Total Units Sold

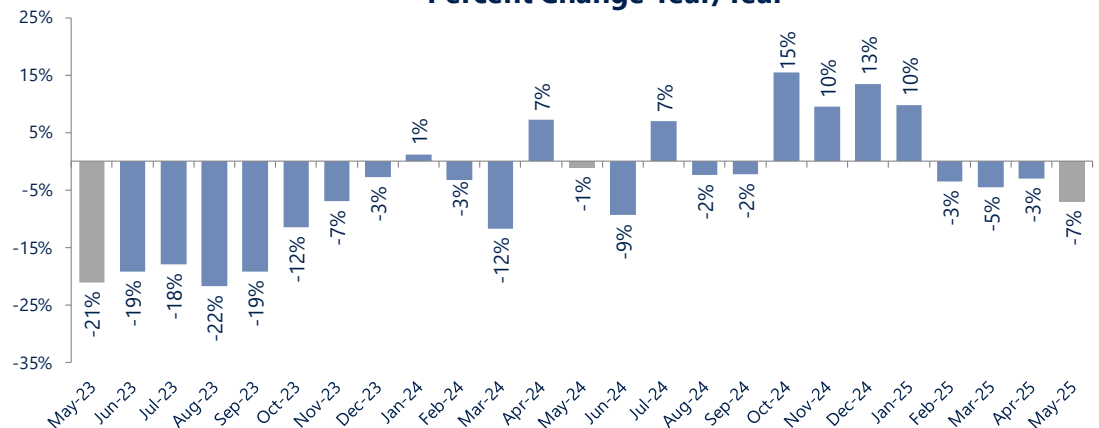
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- There was an increase of 10% in total units sold in May compared to April.
- This month's total units sold was lower than at this time last year, a decrease of 7% versus May 2024.

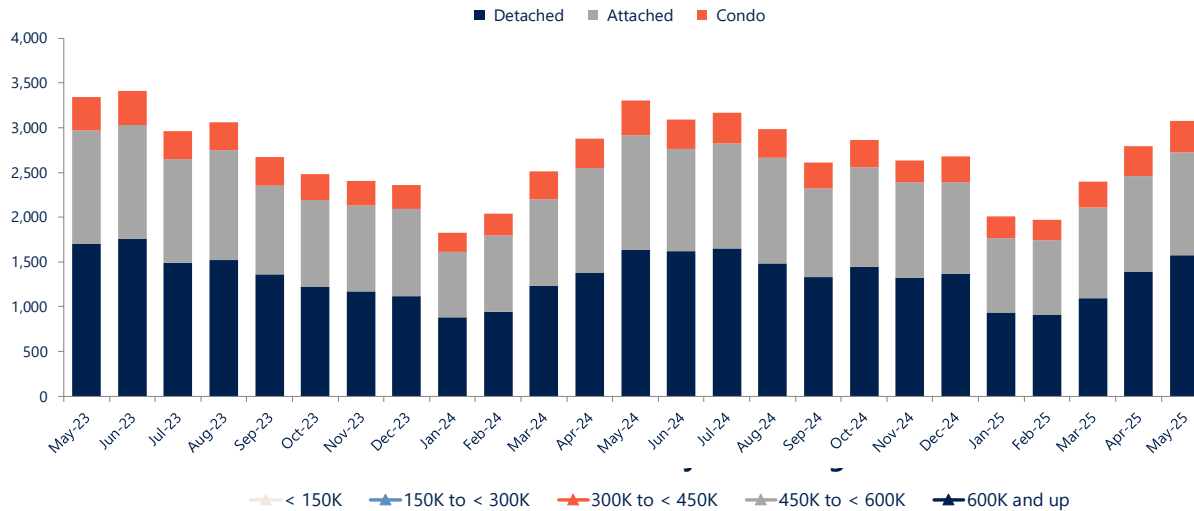
Total Units Sold
Percent Change Year/Year



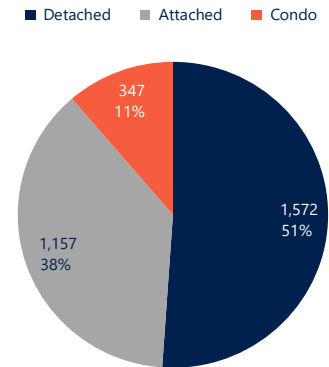
Long & Foster MARKET CONDITIONS REPORT

BALTIMORE METROPOLITAN AREA - MAY 2025

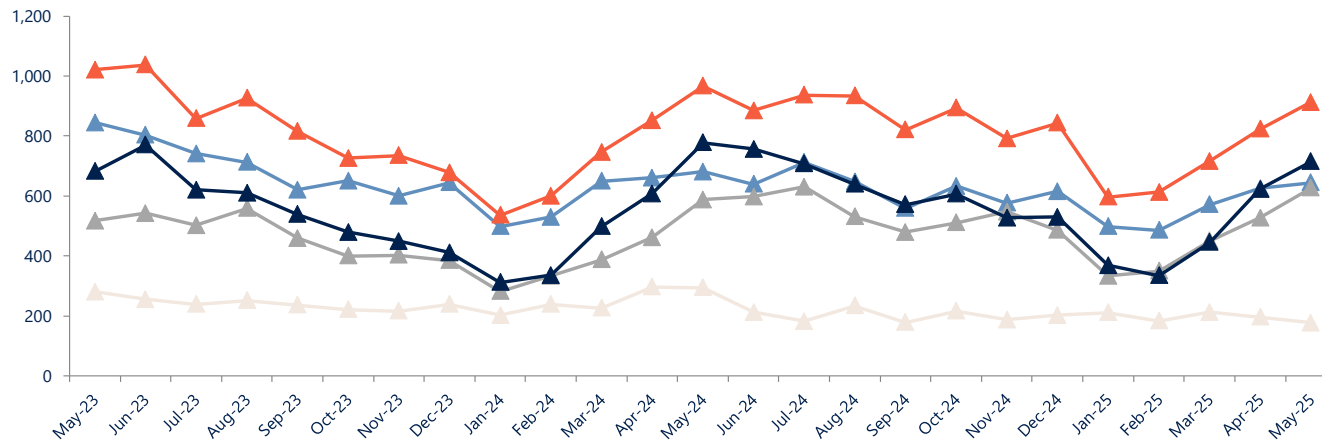
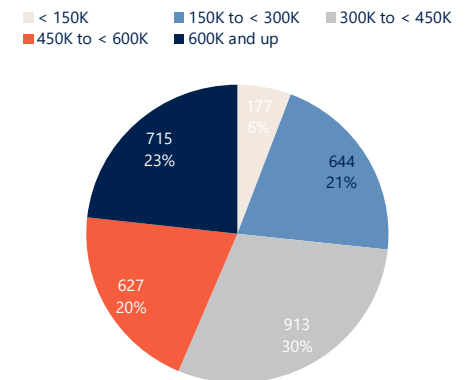
Total Units Sold by Type



Total Units Sold by Type
Current Month

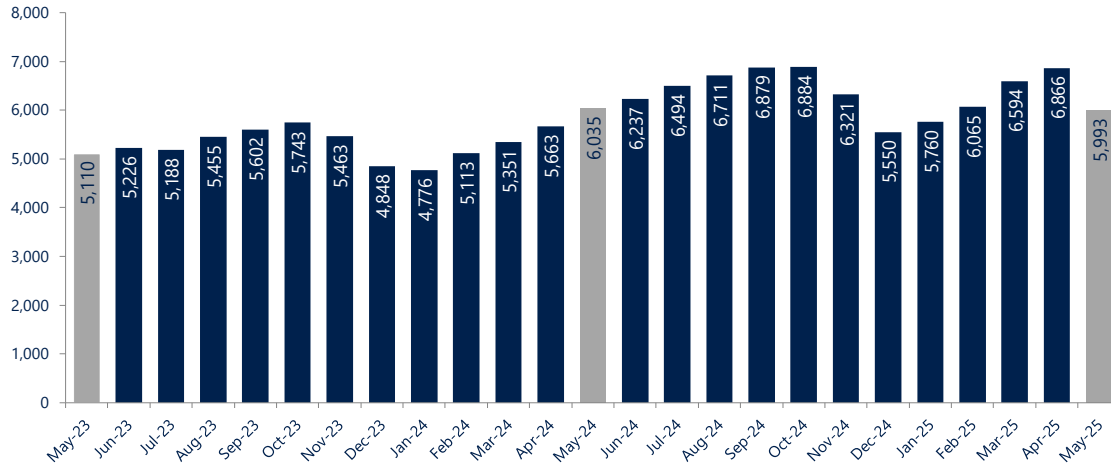


Total Units Sold by Price Range
Current Month



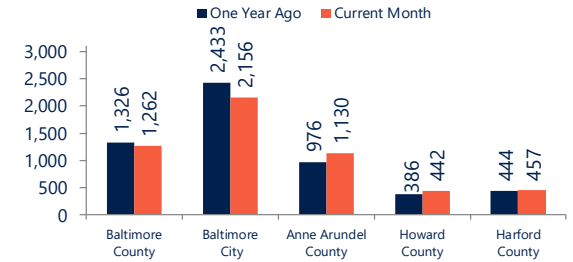
BALTIMORE METROPOLITAN AREA - MAY 2025

Total Active Inventory



Total Active Inventory

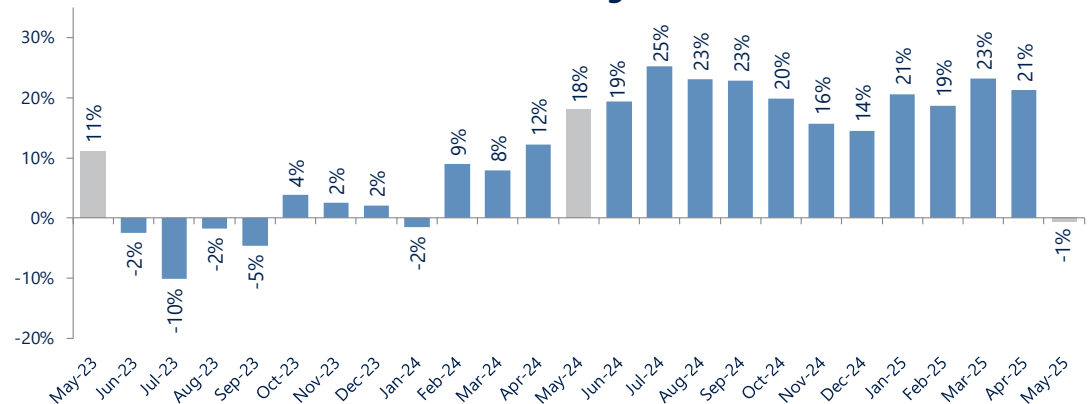
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- The total number of homes available this month was 5,993, which was relatively stable compared to a year ago.
- This May's supply was 13% lower than the previous month's supply of available inventory.

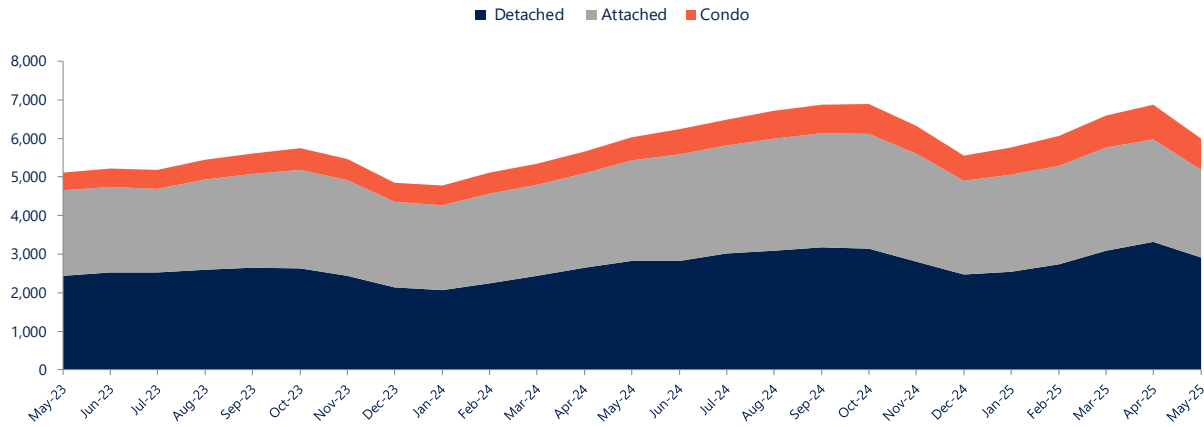
**Total Active Inventory
Percent Change Year/Year**



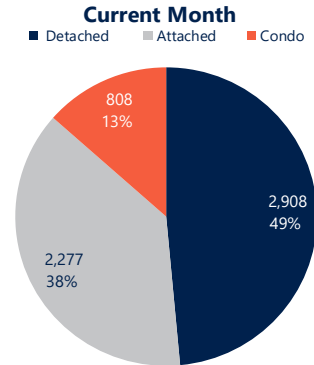
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BALTIMORE METROPOLITAN AREA - MAY 2025

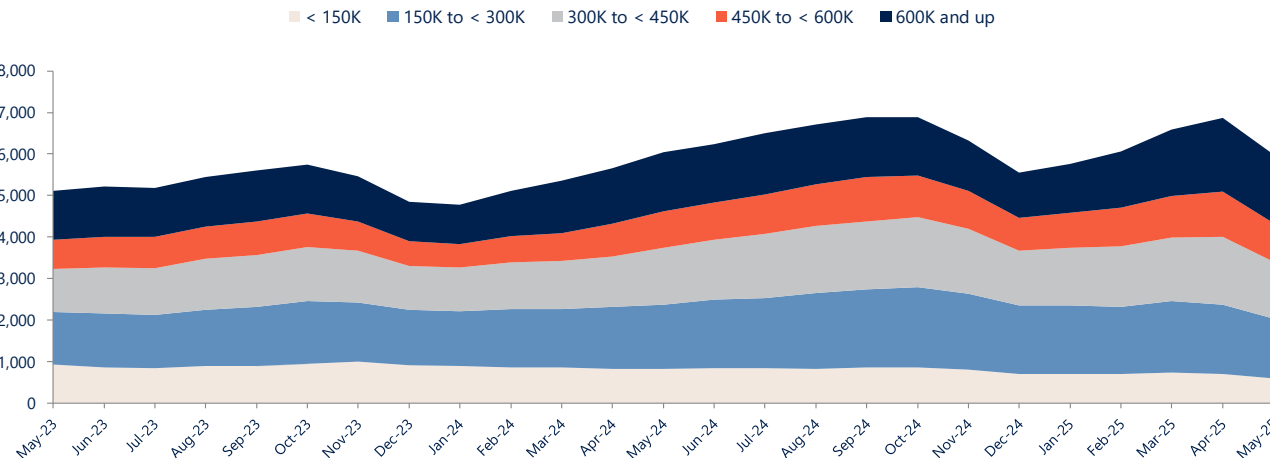
Total Active Inventory by Type



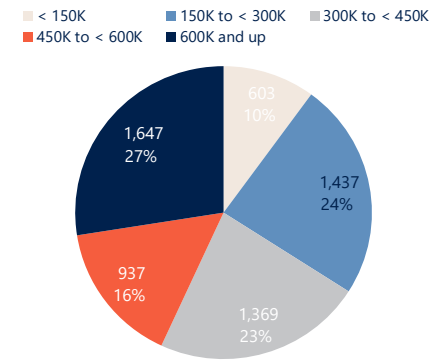
Total Active Inventory by Type



Total Active Inventory by Price Range



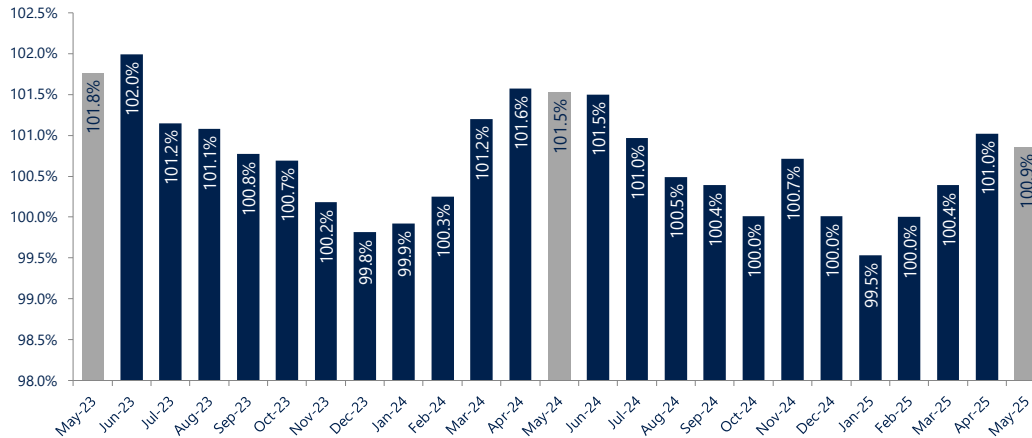
Total Active Inventory by Price Range



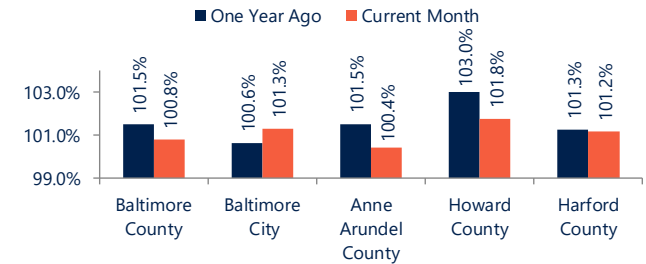
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BALTIMORE METROPOLITAN AREA - MAY 2025

Average Sale Price as a Percent of List Price



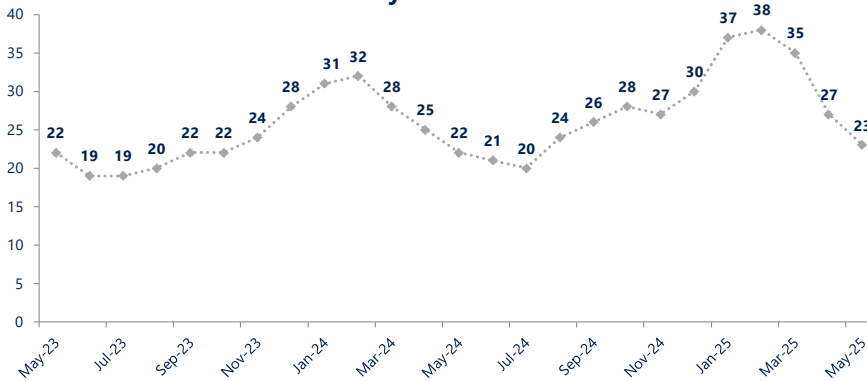
Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold



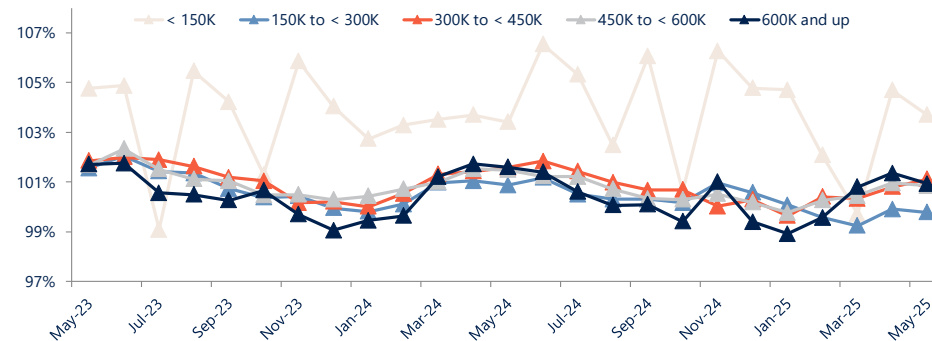
Days on Market	
Current Month	One Year Ago
23	22
Up 5% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
100.9%	101.5%
Down -0.7% Vs. Year Ago	

Days on Market

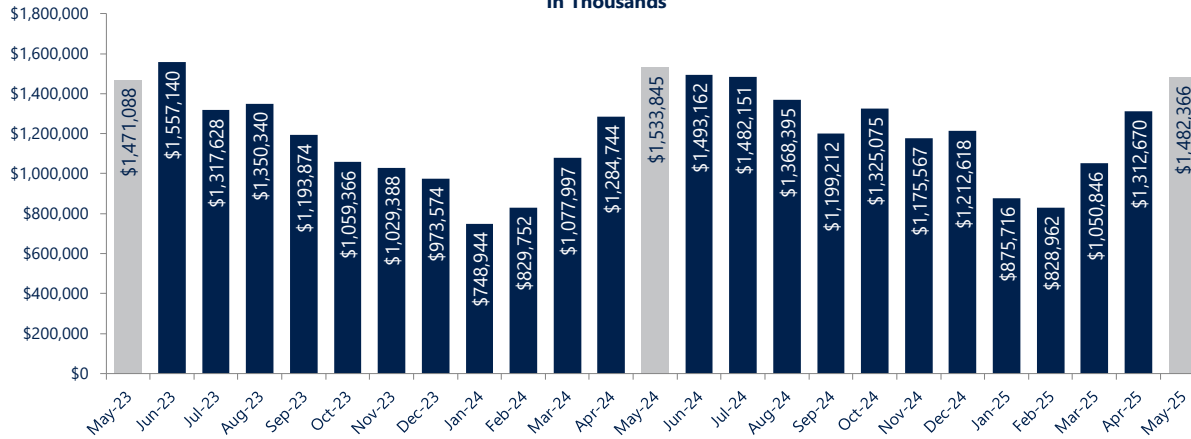


Average Sale Price as a Percent of List Price by Price Range



BALTIMORE METROPOLITAN AREA - MAY 2025

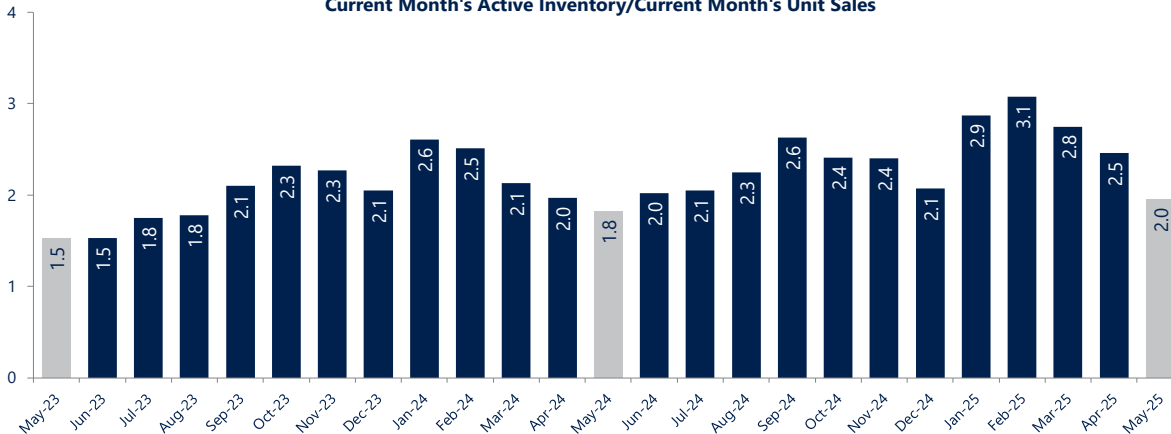
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this May was 3% less than the same month one year ago.
- In May, there was 2.0 months of supply available, compared to 1.8 in May 2024. That was an increase of 7% 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
\$1,482,365,927	\$1,533,845,221

Down -3% Vs. Year Ago

Months of Supply

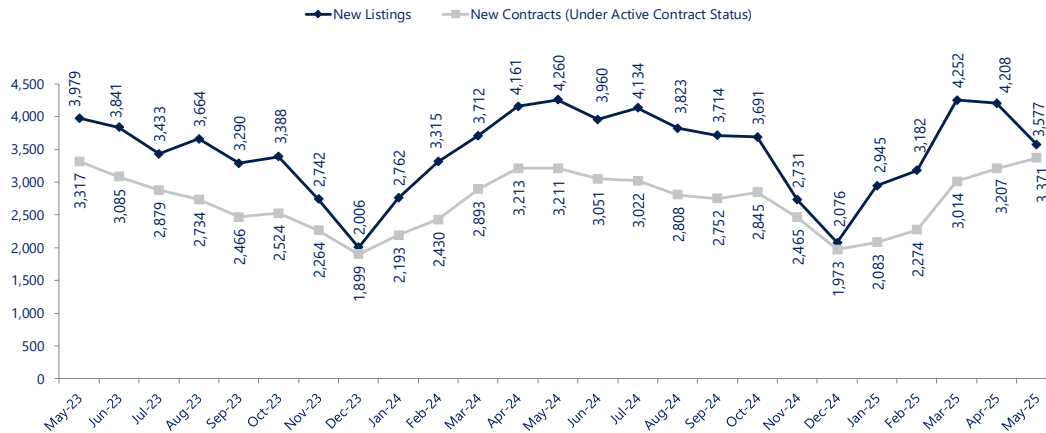
Current Month	One Year Ago
2.0	1.8

Up 7% Vs. Year Ago

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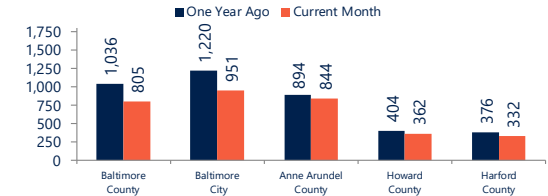
BALTIMORE METROPOLITAN AREA - MAY 2025

New Listings & New Contracts



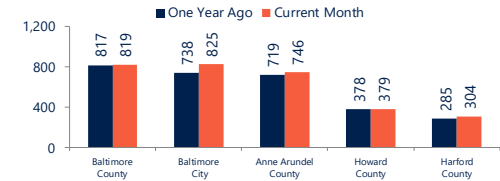
New Listings

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
3,577	4,260

Down -16% Vs. Year Ago

New Contracts

Current Month	One Year Ago
3,371	3,211

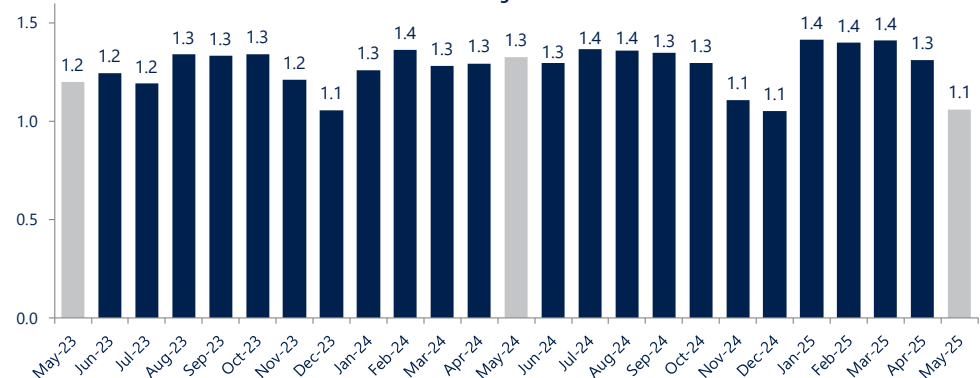
Up 5% Vs. Year Ago

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, a decrease of 20% from May 2024.

Supply/Demand Ratio

Number of New Listings to New Contracts

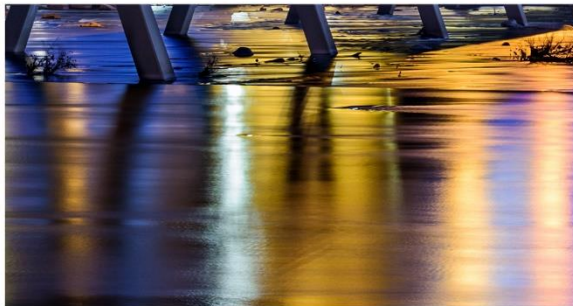
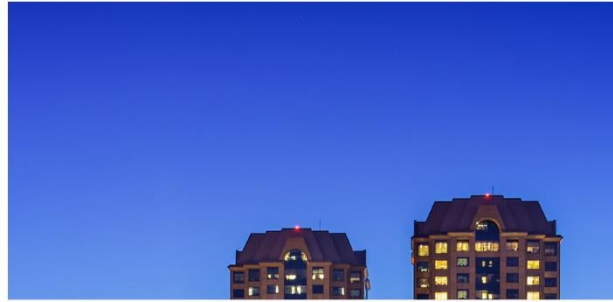


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RICHMOND, VA AREA - MAY 2025

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Long & Foster's All-Inclusive Services

Real Estate | Mortgage | Home Inspection | Title | Insurance | Moving | Property Management | Vacation Rentals | Relocation

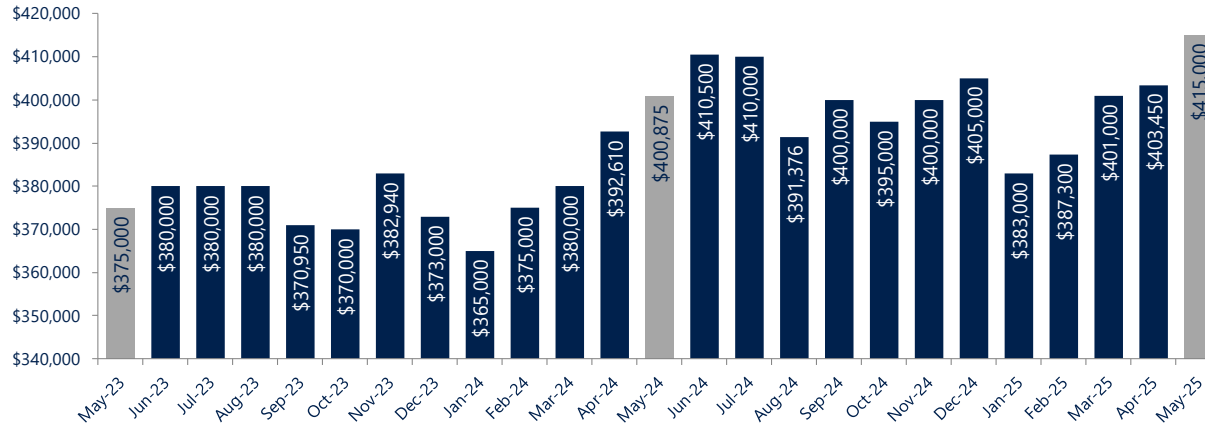
Global Partnerships

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

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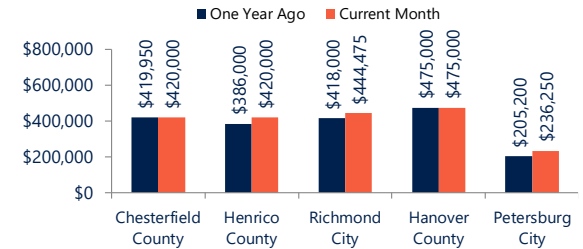
RICHMOND METROPOLITAN AREA - MAY 2025

Median Sales Price



Median Sale Price

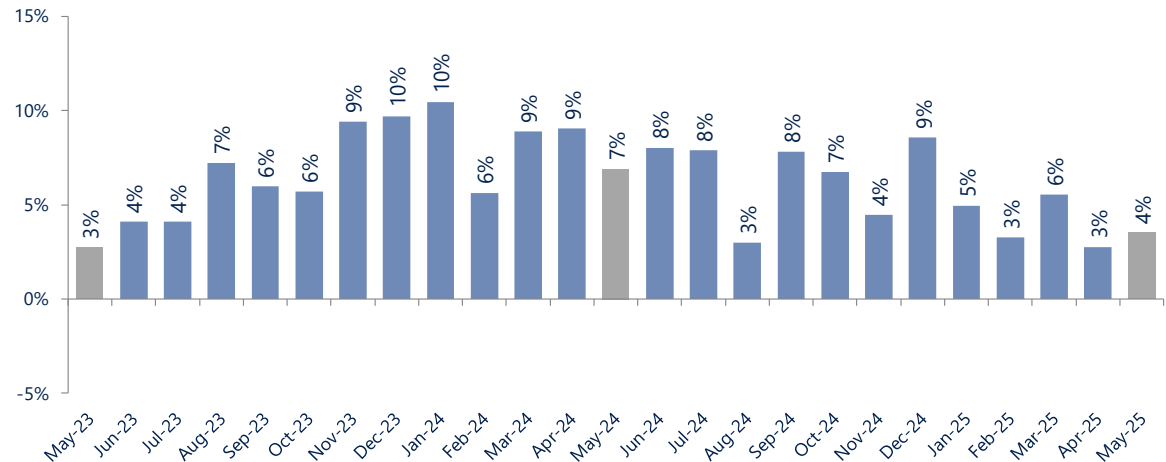
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- This May, the median sale price was \$415,000, an increase of 4% compared to last year.
- The current median sale price was 3% higher than in April.

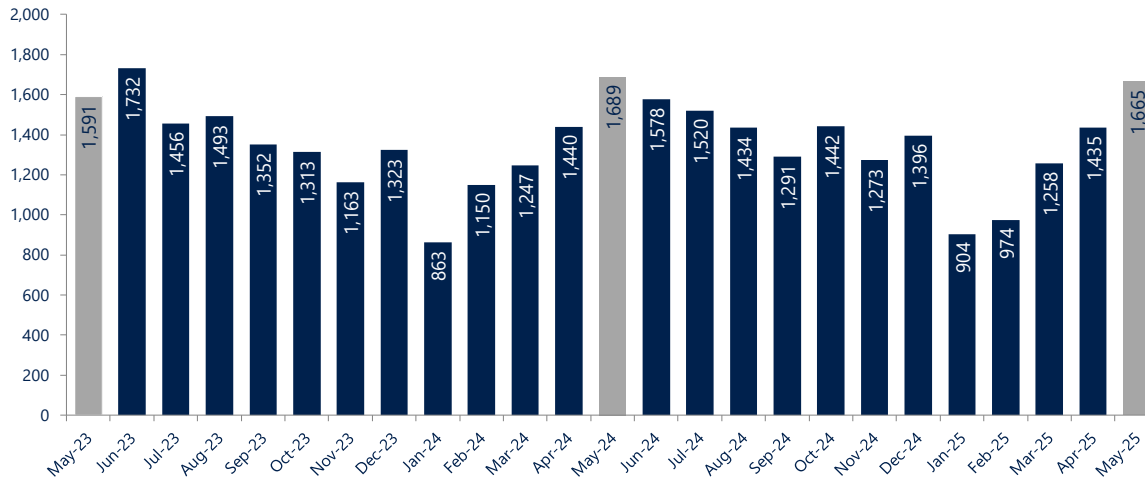
Median Sale Price Percent Change Year/Year



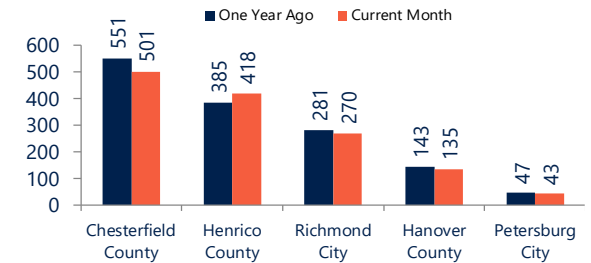
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RICHMOND METROPOLITAN AREA - MAY 2025

Total Units Sold



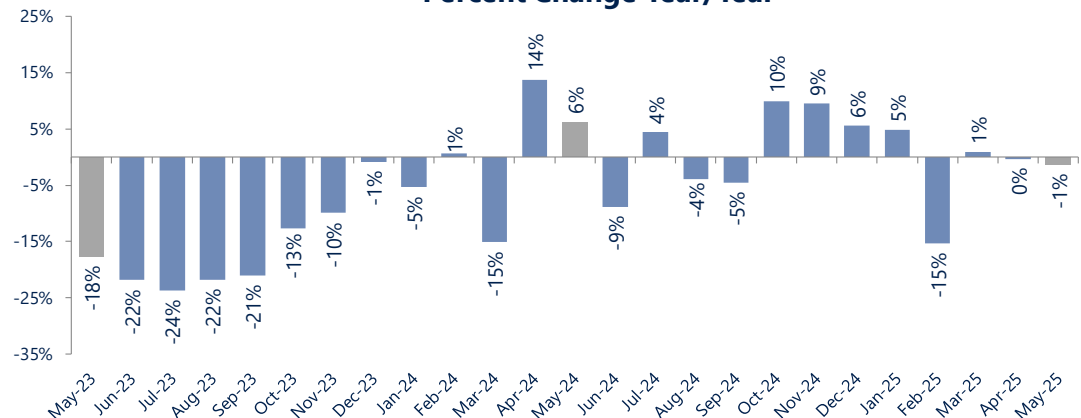
Total Units Sold Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- The number of units sold in May 2025 was similar to the units sold in May 2024.
- This month's total units sold was higher than the previous month, an increase of 16% versus April.

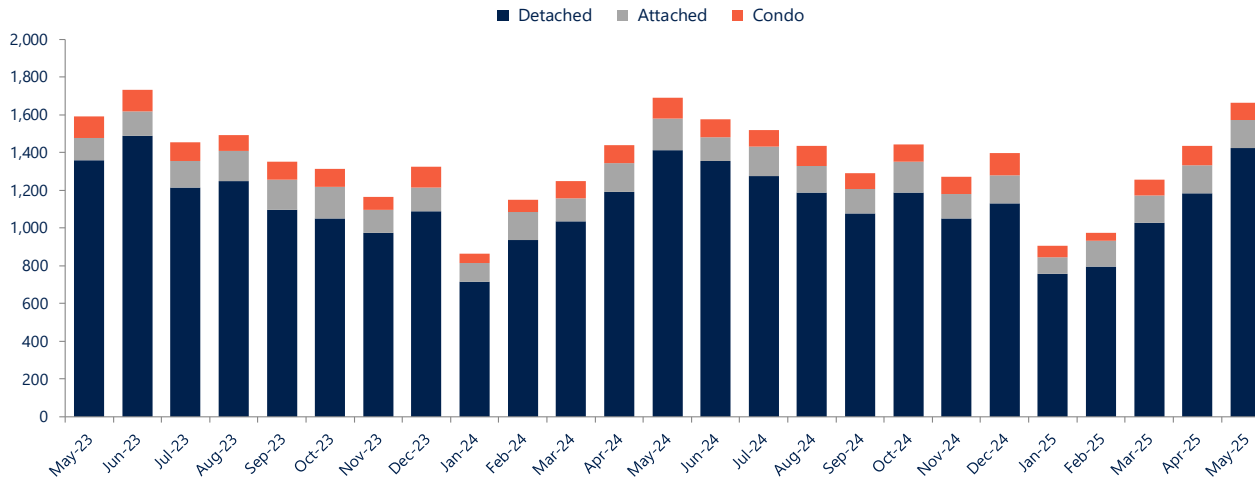
Total Units Sold Percent Change Year/Year



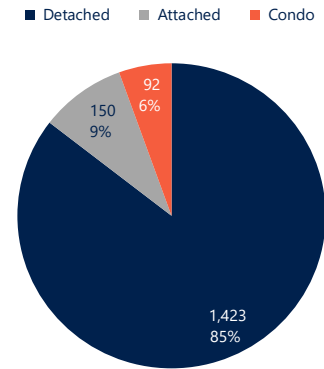
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RICHMOND METROPOLITAN AREA - MAY 2025

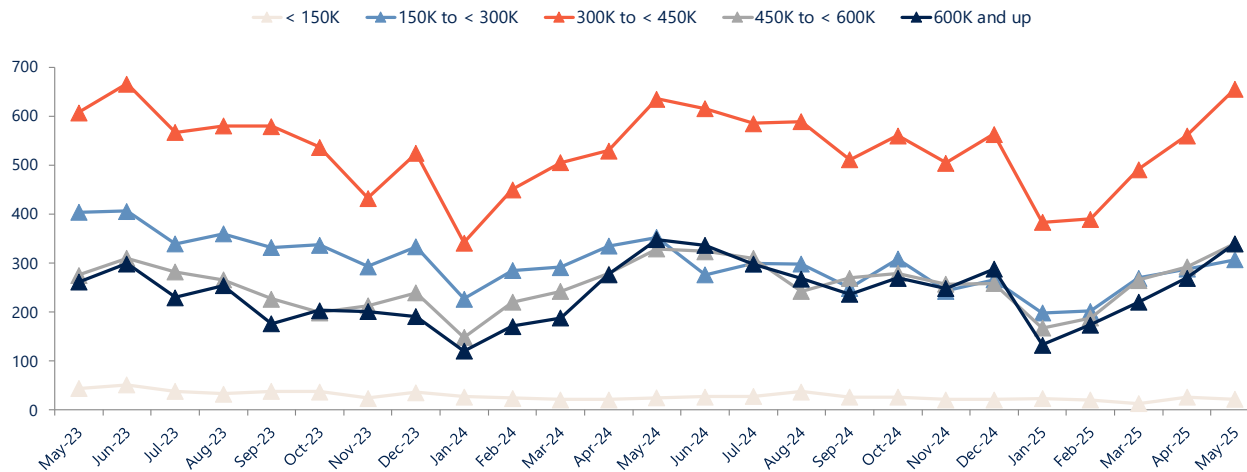
Total Units Sold by Type



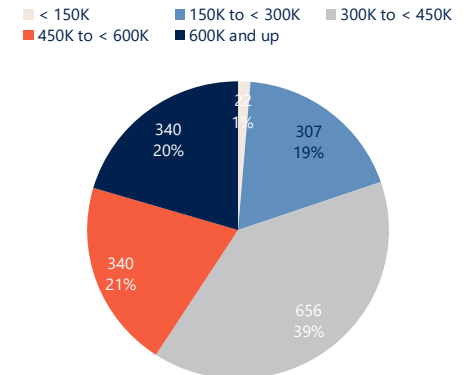
**Total Units Sold by Type
Current Month**



Total Units Sold by Price Range

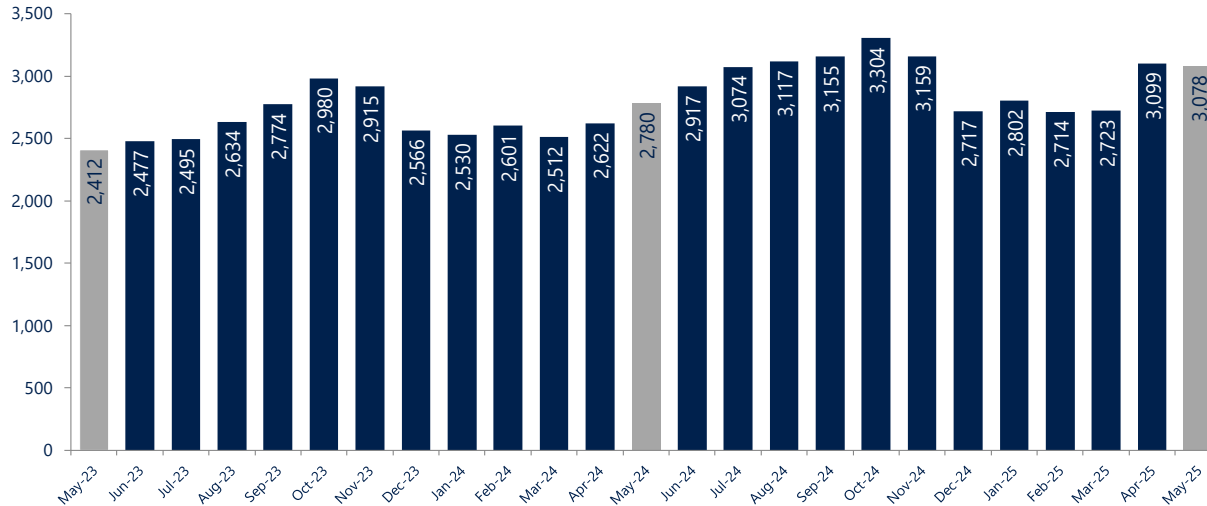


**Total Units Sold by Price Range
Current Month**

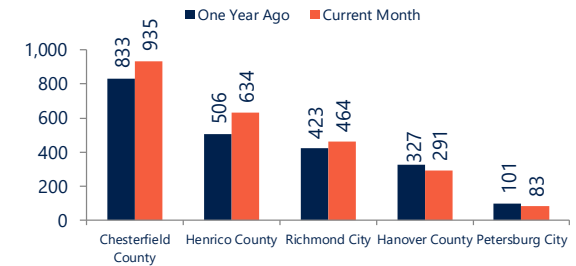


RICHMOND METROPOLITAN AREA - MAY 2025

Total Active Inventory



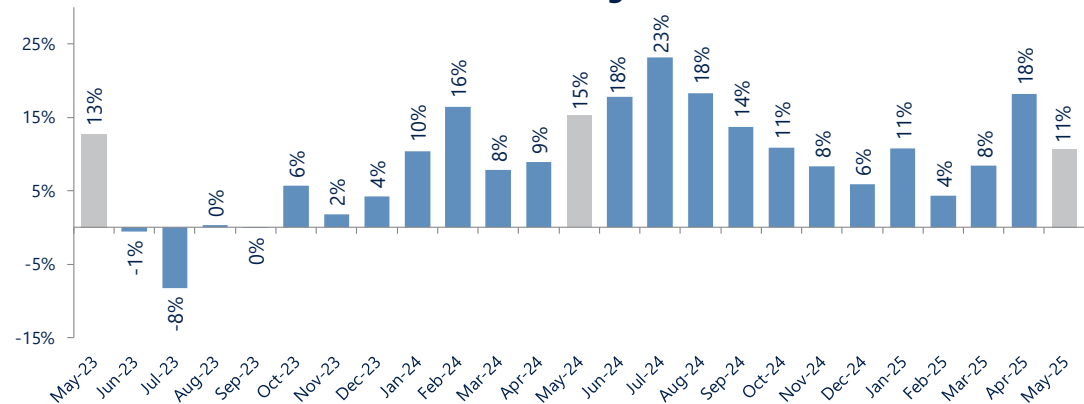
Total Active Inventory Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- This month's supply of available inventory remained relatively stable compared to last month.
- Versus May 2024, the total number of homes available was higher by 298 units or 11%.

Total Active Inventory Percent Change Year/Year



■ Detached ■ Attached ■ Condo



Current Month



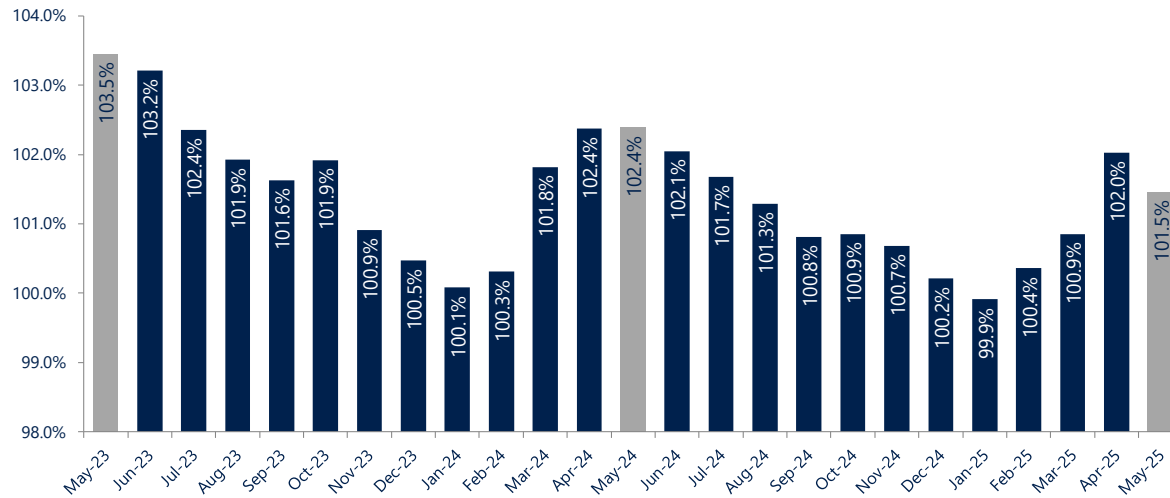
■ < 150K
 ■ 150K to < 300K
 ■ 300K to < 450K
 ■ 450K to < 600K
 ■ 600K and up

**Current Month**

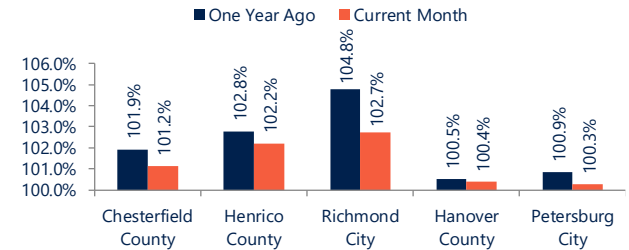
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RICHMOND METROPOLITAN AREA - MAY 2025

Average Sale Price as a Percent of List Price

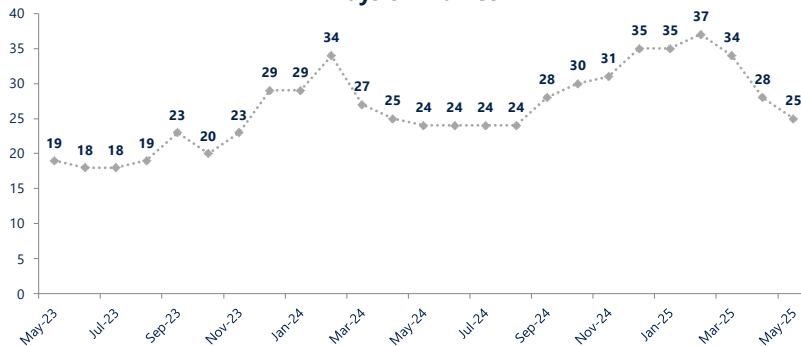


Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold

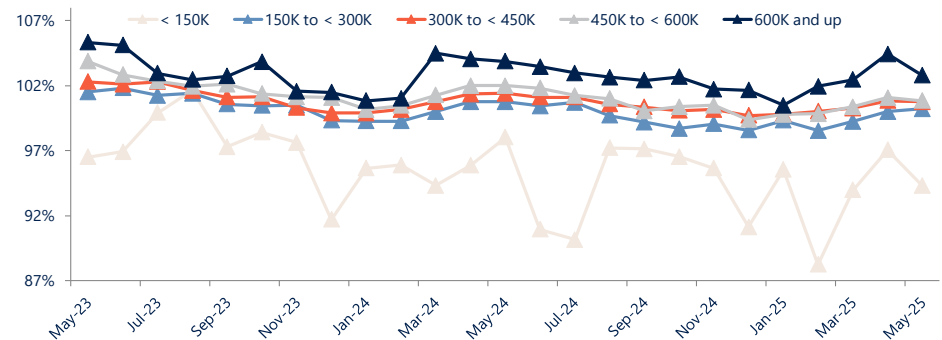


Days on Market		Avg Sale Price as % of List Price	
Current Month	One Year Ago	Current Month	One Year Ago
25	24	101.5%	102.4%
Up 4% Vs. Year Ago		Down -0.9% Vs. Year Ago	

Days on Market



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

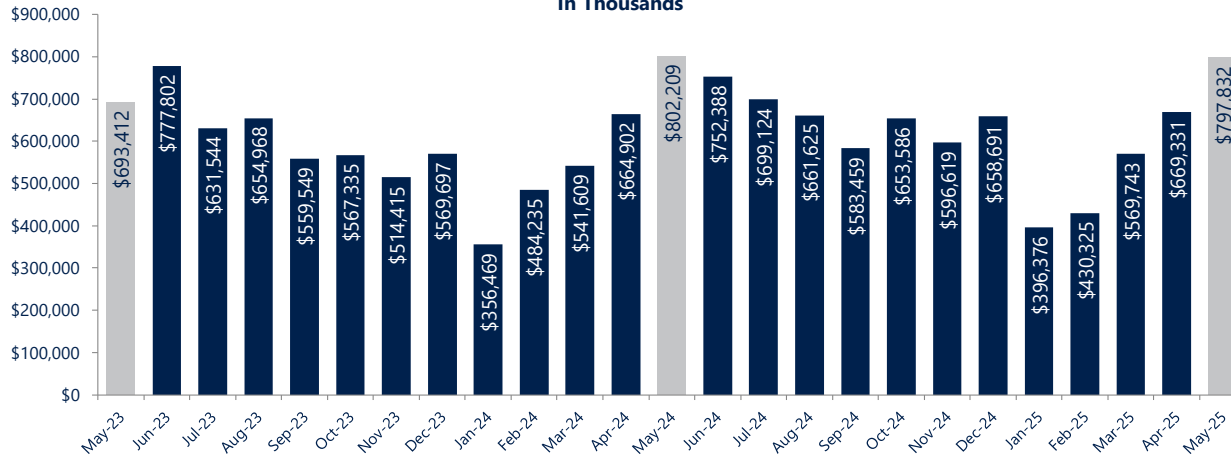


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RICHMOND METROPOLITAN AREA - MAY 2025

Total Dollar Volume Sold

In Thousands

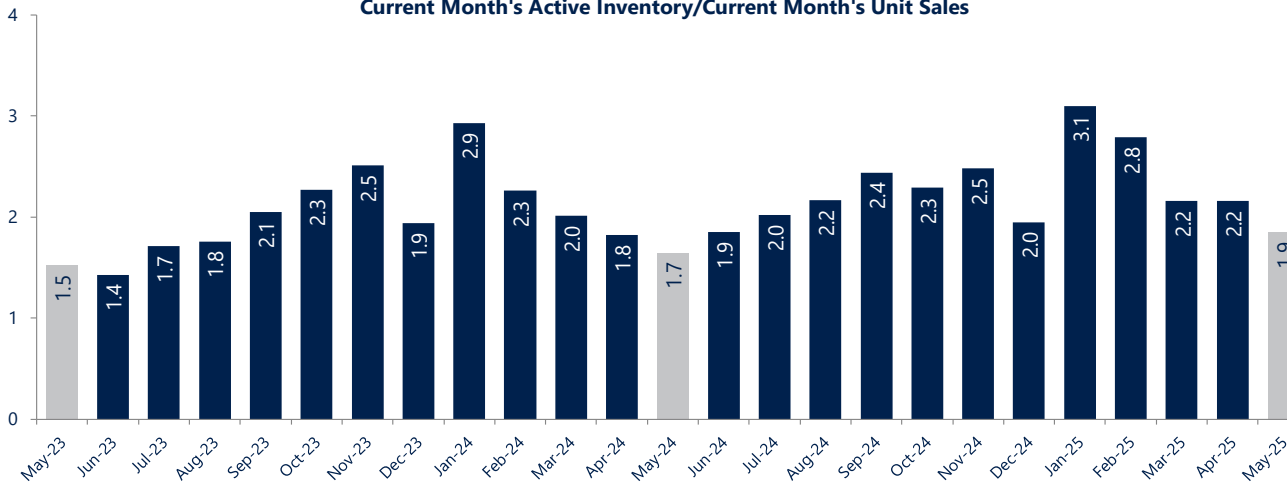


Highlights

- Total volume sold this May was similar to the dollar volume sold one year ago.
- In May, there was 1.9 months of supply available, compared to 1.7 in May 2024. That was an increase of 12% 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
\$797,831,678	\$802,209,044

Down -1% Vs. Year Ago

Months of Supply

Current Month	One Year Ago
1.9	1.7

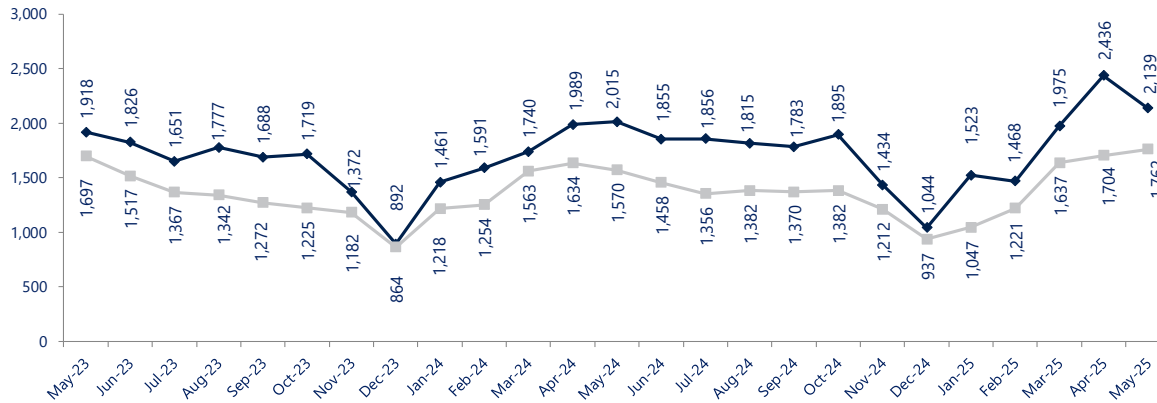
Up 12% Vs. Year Ago

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RICHMOND METROPOLITAN AREA - MAY 2025

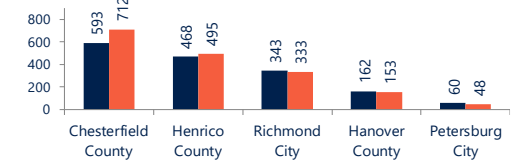
New Listings & New Contracts

— New Listings — New Contracts (Under Active Contract Status)



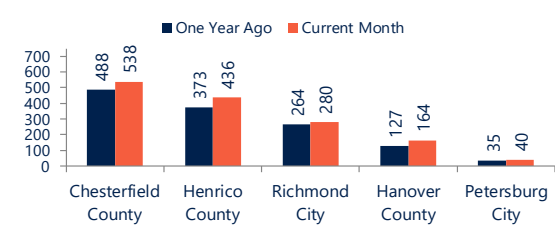
New Listings

Of Top Five Counties/Cities Based on Total Units Sold
■ One Year Ago ■ Current Month



New Contracts

Of Top Five Counties/Cities Based on Total Units Sold
■ One Year Ago ■ Current Month



New Listings	
Current Month	One Year Ago
2,139	2,015
Up 6% Vs. Year Ago	

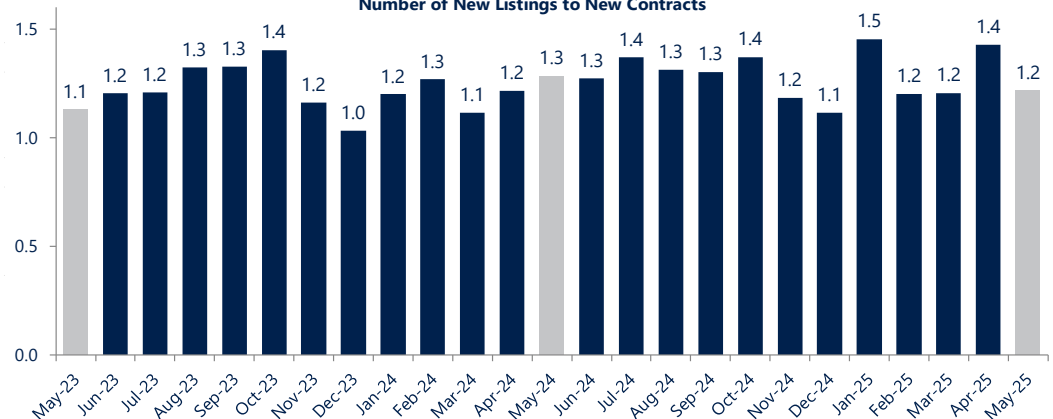
Highlights

- 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 1.2, a decrease of 5% from May 2024.

New Contracts	
Current Month	One Year Ago
1,762	1,570
Up 12% Vs. Year Ago	

Supply/Demand Ratio

Number of New Listings to New Contracts

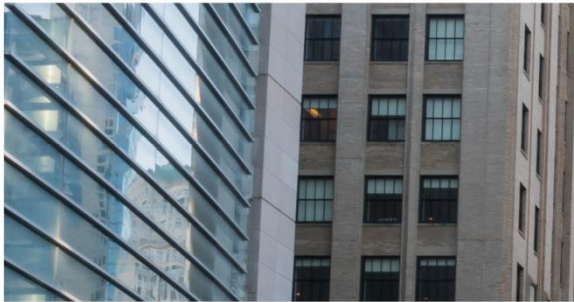
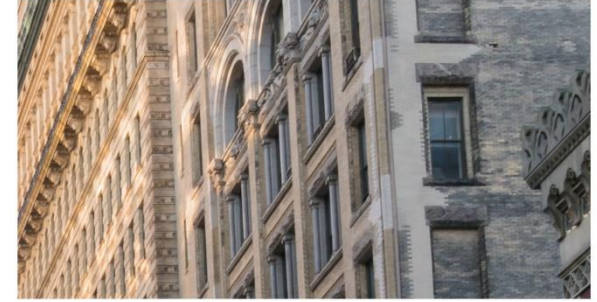
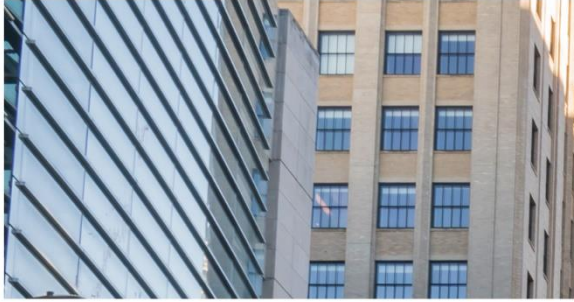


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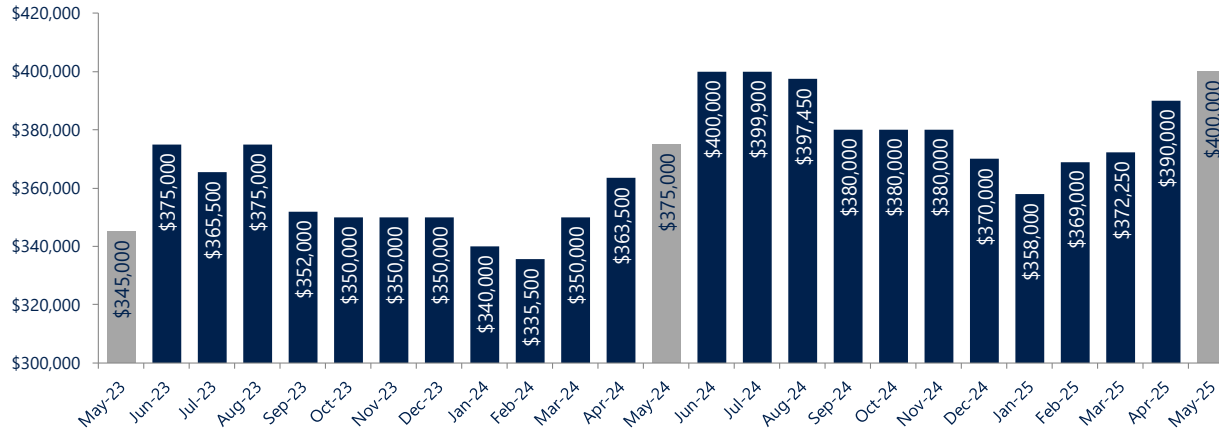
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Global Partnerships
Forbes Global Properties | Leading Real Estate Companies of the World® | Luxury Portfolio International | Who's Who in Luxury Real Estate

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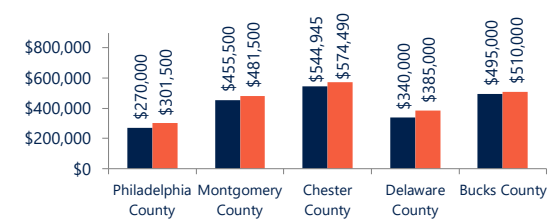
PHILADELPHIA METROPOLITAN AREA - MAY 2025

Median Sales Price



Median Sale Price

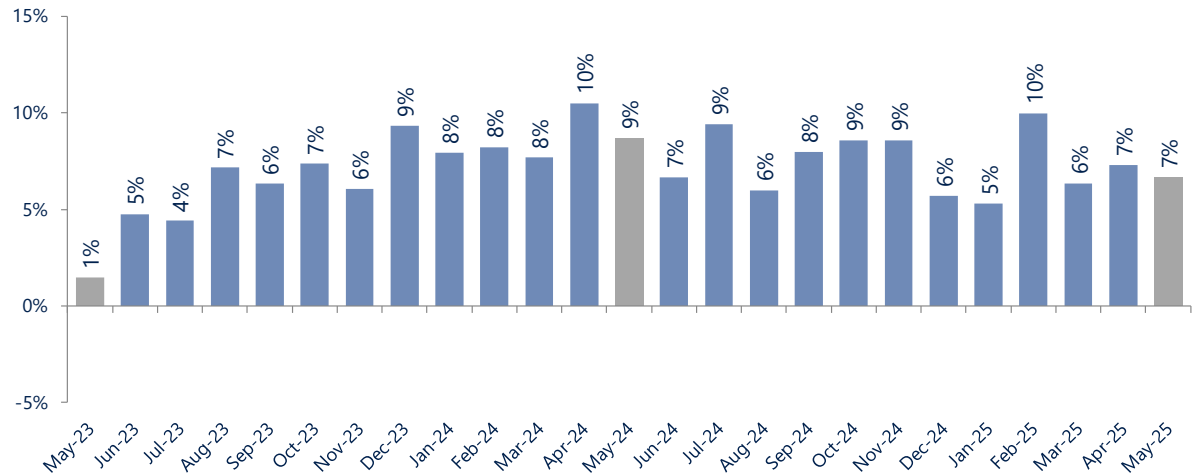
Of Top Five Counties/Cities Based on Total Units Sold
 ■ One Year Ago ■ Current Month



Highlights

- This May, the median sale price was \$400,000, an increase of 7% compared to last year.
- The current median sale price was 3% higher than in April.

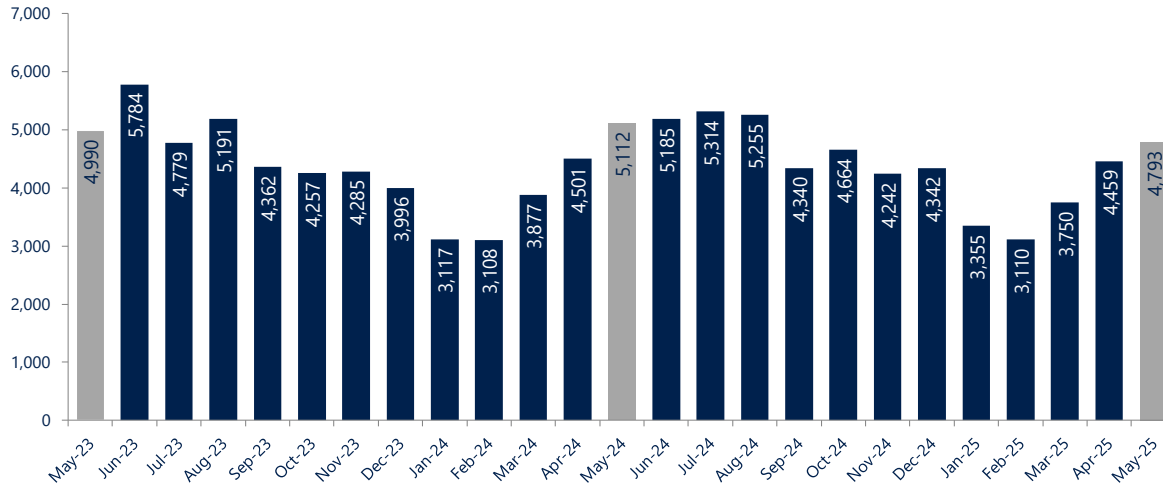
Median Sale Price Percent Change Year/Year



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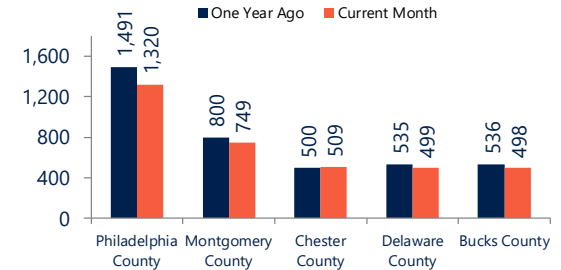
PHILADELPHIA METROPOLITAN AREA - MAY 2025

Total Units Sold



Total Units Sold

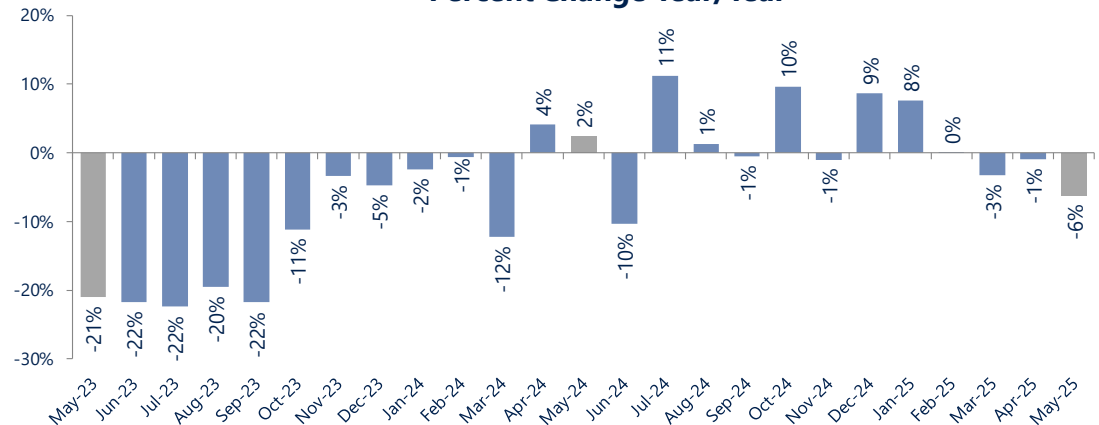
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- There was an increase of 7% in total units sold in May compared to April.
- This month's total units sold was lower than at this time last year, a decrease of 6% versus May 2024.

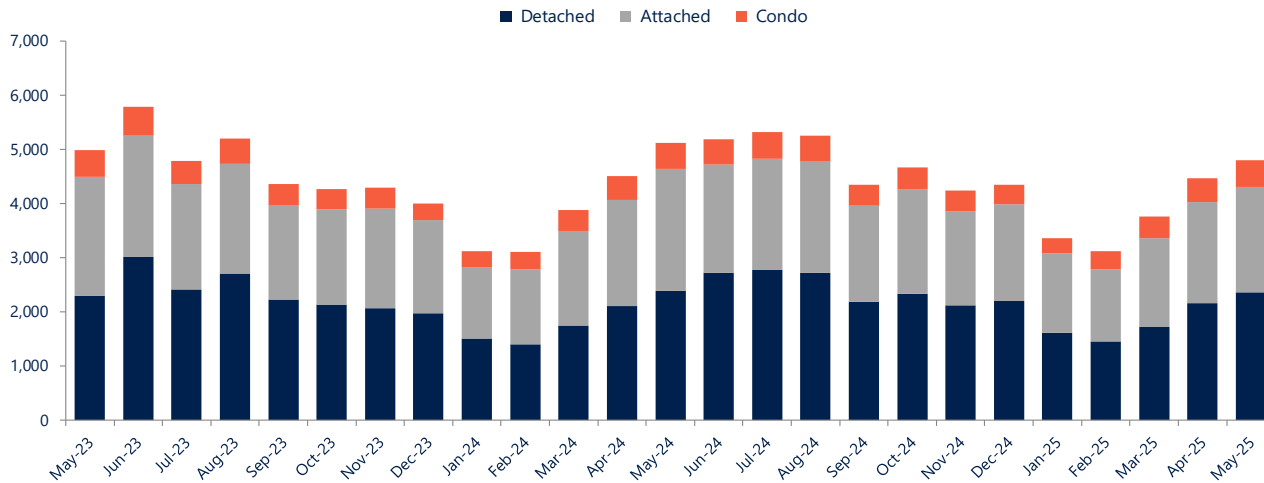
Total Units Sold Percent Change Year/Year



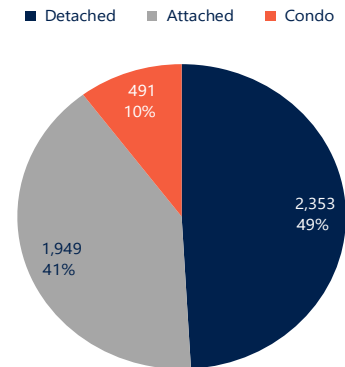
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PHILADELPHIA METROPOLITAN AREA - MAY 2025

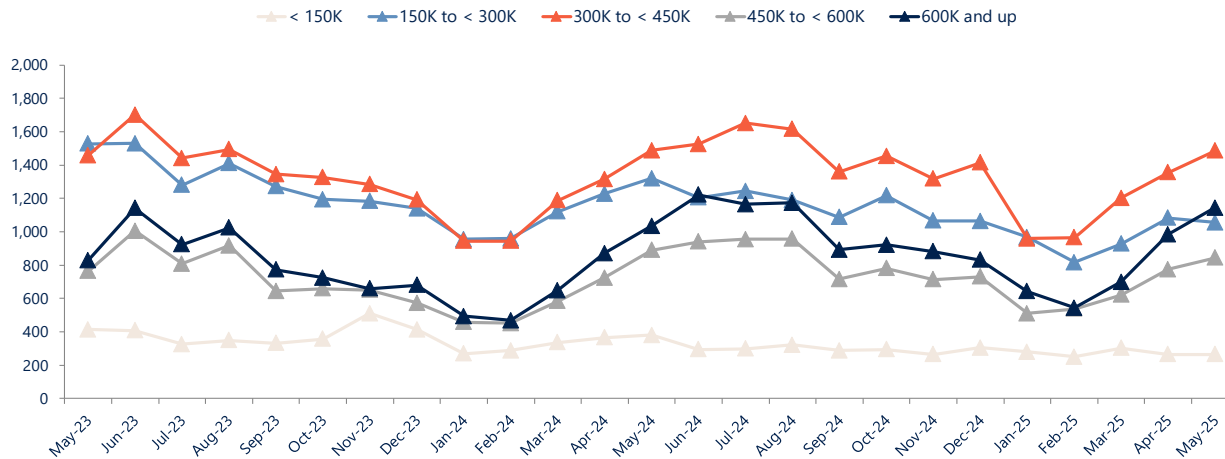
Total Units Sold by Type



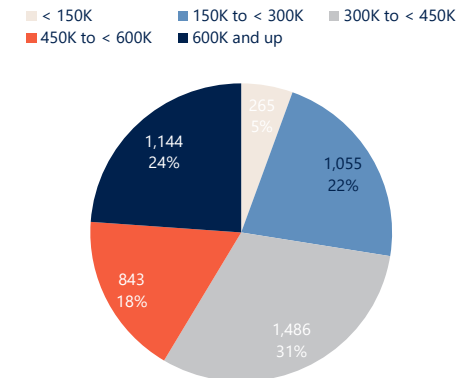
**Total Units Sold by Type
Current Month**



Total Units Sold by Price Range

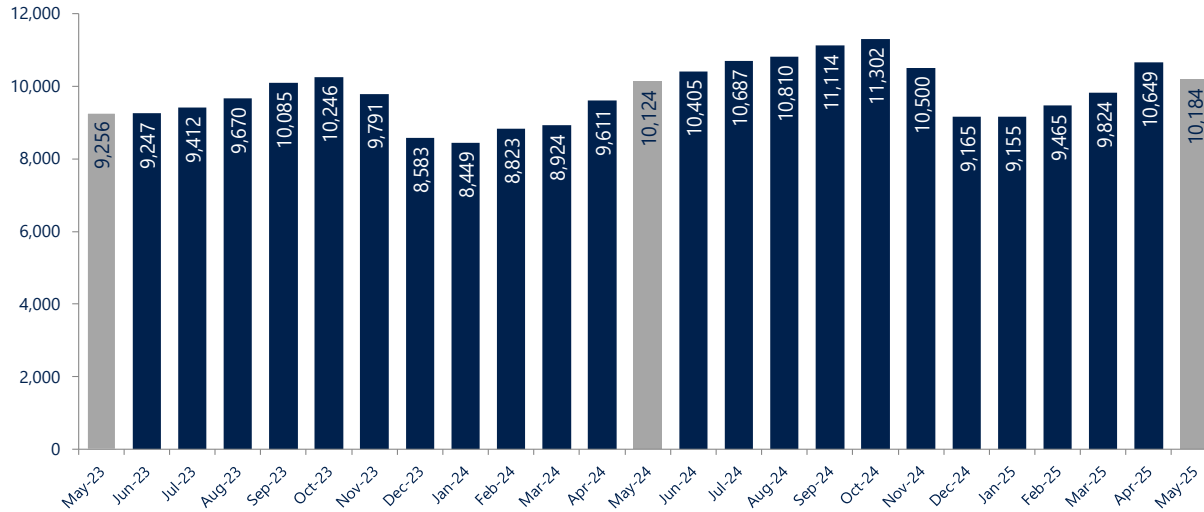


**Total Units Sold by Price Range
Current Month**

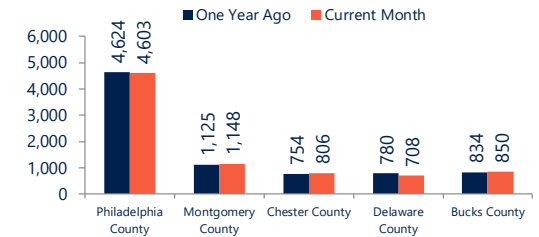


PHILADELPHIA METROPOLITAN AREA - MAY 2025

Total Active Inventory



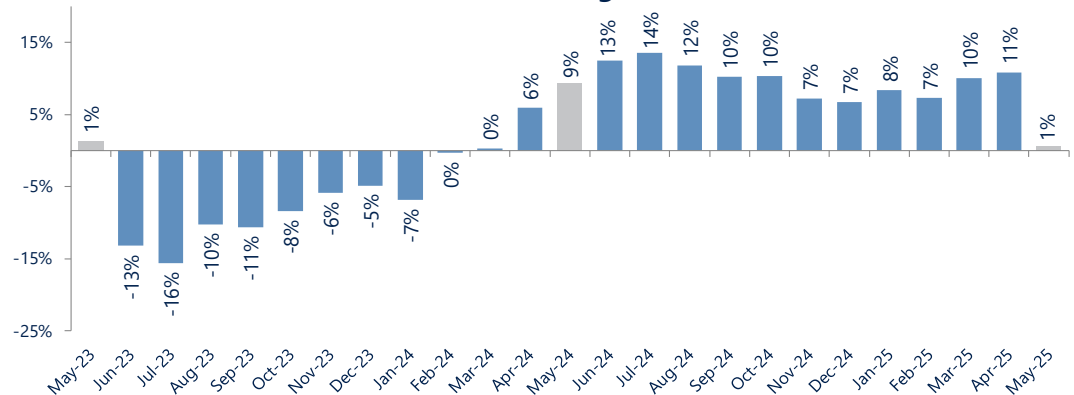
Total Active Inventory Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- The total number of homes available this month was 10,184, which was relatively stable compared to a year ago.
- This May's supply was 4% lower than the previous month's supply of available inventory.

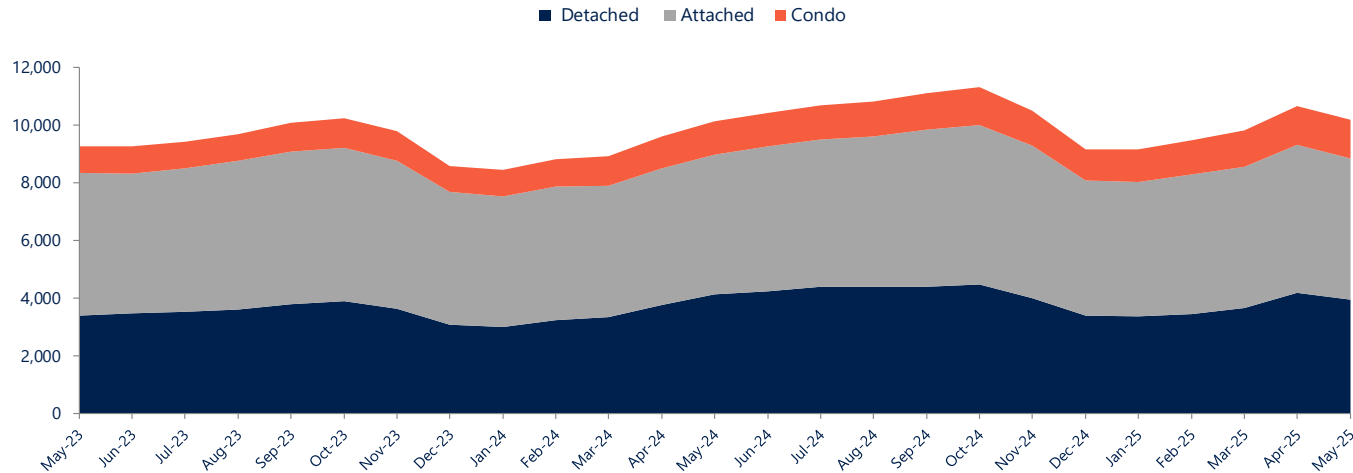
Total Active Inventory Percent Change Year/Year



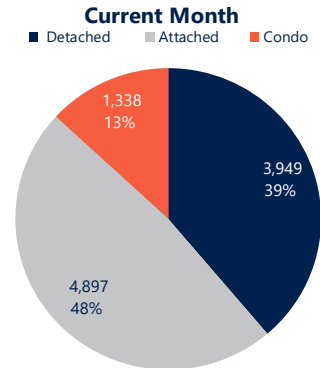
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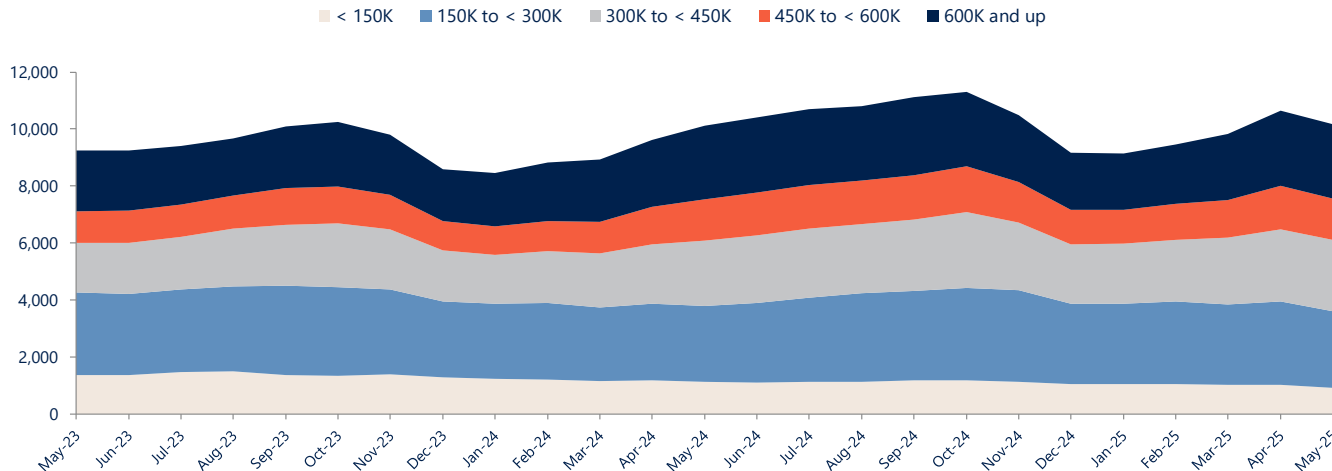
Total Active Inventory by Type



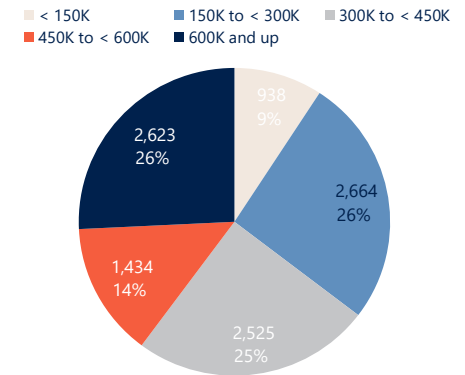
Total Active Inventory by Type



Total Active Inventory by Price Range



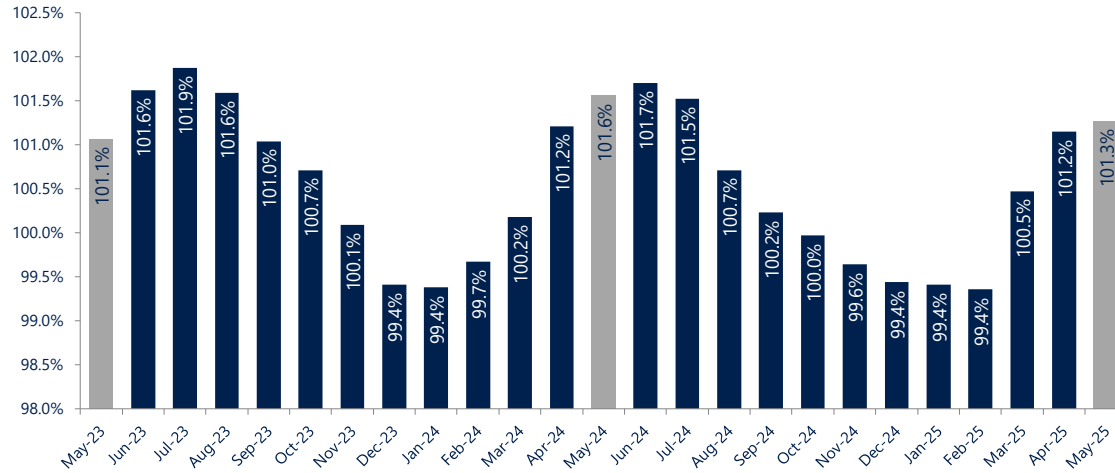
Total Active Inventory by Price Range



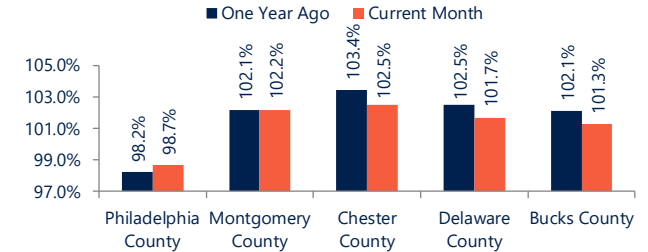
Long & Foster MARKET CONDITIONS REPORT

PHILADELPHIA METROPOLITAN AREA - MAY 2025

Average Sale Price as a Percent of List Price



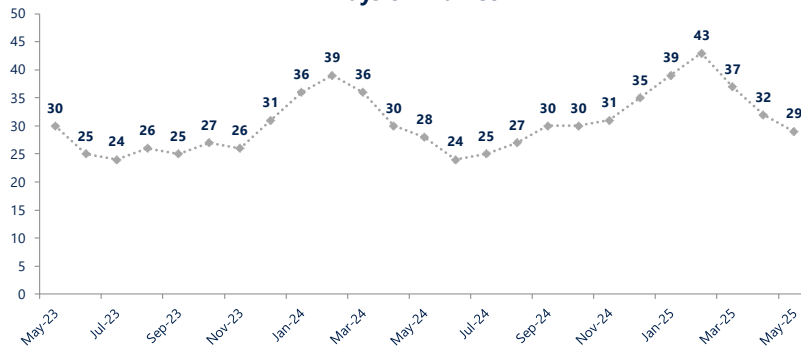
Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold



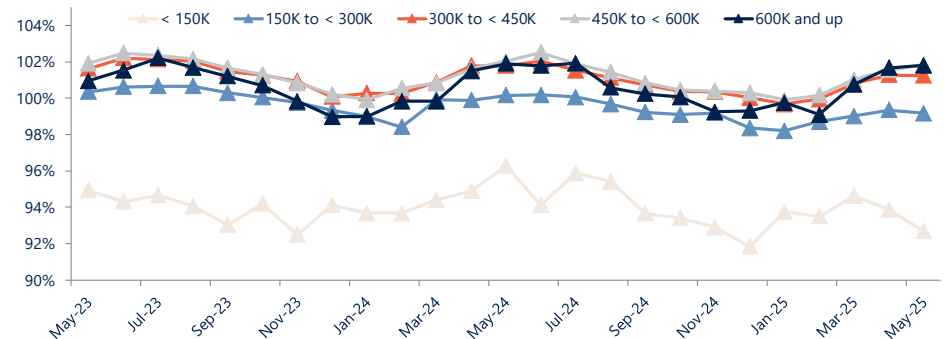
Days on Market	
Current Month	One Year Ago
29	28
Up 4% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
101.3%	101.6%
Down -0.3% Vs. Year Ago	

Days on Market



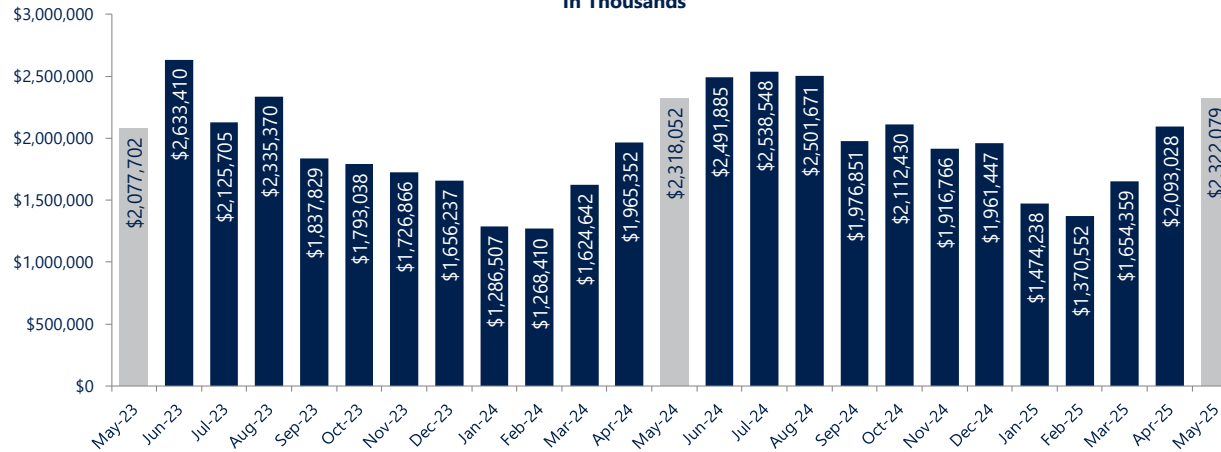
Average Sale Price as a Percent of List Price by Price Range



Long & Foster MARKET CONDITIONS REPORT

PHILADELPHIA METROPOLITAN AREA - MAY 2025

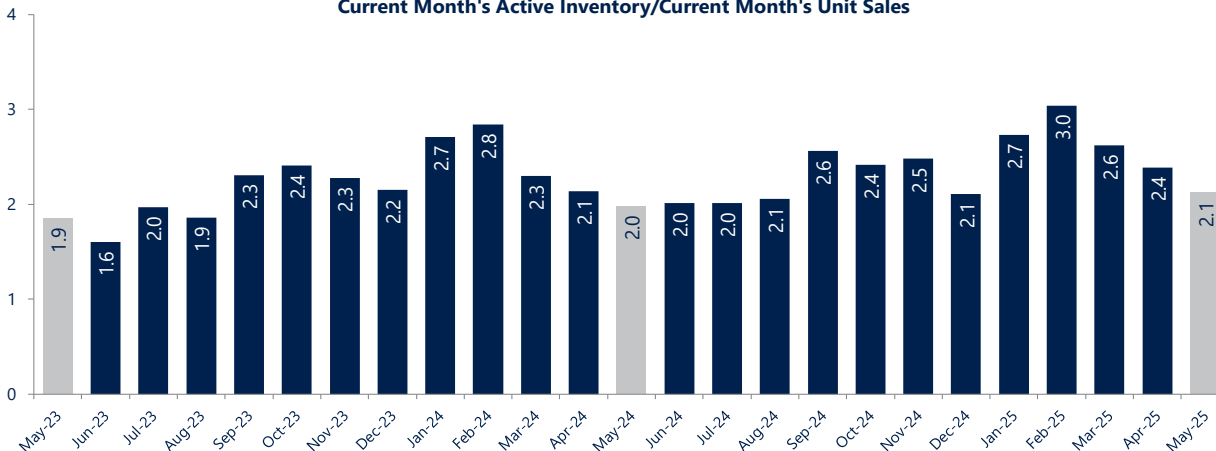
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this May was similar to the dollar volume sold one year ago.
- In May, there was 2.1 months of supply available, compared to 2.0 in May 2024. That was an increase of 7% versus a year ago.

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



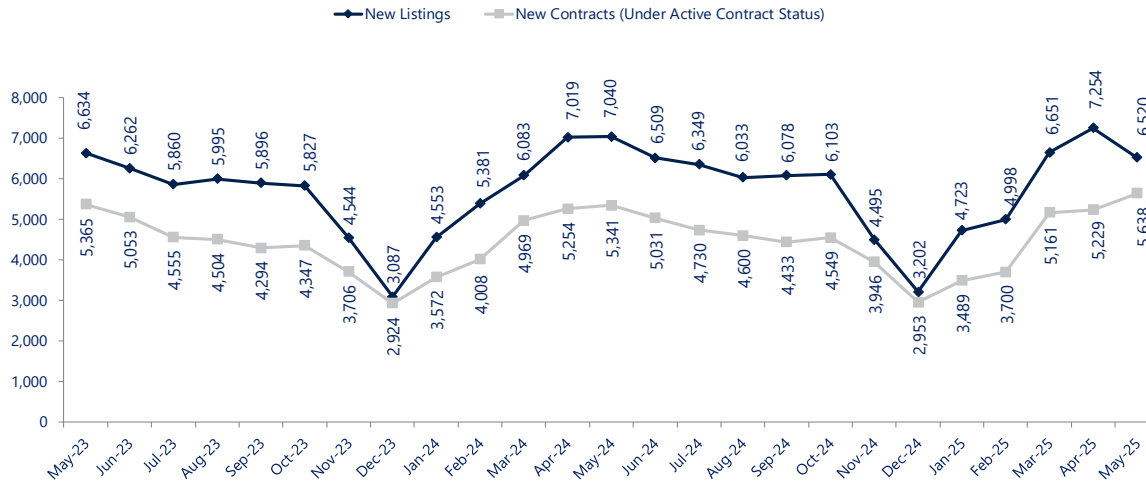
Total Dollar Volume Sold	
Current Month	One Year Ago
\$2,322,078,815	\$2,318,052,394
No Change Vs. Year Ago	

Months of Supply	
Current Month	One Year Ago
2.1	2.0
Up 7% Vs. Year Ago	

Long & Foster MARKET CONDITIONS REPORT

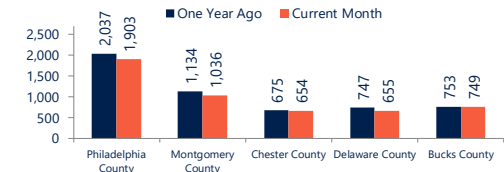
PHILADELPHIA METROPOLITAN AREA - MAY 2025

New Listings & New Contracts



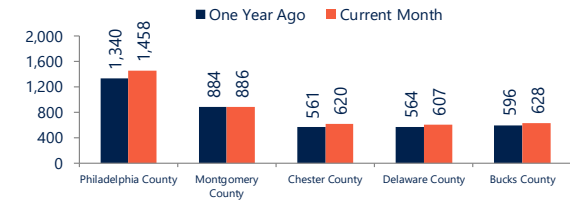
New Listings

Of Top Five Counties/Cities Based on Total Units Sold



New Contracts

Of Top Five Counties/Cities Based on Total Units Sold

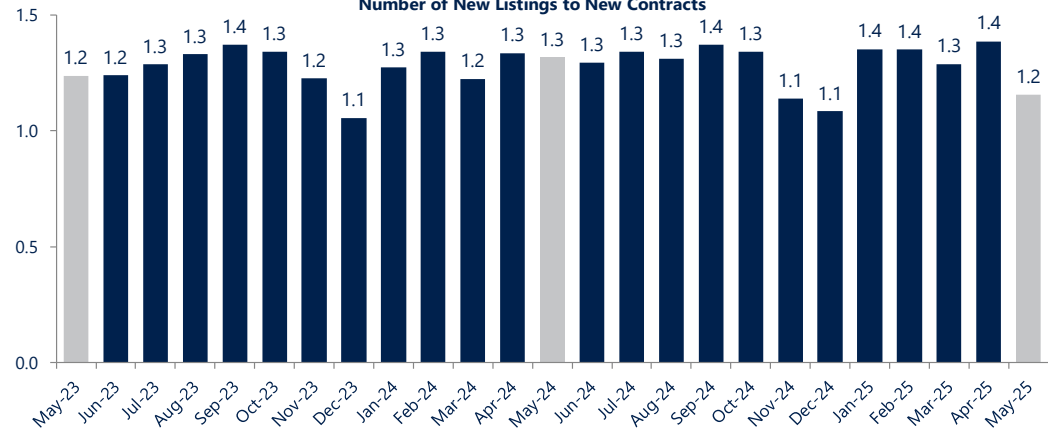


Highlights

- 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 1.2, a decrease of 12% from May 2024.

Supply/Demand Ratio

Number of New Listings to New Contracts



New Listings	
Current Month	One Year Ago
6,520	7,040
Down -7% Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
5,638	5,341
Up 6% Vs. Year Ago	

MARKET CONDITIONS

THE TRANGLE, NC AREA - MAY 2025

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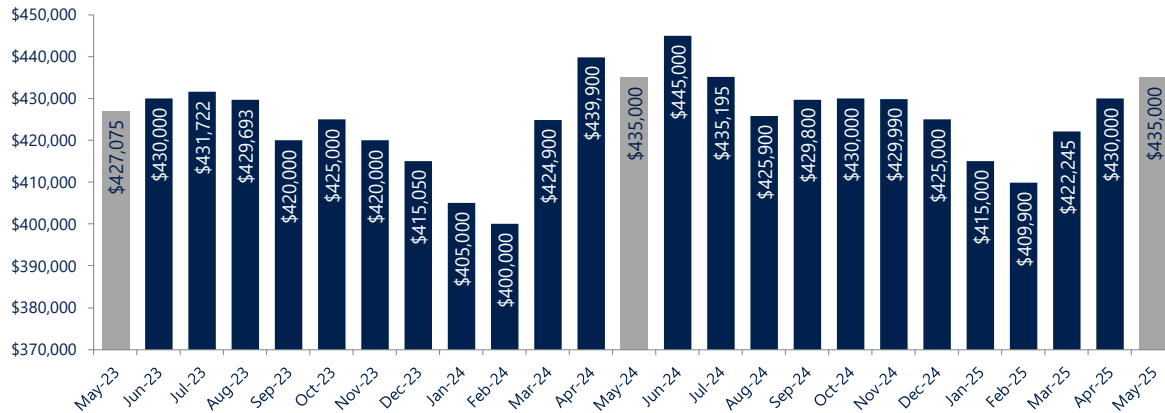
Long & Foster's All-Inclusive Services
Real Estate | Mortgage | Home Inspection | Title | Insurance | Moving | Property Management | Vacation Rentals | Relocation

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

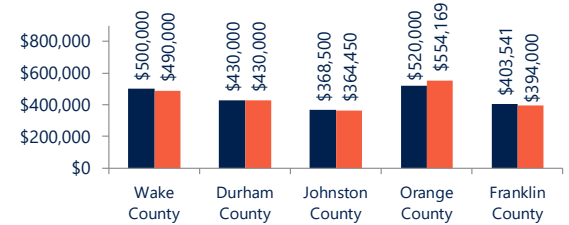
THE TRIANGLE, NC AREA - MAY 2025

Median Sales Price



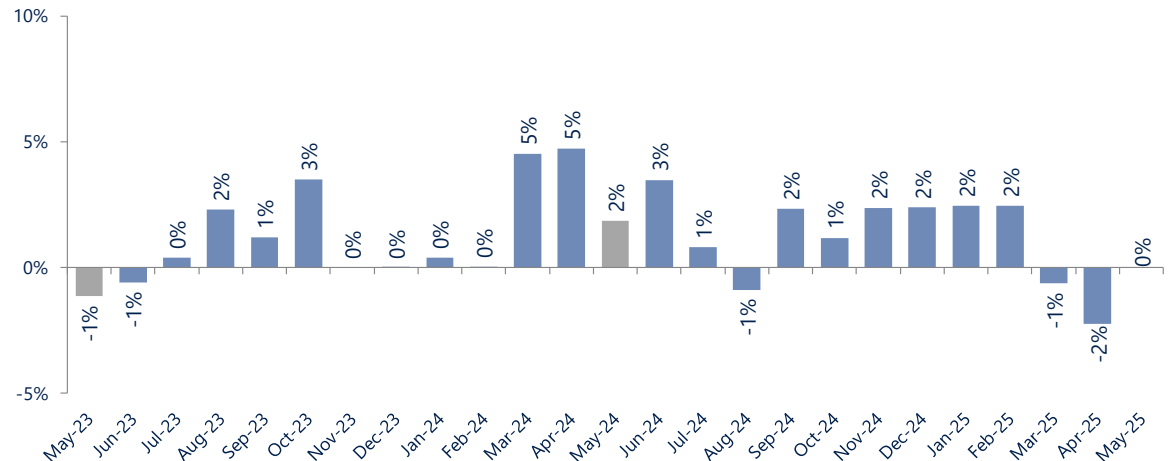
Median Sale Price

Of Top Five Counties/Cities Based on Total Units Sold
 ■ One Year Ago ■ Current Month



Median Sale Price

Percent Change Year/Year



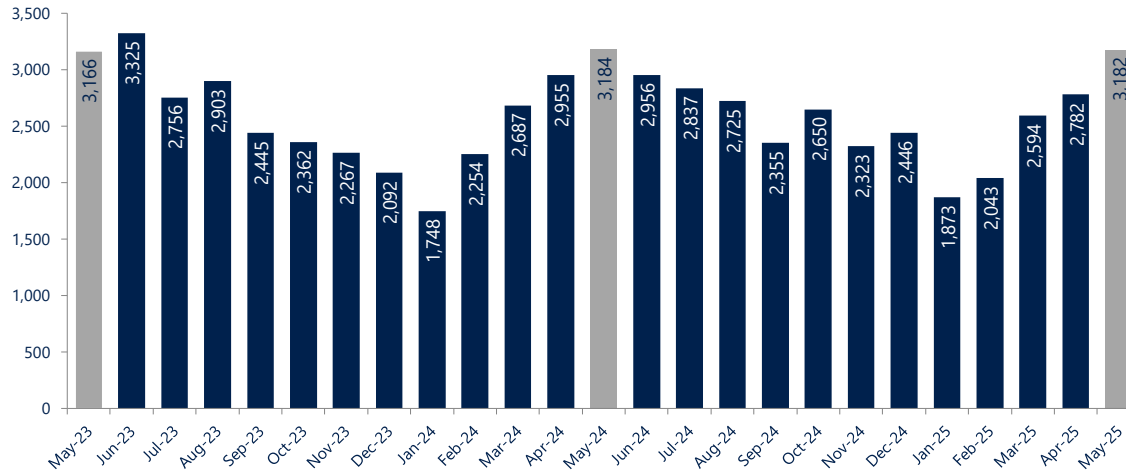
Highlights

- This May, the median sale price was \$435,000, which was similar to the median sale price of May 2024.
- The current median sale price was also similar to April's median price.

Long & Foster MARKET CONDITIONS REPORT

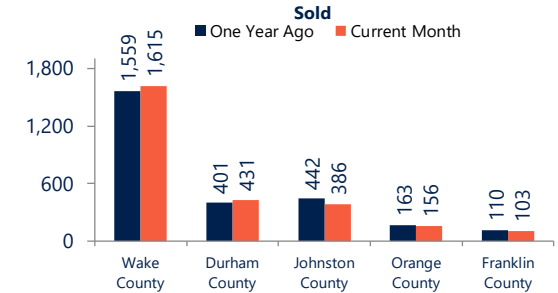
THE TRIANGLE, NC AREA - MAY 2025

Total Units Sold



Total Units Sold

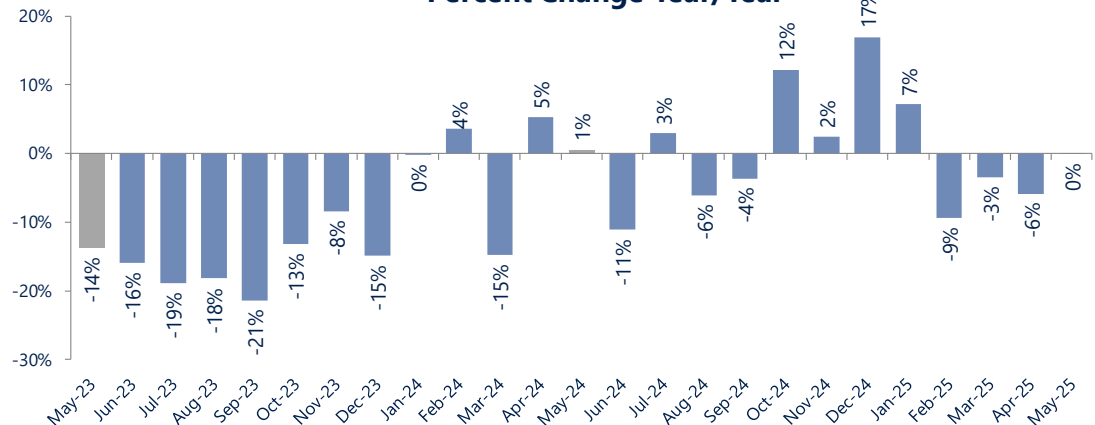
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- The number of units sold in May 2025 was similar to the units sold in May 2024.
- This month's total units sold was higher than the previous month, an increase of 14% versus April.

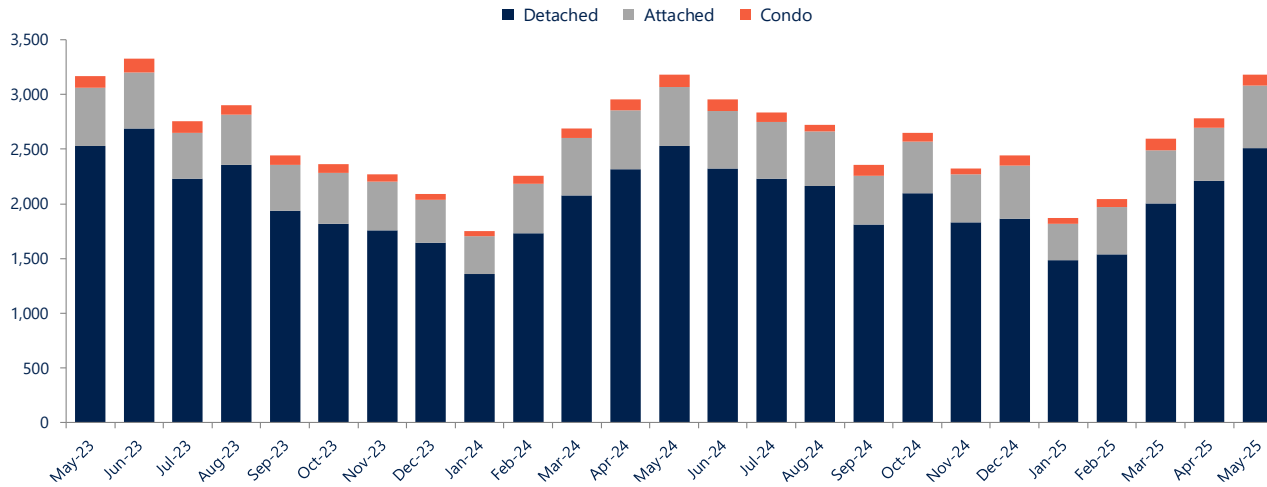
Total Units Sold Percent Change Year/Year



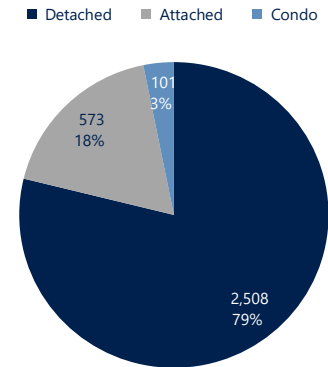
Long & Foster MARKET CONDITIONS REPORT

THE TRIANGLE, NC AREA - MAY 2025

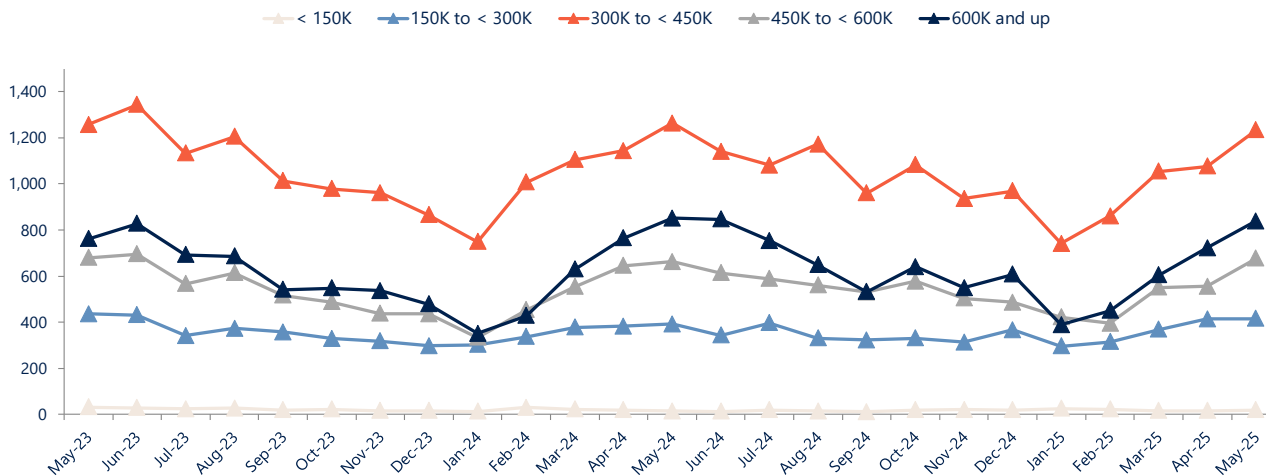
Total Units Sold by Type



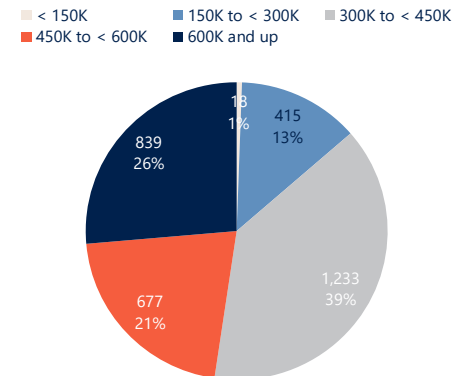
**Total Units Sold by Type
Current Month**



Total Units Sold by Price Range

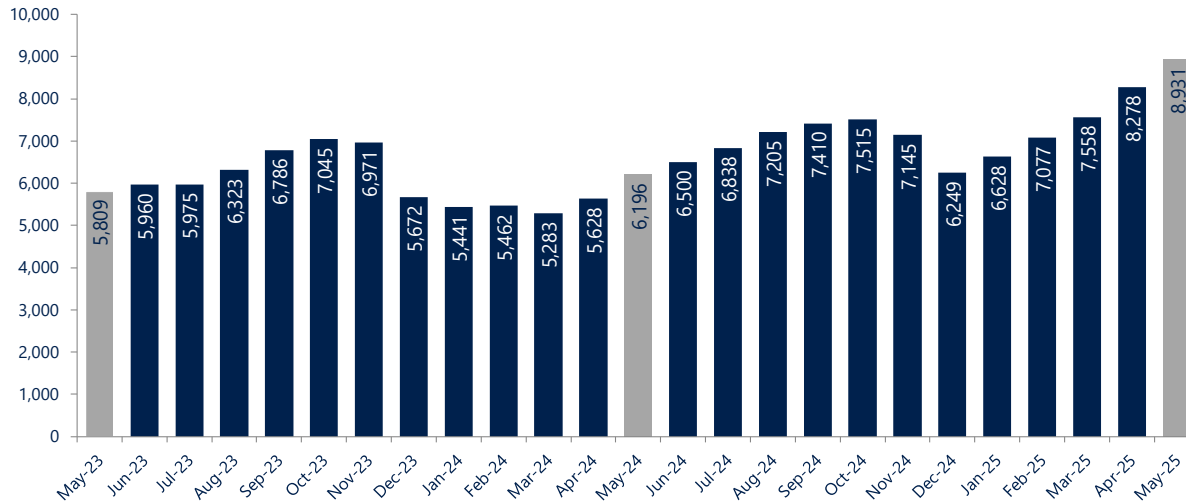


**Total Units Sold by Price Range
Current Month**

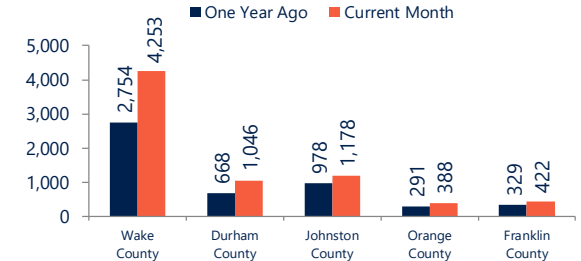


THE TRIANGLE, NC AREA - MAY 2025

Total Active Inventory



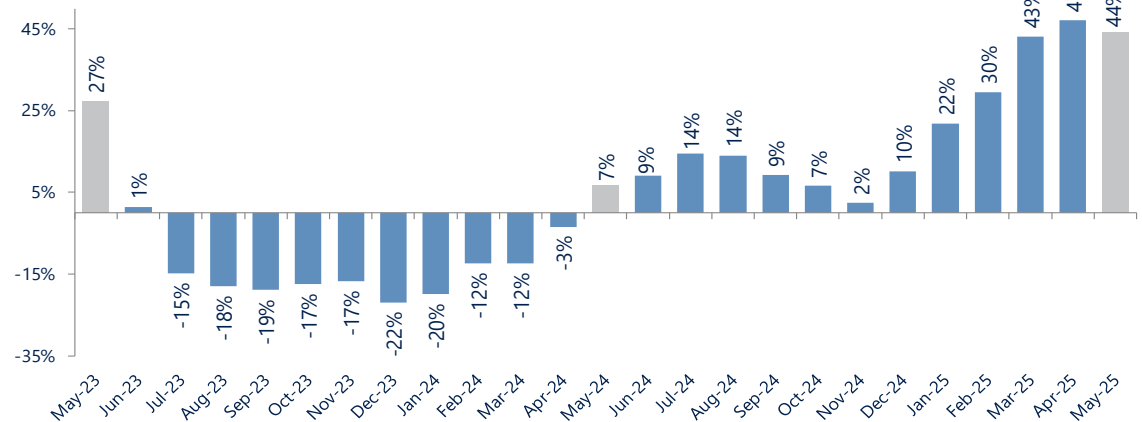
Total Active Inventory Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- Versus last May, the total number of homes available this month was higher by 2,735 units or 44%.
- Active inventory this May was 8% higher than the previous month's supply of available inventory.

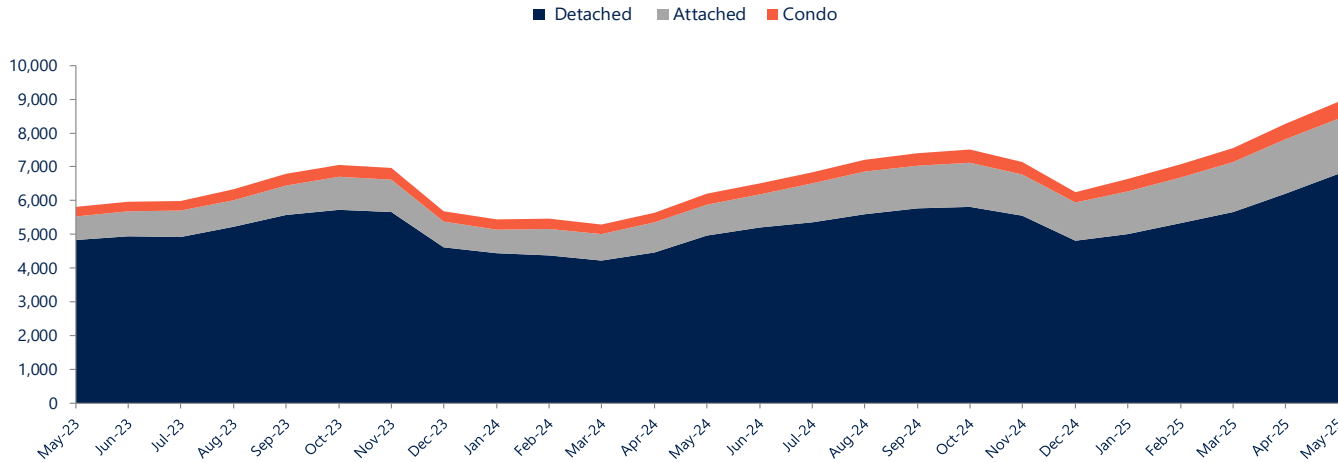
Total Active Inventory Percent Change Year/Year



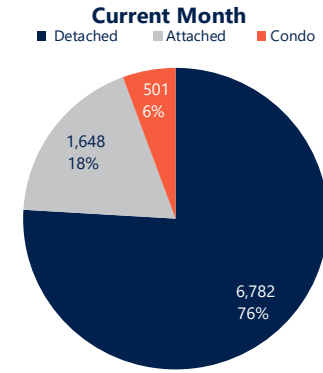
Long & Foster MARKET CONDITIONS REPORT

THE TRIANGLE, NC AREA - MAY 2025

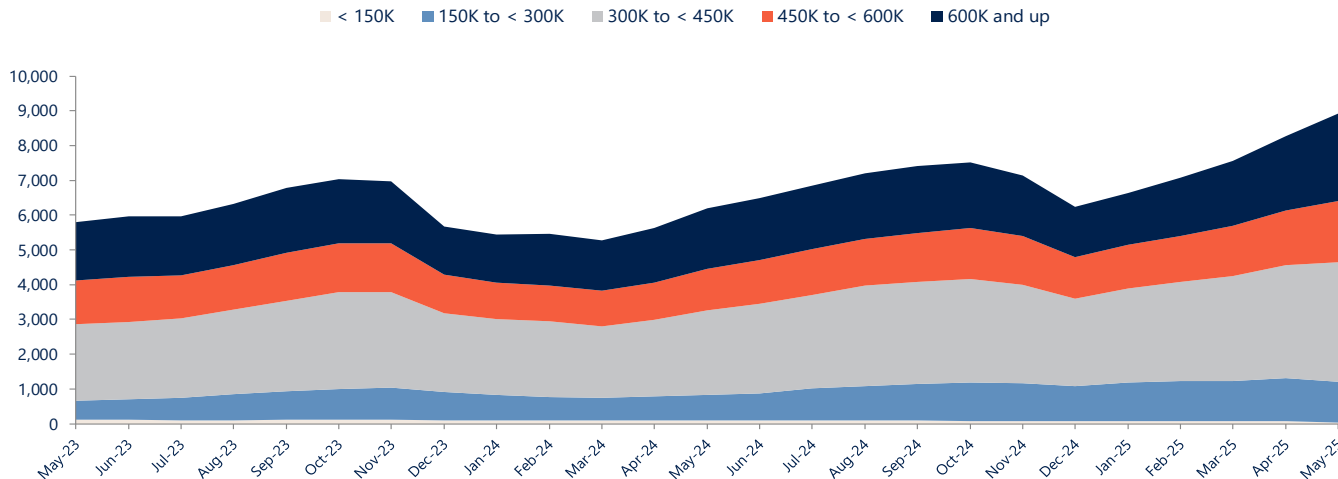
Total Active Inventory by Type



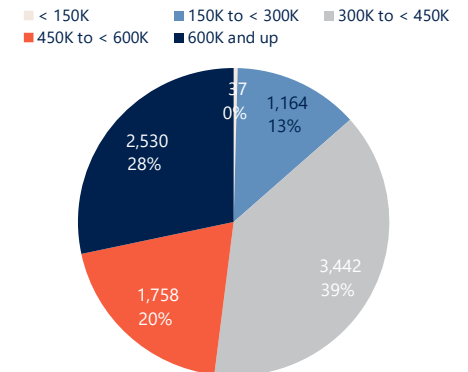
Total Active Inventory by Type



Total Active Inventory by Price Range



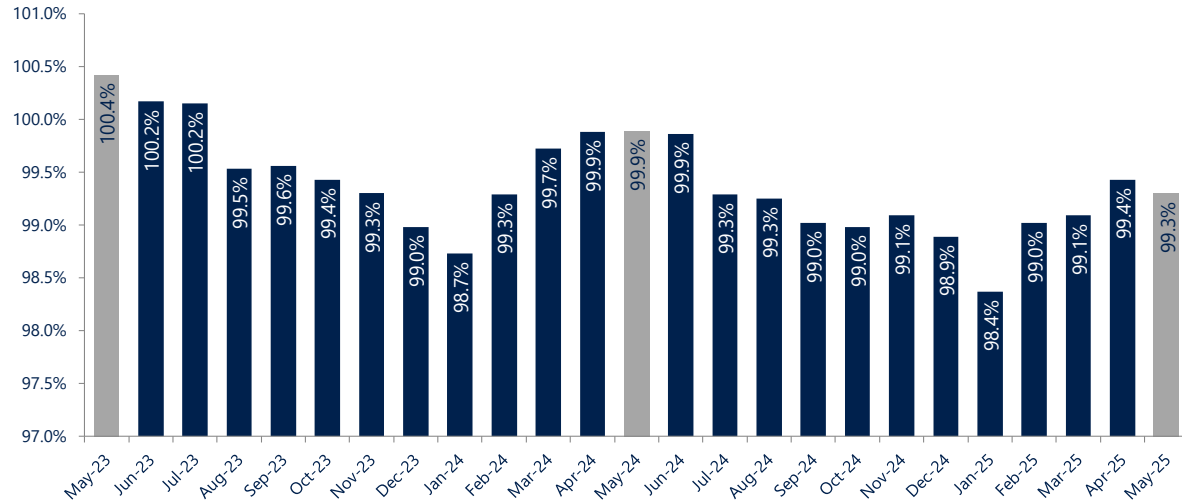
Total Active Inventory by Price Range



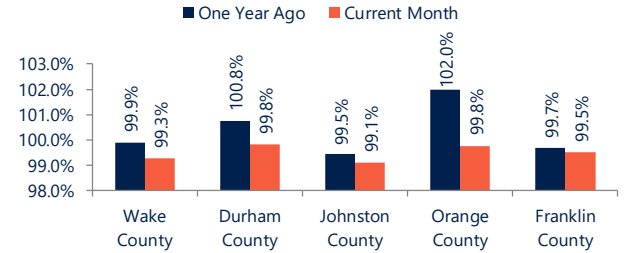
Long & Foster MARKET CONDITIONS REPORT

THE TRIANGLE, NC AREA - MAY 2025

Average Sale Price as a Percent of List Price



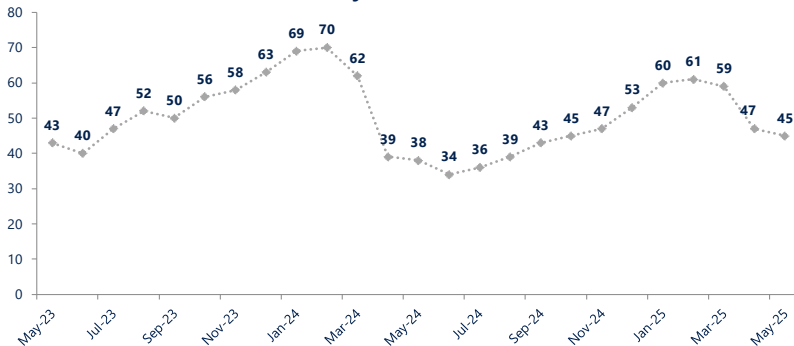
Sale Price as % of List Price Of Top Five Counties/Cities Based on Total Units Sold



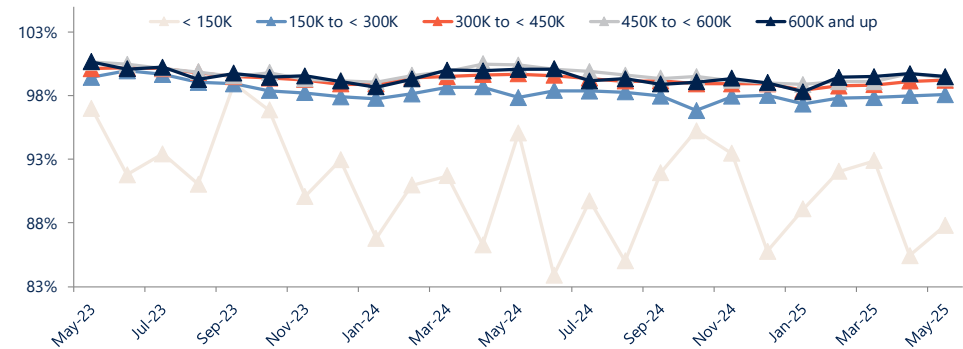
Days on Market	
Current Month	One Year Ago
45	38
Up 18% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
99.3%	99.9%
Down -0.6% Vs. Year Ago	

Days on Market



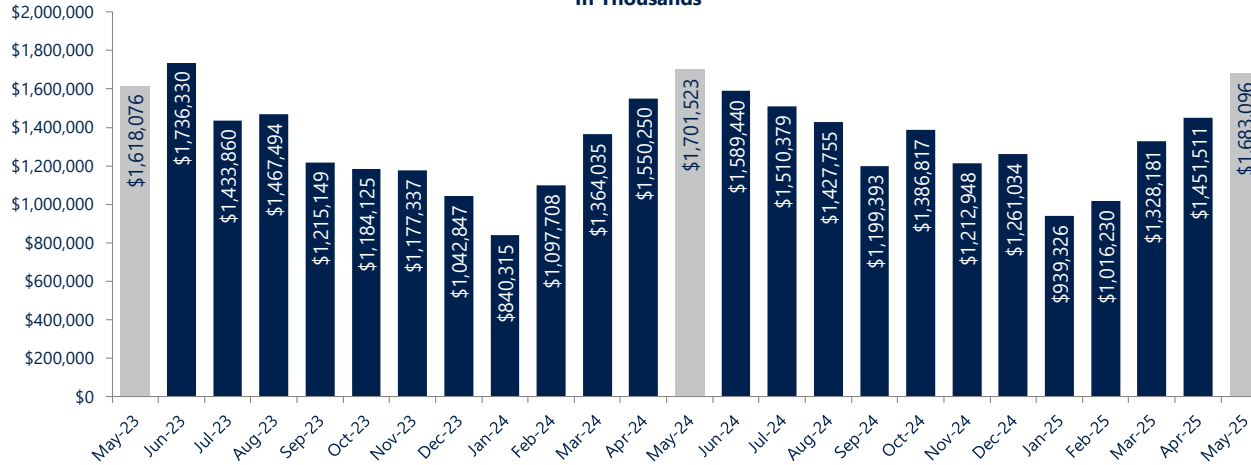
Average Sale Price as a Percent of List Price by Price Range



THE TRIANGLE, NC AREA - MAY 2025

Total Dollar Volume Sold

In Thousands

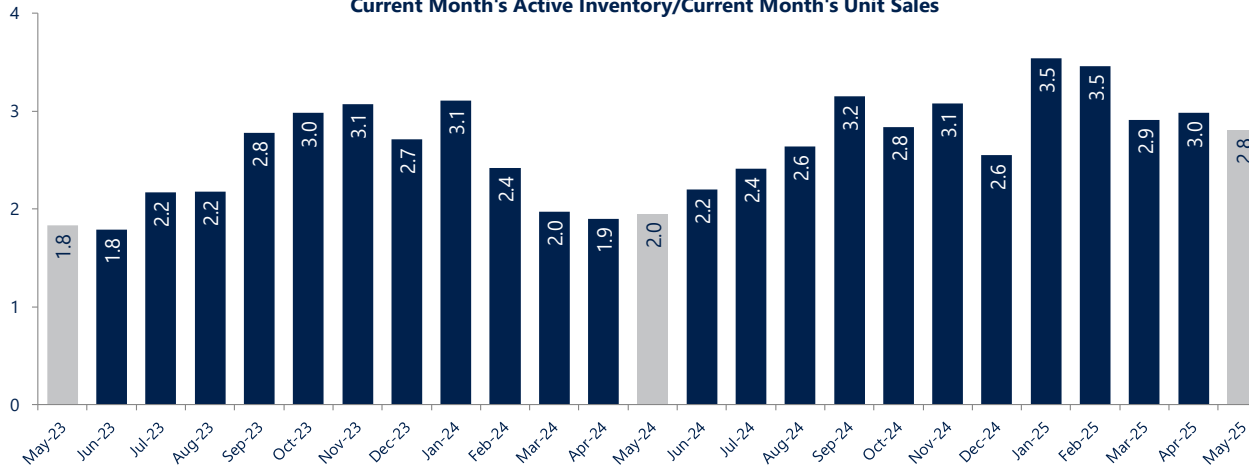


Highlights

- Total volume sold this May was similar to the dollar volume sold one year ago.
- In May, there was 2.8 months of supply available, compared to 2.0 in May 2024. That was an increase of 44% 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
\$1,683,095,680	\$1,701,522,761

Down -1% Vs. Year Ago

Months of Supply

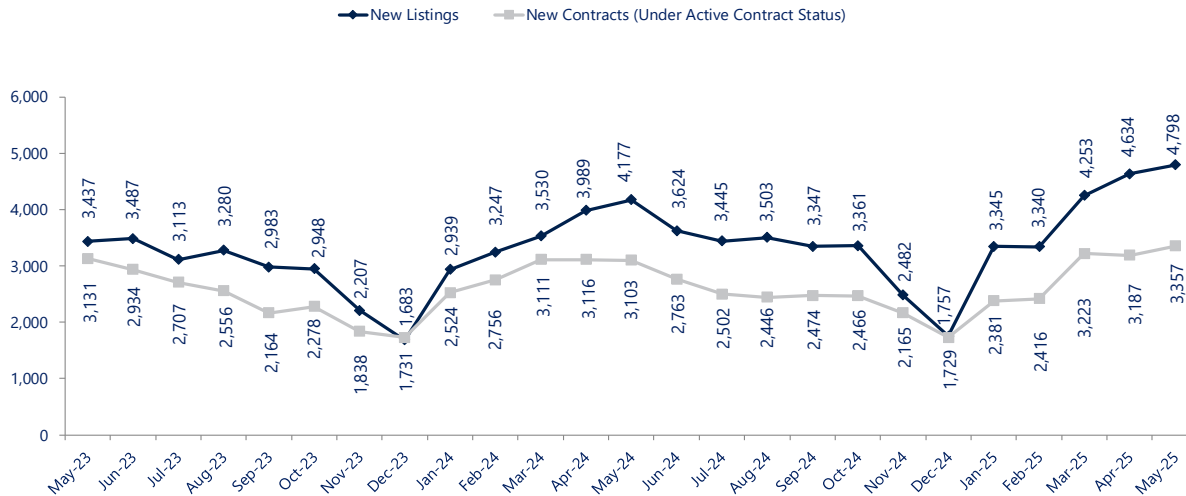
Current Month	One Year Ago
2.8	2.0

Up 44% Vs. Year Ago

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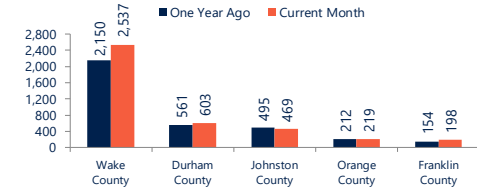
THE TRIANGLE, NC AREA - MAY 2025

New Listings & New Contracts



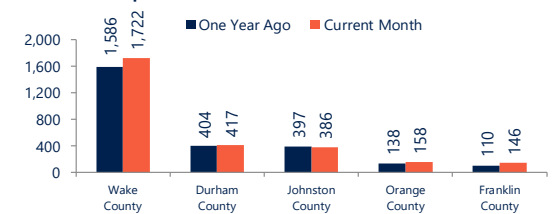
New Listings

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
4,798	4,177

Up 15% 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 1.4, an increase of 6% from May 2024.

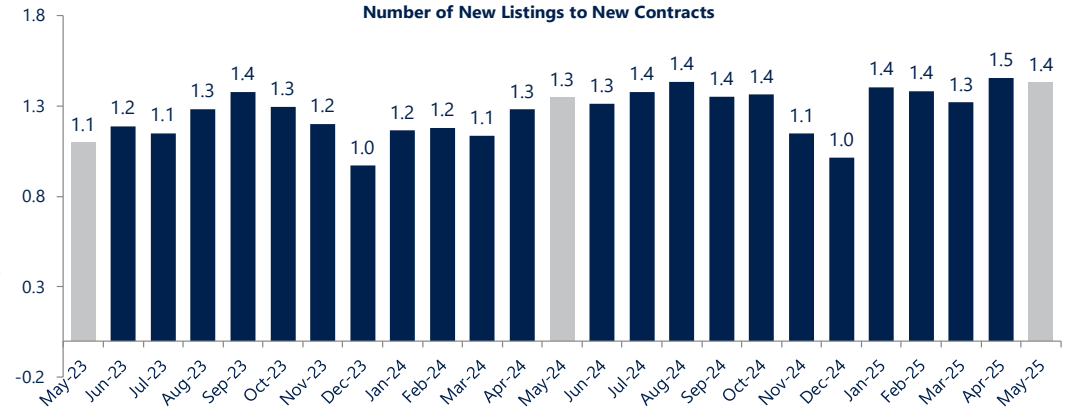
New Contracts

Current Month	One Year Ago
3,357	3,103

Up 8% Vs. Year Ago

Supply/Demand Ratio

Number of New Listings to New Contracts

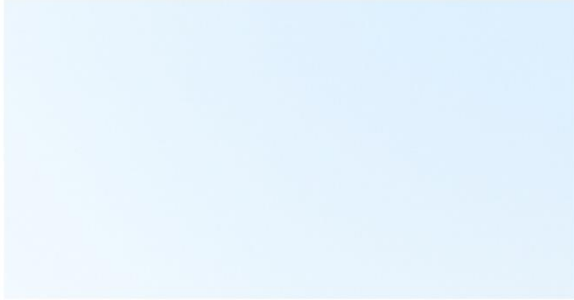


MARKET CONDITIONS

CHARLOTTESVILLE, VA AREA - MAY 2025

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Long & Foster's All-Inclusive Services

Real Estate | Mortgage | Home Inspection | Title | Insurance | Moving | Property Management | Vacation Rentals | Relocation

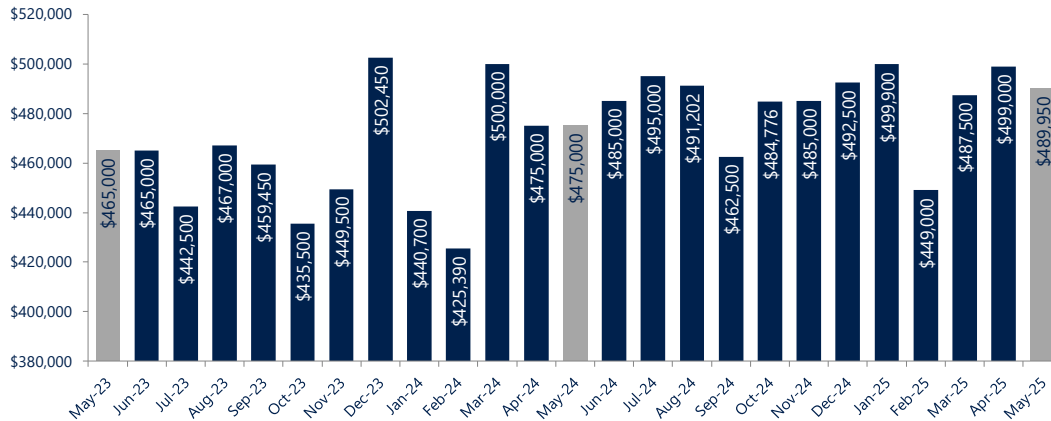
Global Partnerships

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

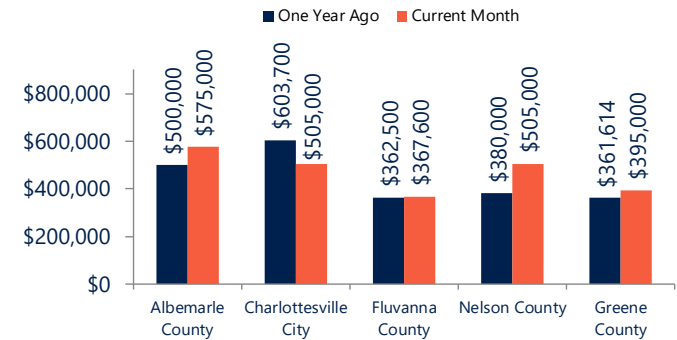
CHARLOTTESVILLE AREA - MAY 2025

Median Sales Price



Median Sale Price

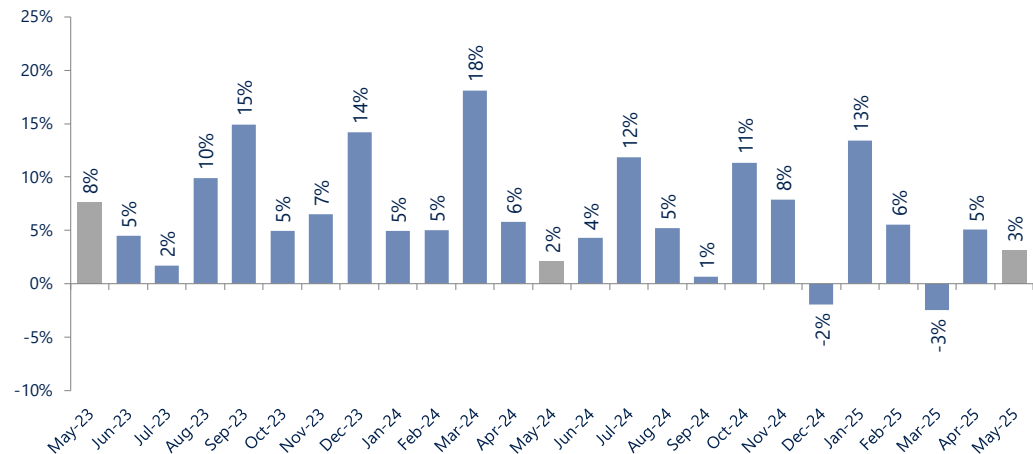
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- This May, the median sale price was \$489,950, an increase of 3% compared to last year.
- The current median sale price was 2% lower than in April.

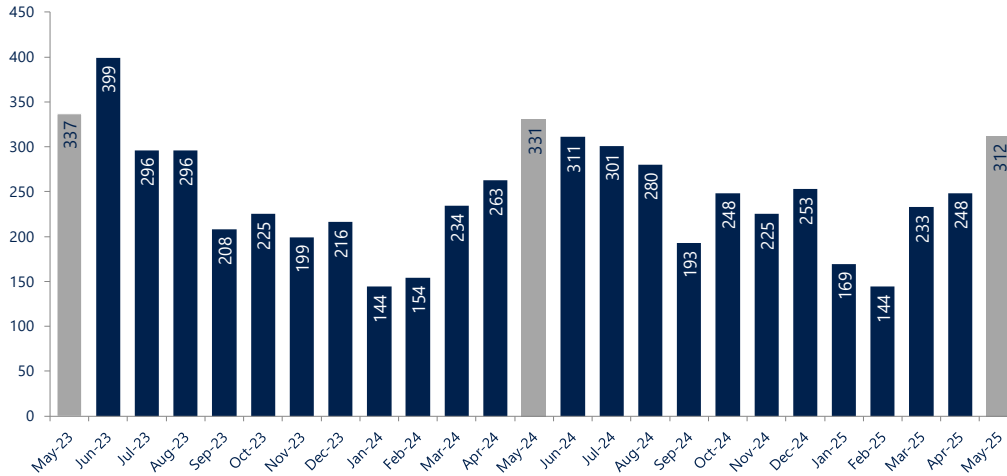
**Median Sale Price
Percent Change Year/Year**



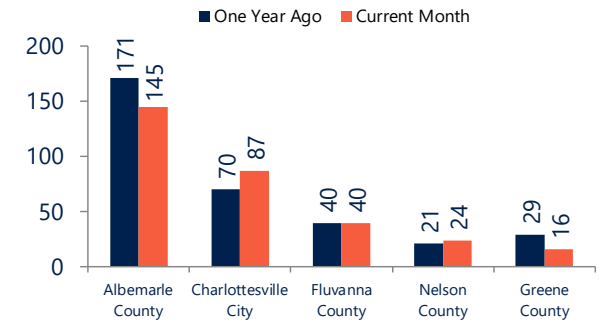
Long & Foster MARKET CONDITIONS REPORT

CHARLOTTESVILLE AREA - MAY 2025

Total Units Sold



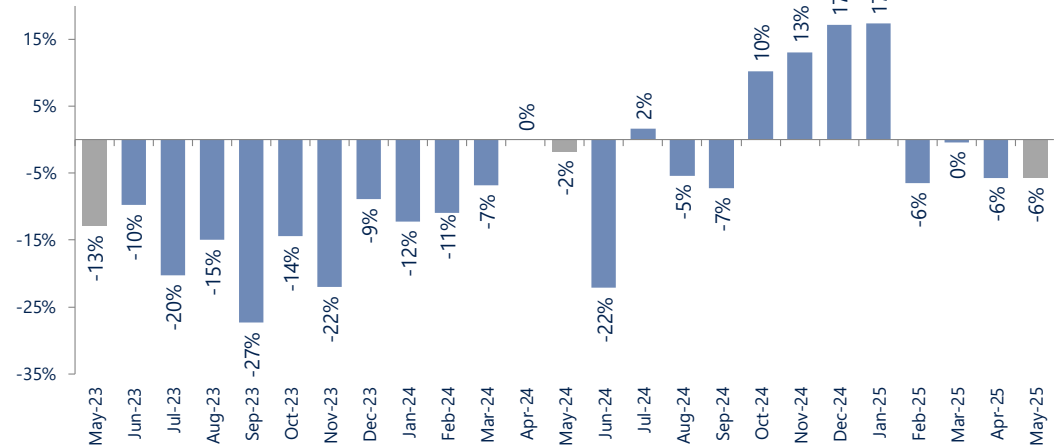
Total Units Sold
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- There was an increase of 26% in total units sold in May compared to April.
- This month's total units sold was lower than at this time last year, a decrease of 6% versus May 2024.

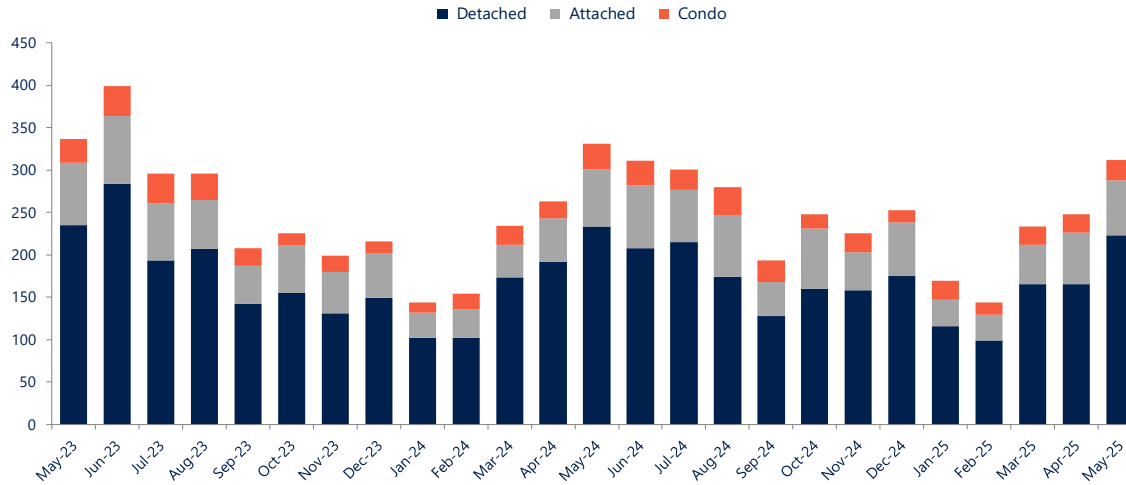
Total Units Sold
Percent Change Year/Year



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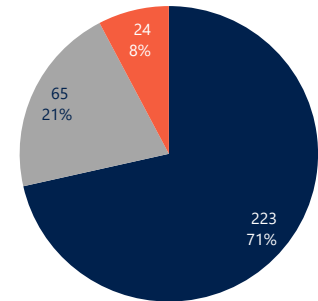
CHARLOTTESVILLE AREA - MAY 2025

Total Units Sold by Type

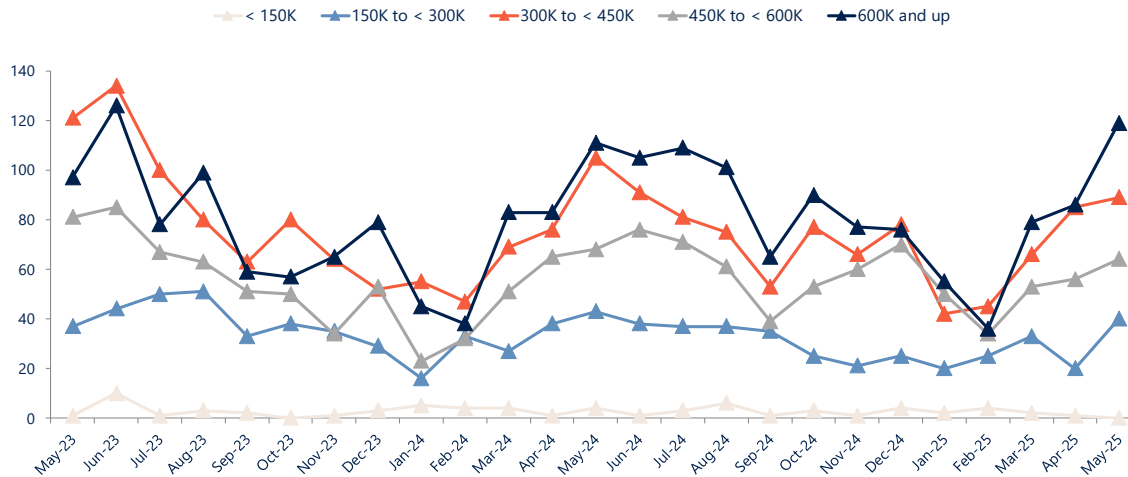


**Total Units Sold by Type
Current Month**

■ Detached ■ Attached ■ Condo

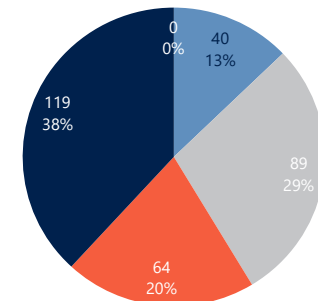


Total Units Sold by Price Range



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

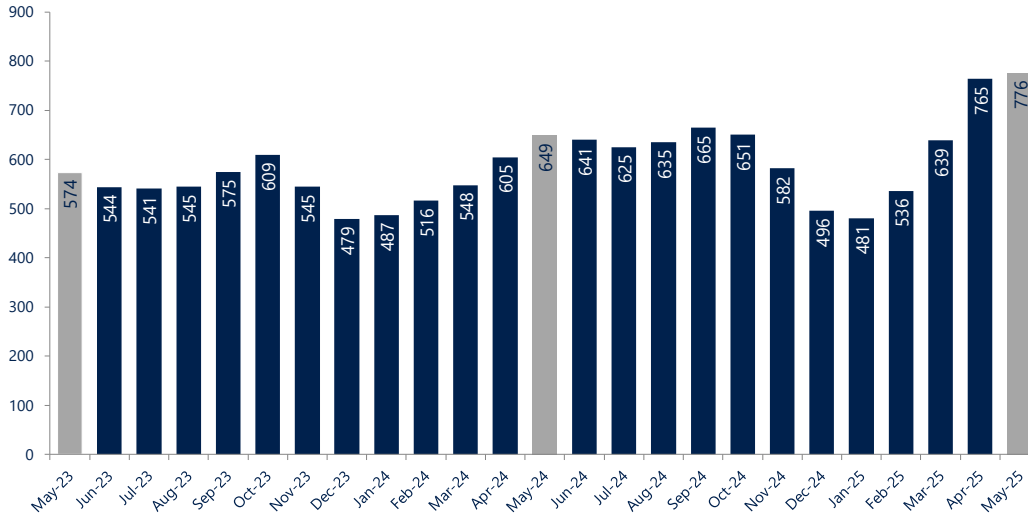
■ < 150K ■ 150K to < 300K ■ 300K to < 450K
■ 450K to < 600K ■ 600K and up



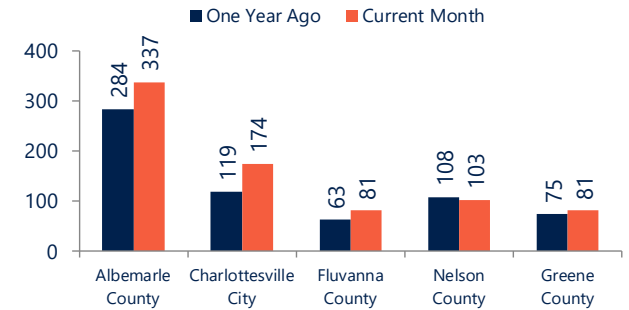
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CHARLOTTESVILLE AREA - MAY 2025

Total Active Inventory



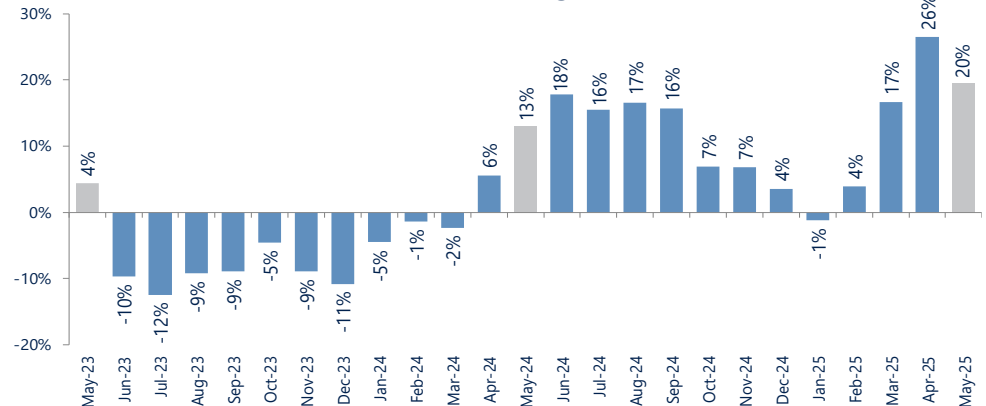
**Total Active Inventory
Of Top Five Counties/Cities Based on Total Units Sold**



Highlights

- This month's supply of available inventory remained relatively stable compared to last month.
- Versus May 2024, the total number of homes available was higher by 127 units or 20%.

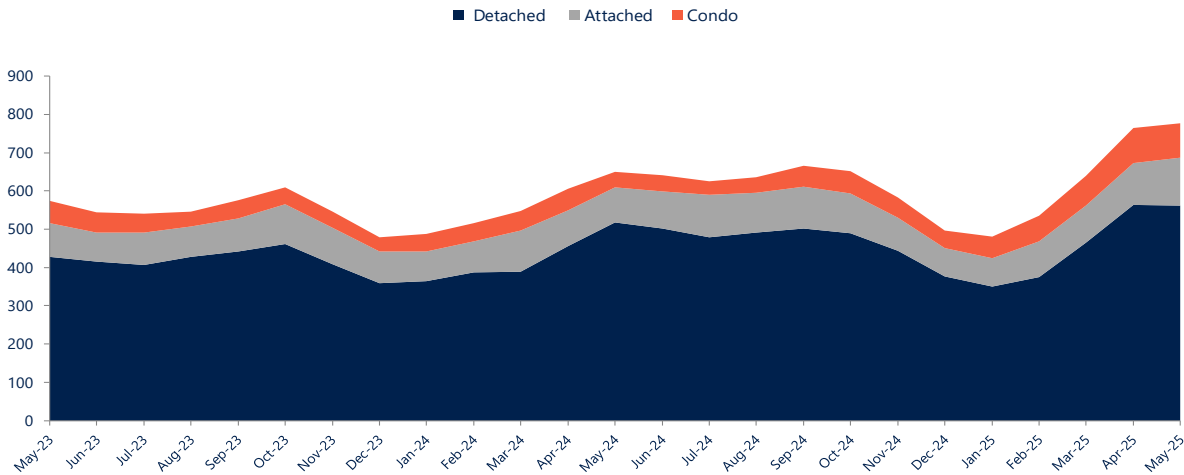
**Total Active Inventory
Percent Change Year/Year**



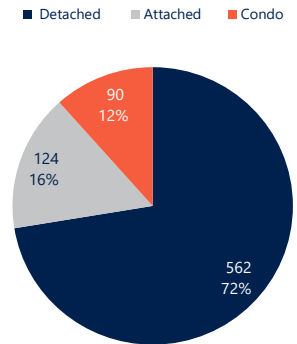
Long & Foster MARKET CONDITIONS REPORT

CHARLOTTESVILLE AREA - MAY 2025

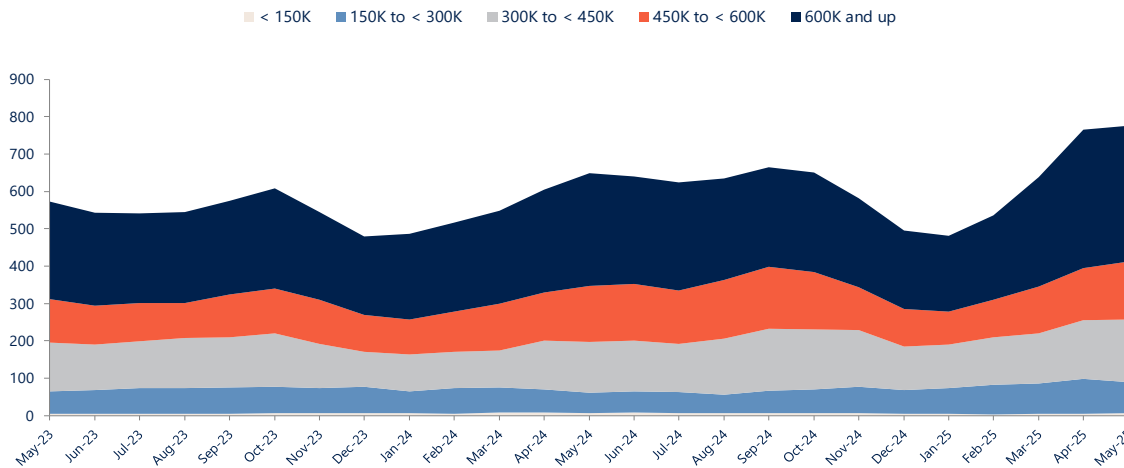
Total Active Inventory by Type



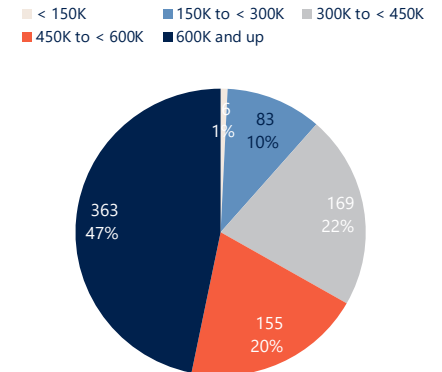
**Total Active Inventory by Type
Current Month**



Total Active Inventory by Price Range



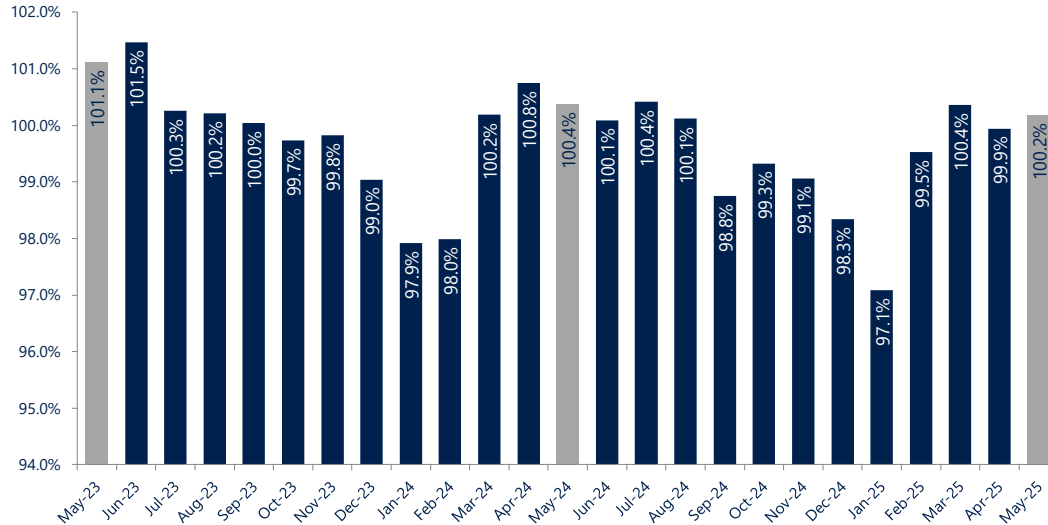
**Total Active Inventory by Price Range
Current Month**



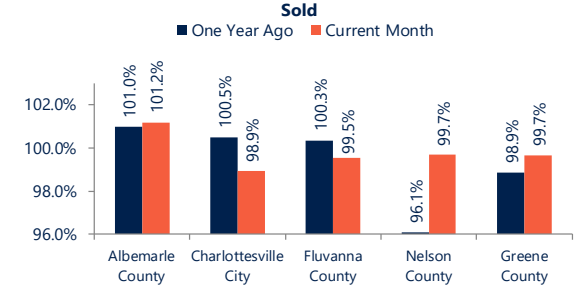
Long & Foster MARKET CONDITIONS REPORT

CHARLOTTESVILLE AREA - MAY 2025

Average Sale Price as a Percent of List Price



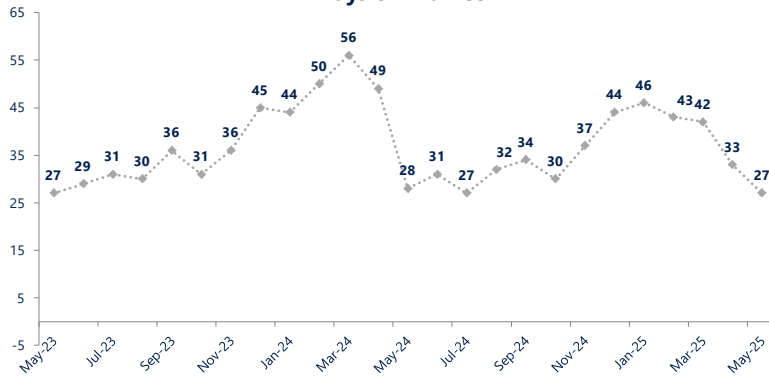
Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold



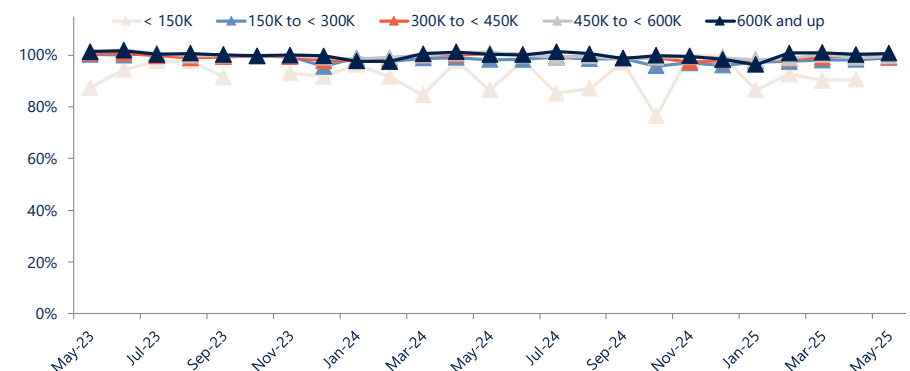
Days on Market	
Current Month	One Year Ago
27	28
Down -4% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
100.2%	100.4%
Down -0.2% Vs. Year Ago	

Days on Market

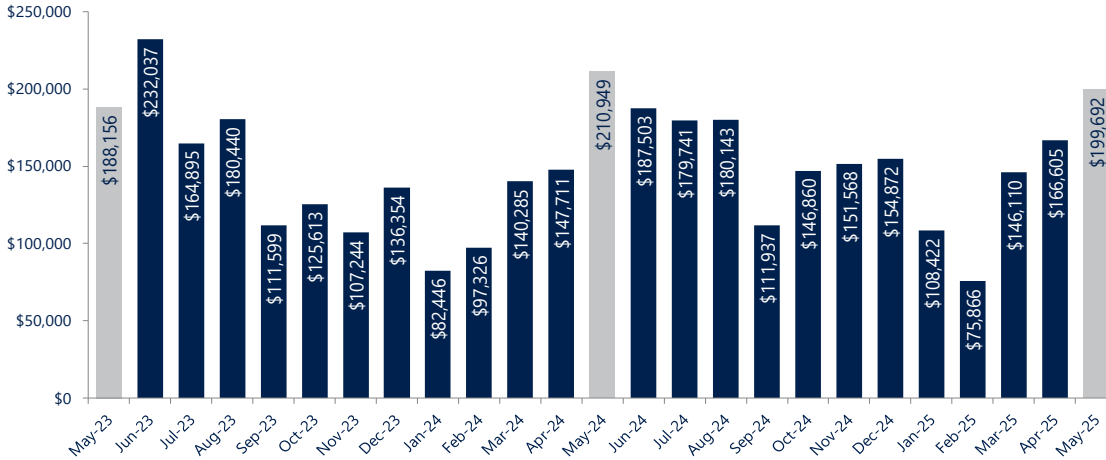


Average Sale Price as a Percent of List Price by Price Range



CHARLOTTESVILLE AREA - MAY 2025

Total Dollar Volume Sold
In Thousands

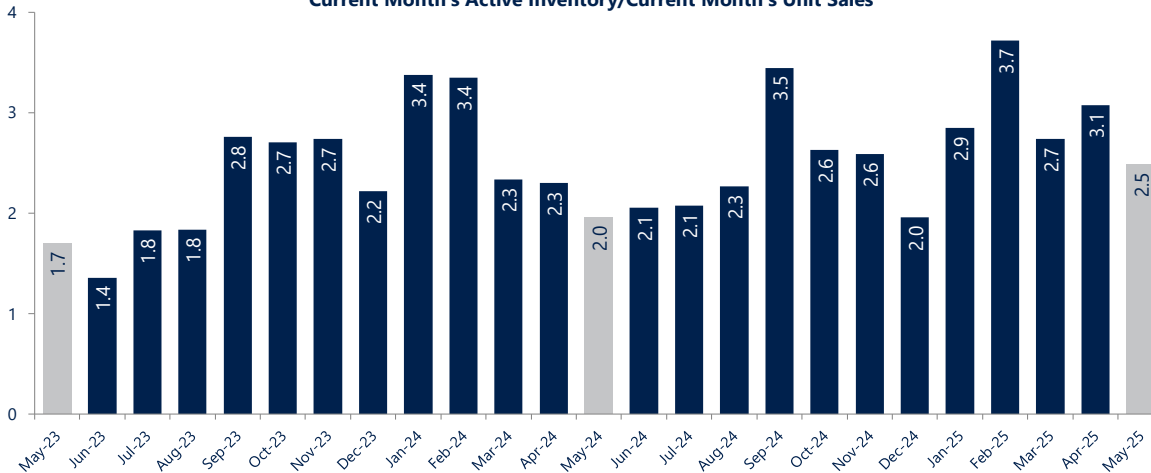


Highlights

- Total volume sold this May was 5% less than the same month one year ago.
- In May, there was 2.5 months of supply available, compared to 2.0 in May 2024. That was an increase of 27% versus a year ago.

Total Dollar Volume Sold	
Current Month	One Year Ago
\$199,691,965	\$210,949,096
Down -5% Vs. Year Ago	

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

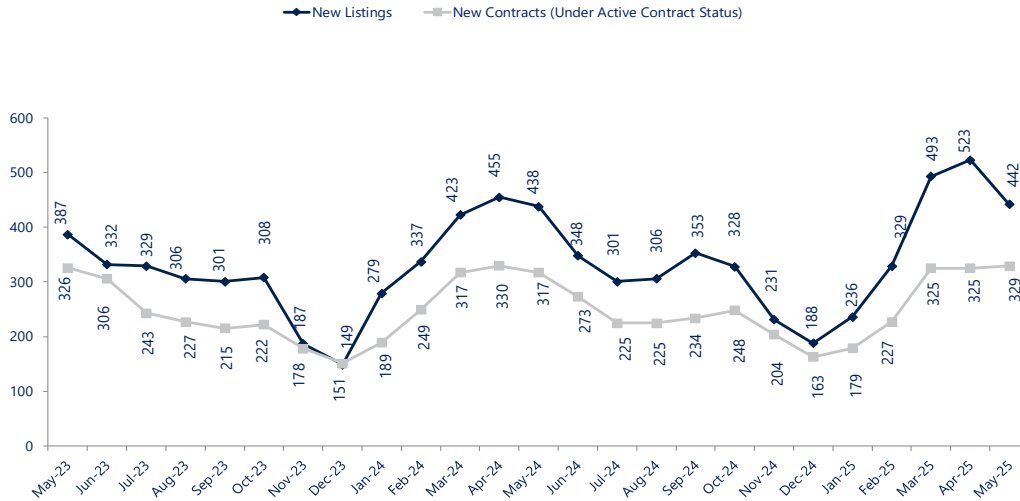


Months of Supply	
Current Month	One Year Ago
2.5	2.0
Up 27% Vs. Year Ago	

Long & Foster MARKET CONDITIONS REPORT

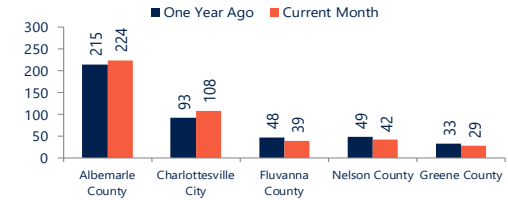
CHARLOTTESVILLE AREA - MAY 2025

New Listings & New Contracts



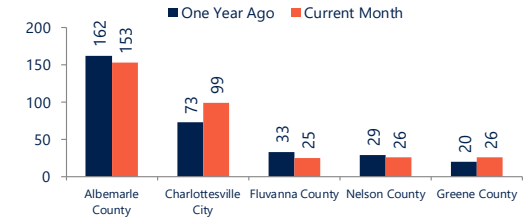
New Listings

Of Top Five Counties/Cities Based on Total Units Sold



New Contracts

Of Top Five Counties/Cities Based on Total Units Sold



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, similar to the ratio from one year ago.

Supply/Demand Ratio

Number of New Listings to New Contracts



New Listings	
Current Month	One Year Ago
442	438
Up 1% Vs. Year Ago	

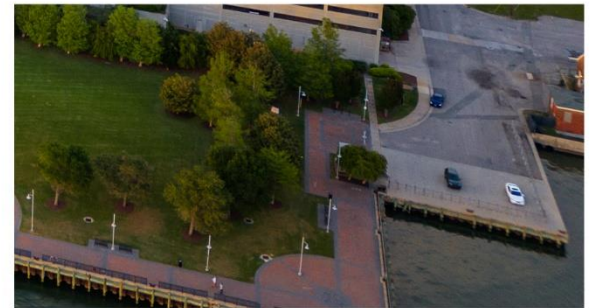
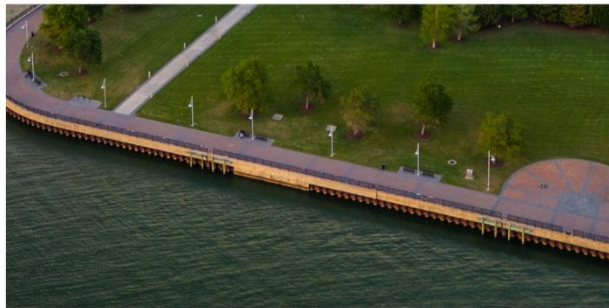
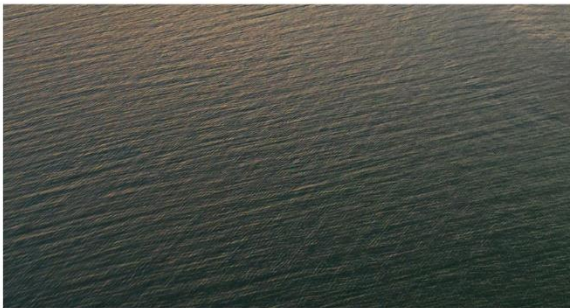
New Contracts	
Current Month	One Year Ago
329	317
Up 4% Vs. Year Ago	

MARKET CONDITIONS REPORT

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HAMPTON ROADS, VA AREA - MAY 2025

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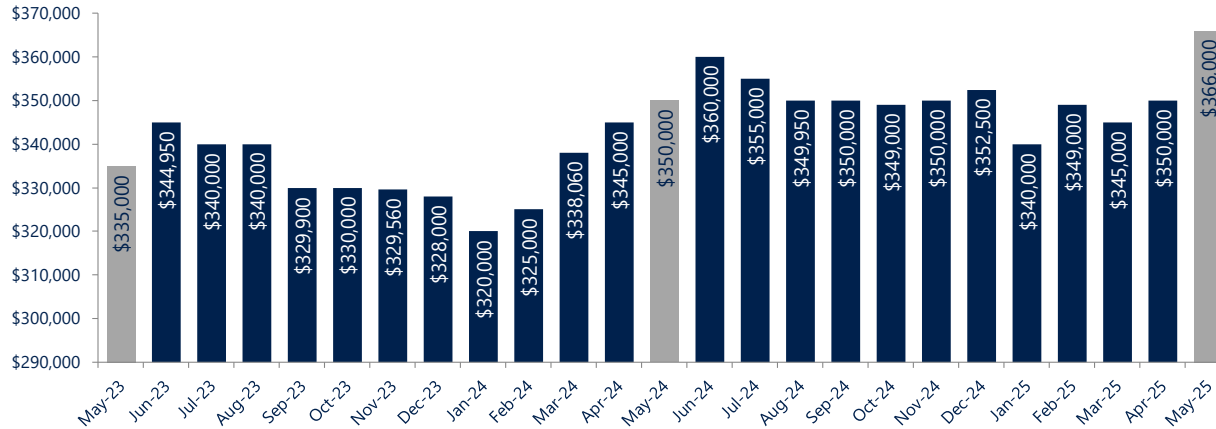


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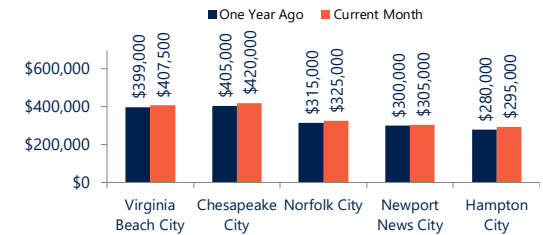
HAMPTON ROADS AREA - MAY 2025

Median Sales Price

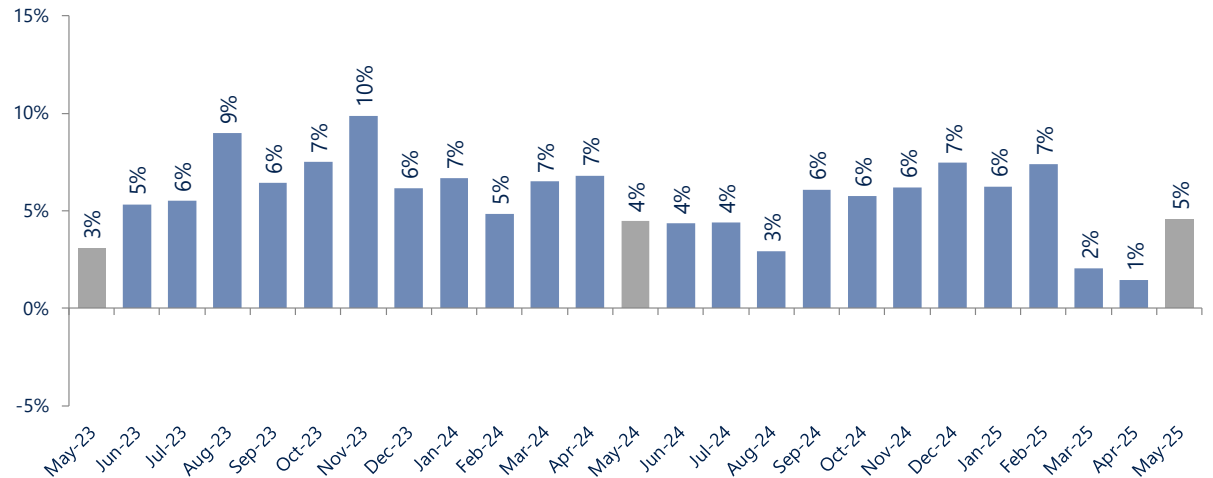


Median Sale Price

Of Top Five Counties/Cities Based on Total Units Sold



Median Sale Price Percent Change Year/Year

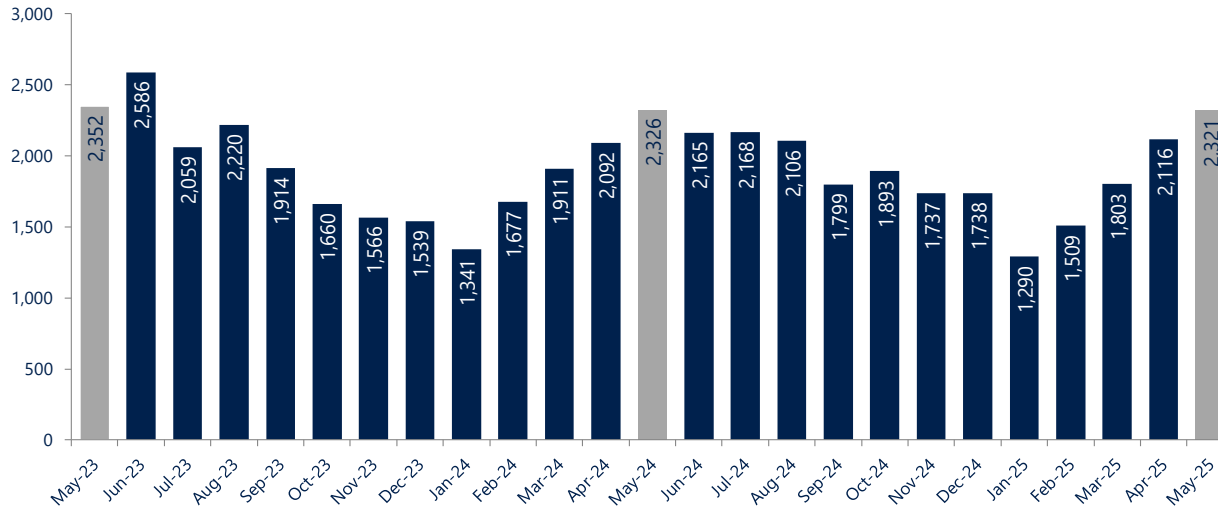


Highlights

- This May, the median sale price was \$366,000, an increase of 5% compared to April.
- The current median sale price was 5% higher than in May 2024.

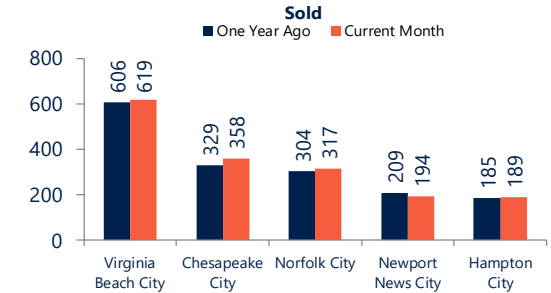
HAMPTON ROADS AREA - MAY 2025

Total Units Sold



Total Units Sold

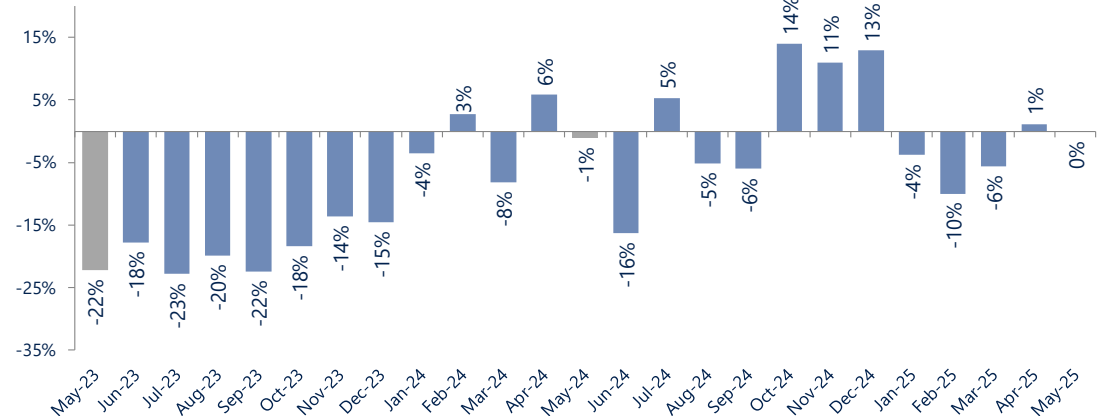
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- The number of units sold in May 2025 was similar to the units sold in May 2024.
- This month's total units sold was higher than the previous month, an increase of 10% versus April.

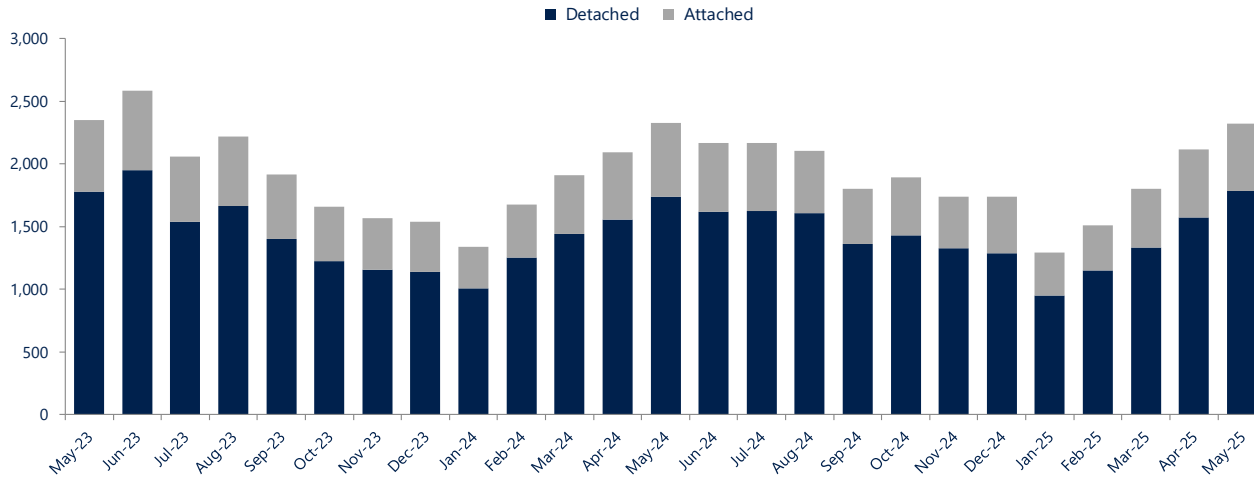
Total Units Sold Percent Change Year/Year



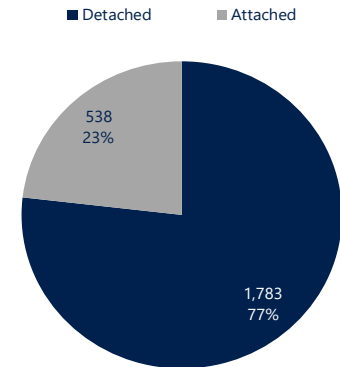
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HAMPTON ROADS AREA - MAY 2025

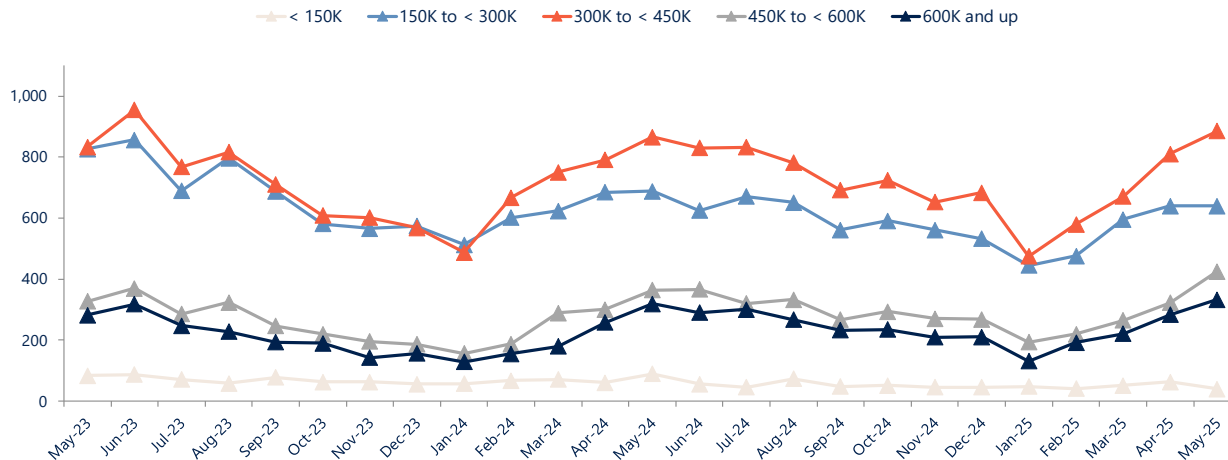
Total Units Sold by Type



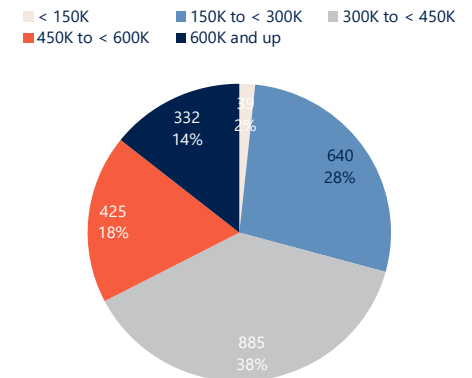
**Total Units Sold by Type
Current Month**



Total Units Sold by Price Range



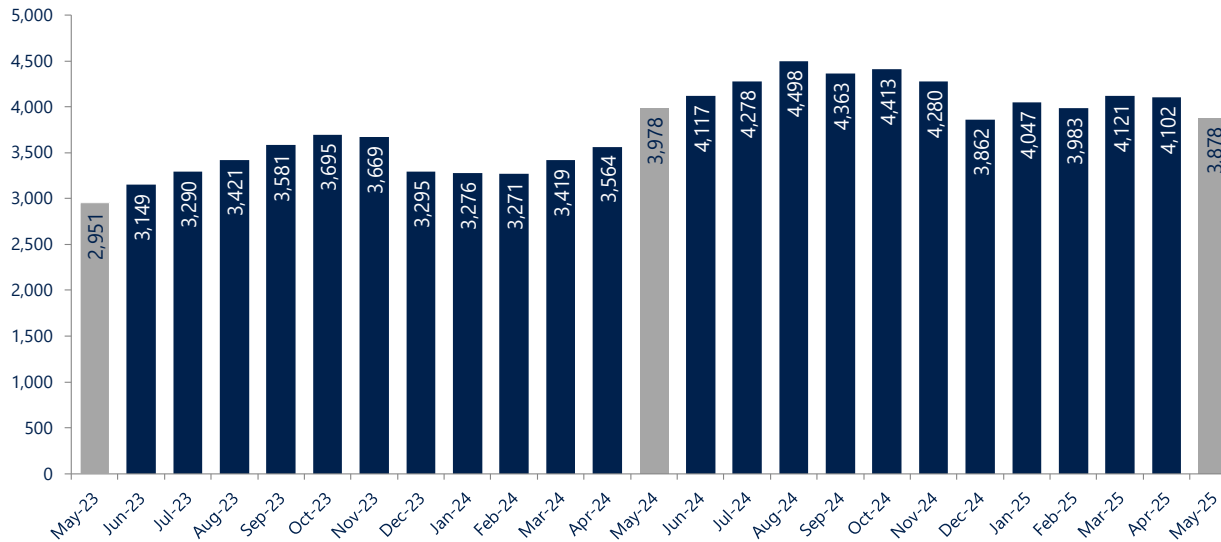
**Total Units Sold by Price Range
Current Month**



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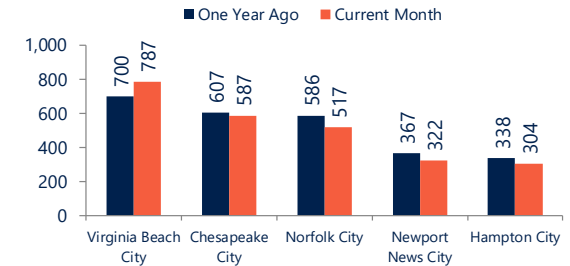
HAMPTON ROADS AREA - MAY 2025

Total Active Inventory



Total Active Inventory

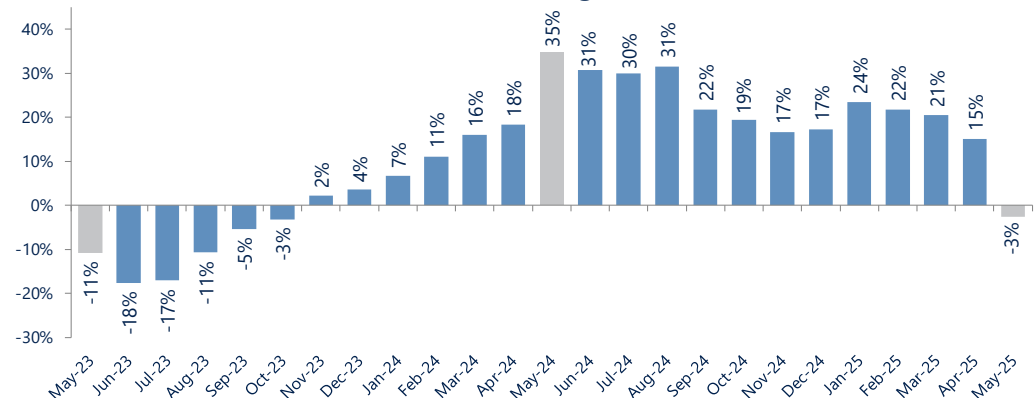
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- Versus last May, the total number of homes available this month was lower by 100 units or 3%.
- Active inventory this May was 5% lower than the previous month's supply of available inventory.

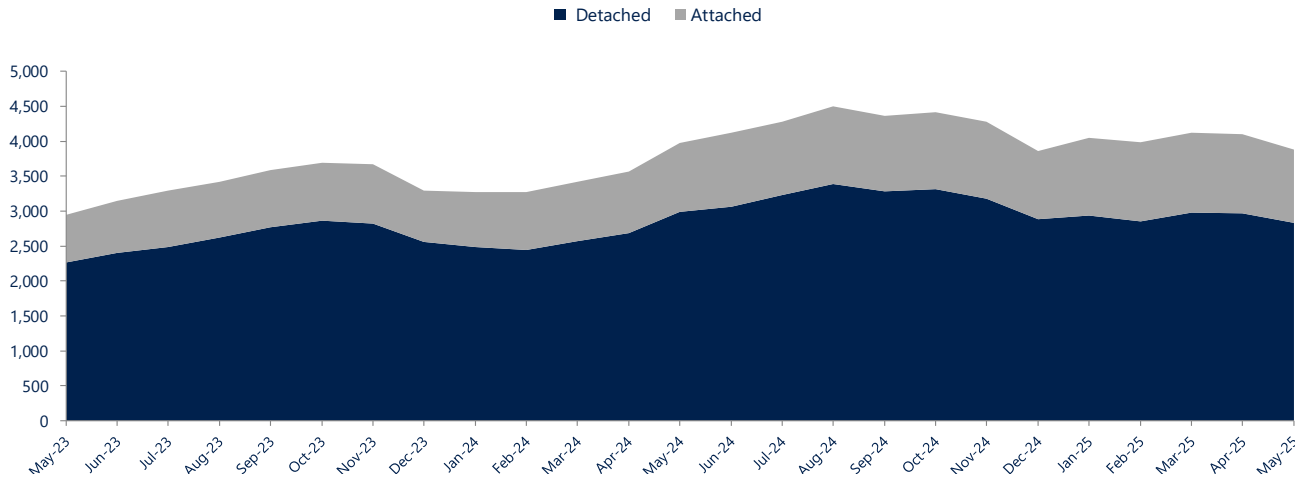
Total Active Inventory Percent Change Year/Year



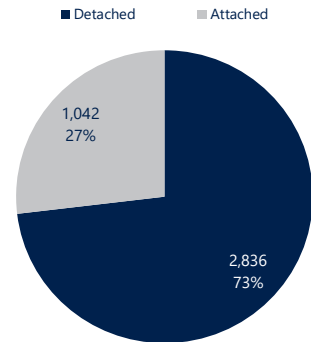
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HAMPTON ROADS AREA - MAY 2025

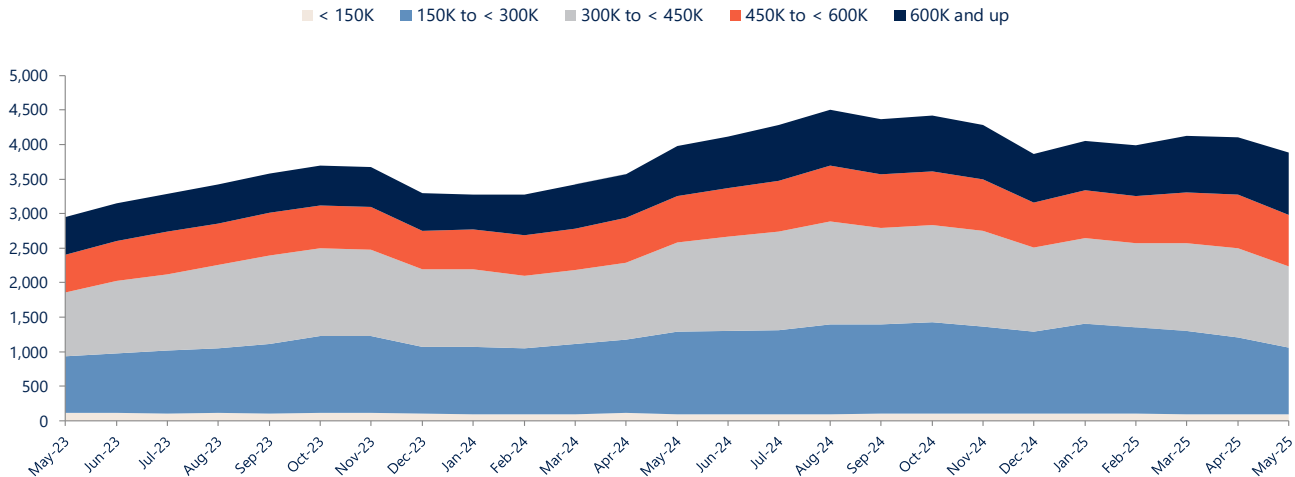
Total Active Inventory by Type



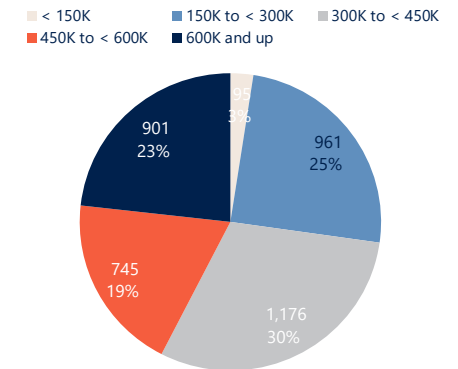
Total Active Inventory by Type Current Month



Total Active Inventory by Price Range



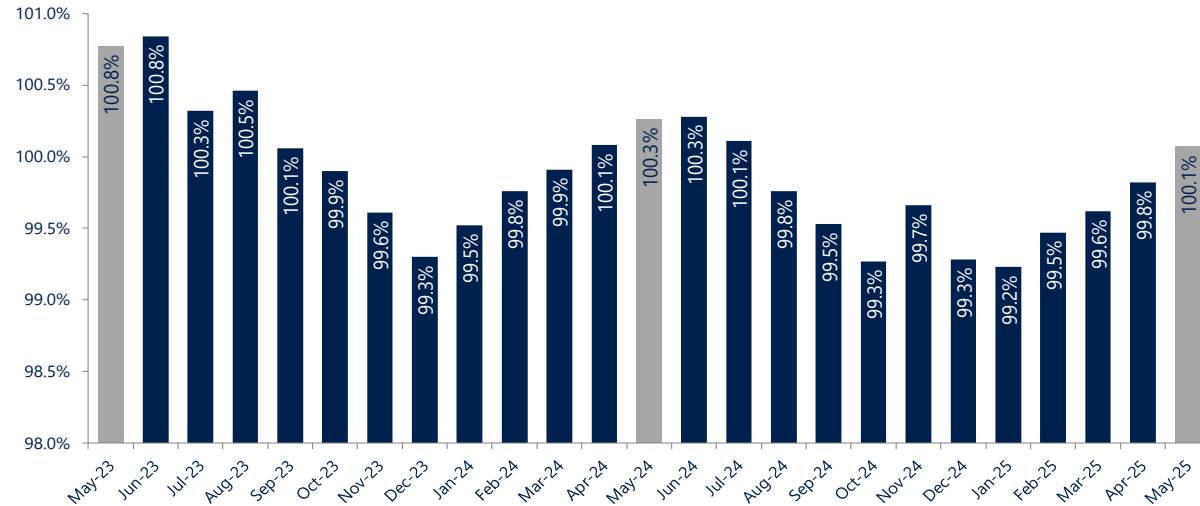
Total Active Inventory by Price Range Current Month



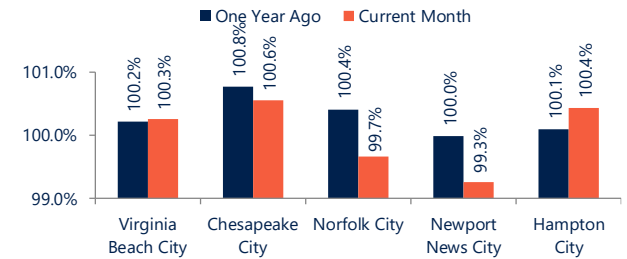
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HAMPTON ROADS AREA - MAY 2025

Average Sale Price as a Percent of List Price



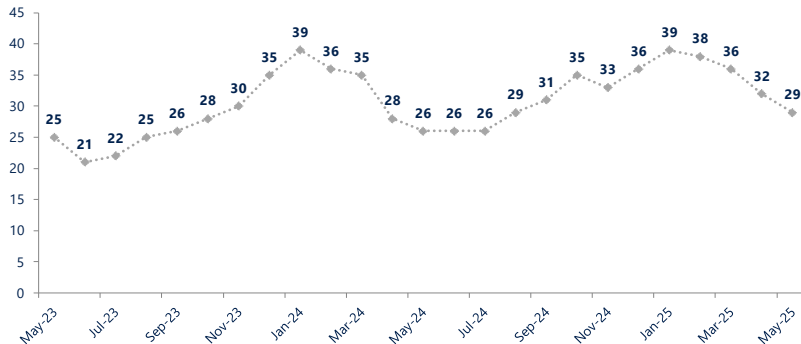
Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold



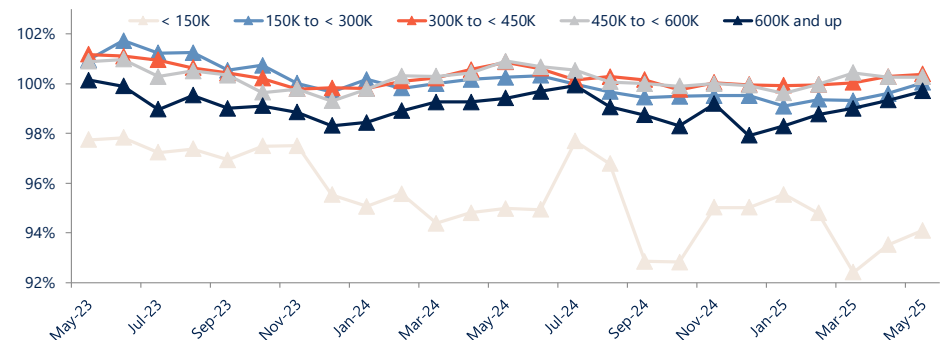
Days on Market	
Current Month	One Year Ago
29	26
Up 12% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
100.1%	100.3%
Down -0.2% Vs. Year Ago	

Days on Market

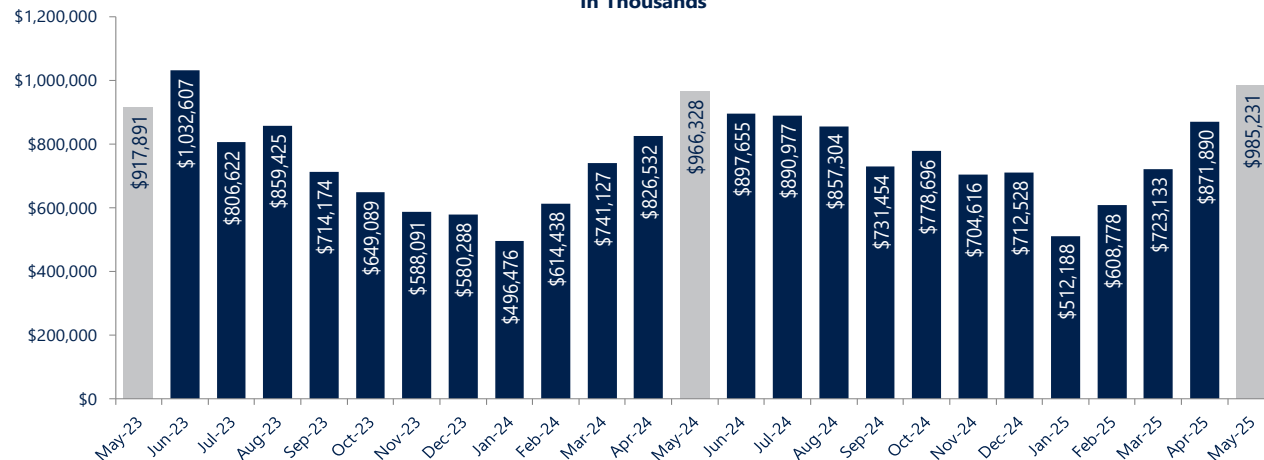


Average Sale Price as a Percent of List Price by Price Range



HAMPTON ROADS AREA - MAY 2025

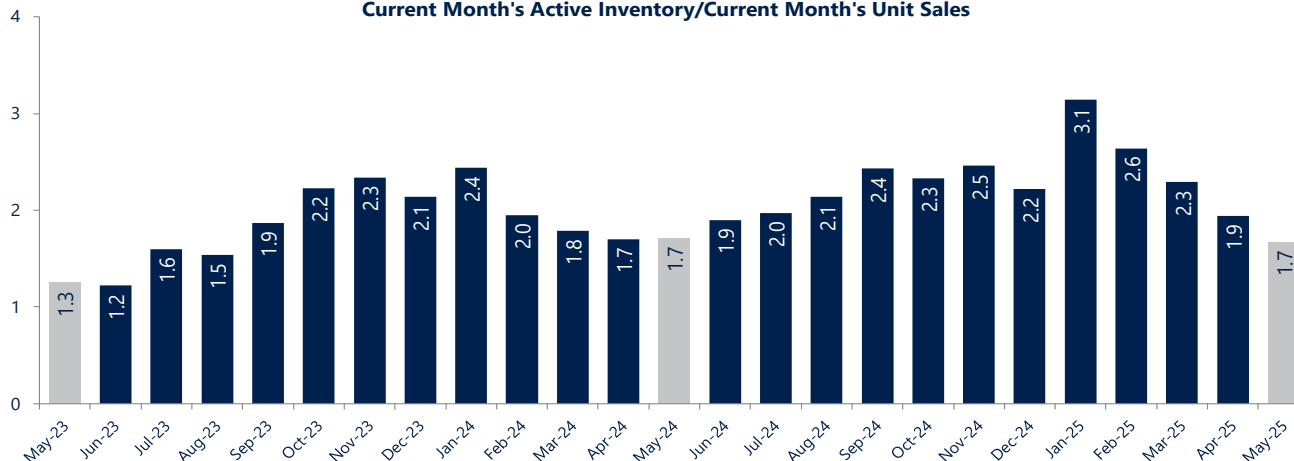
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this May was 2% greater than the same month one year ago.
- In May, there was 1.7 months of supply available, compared to 1.7 in May 2024. That was a decrease of 2% versus a year ago.

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



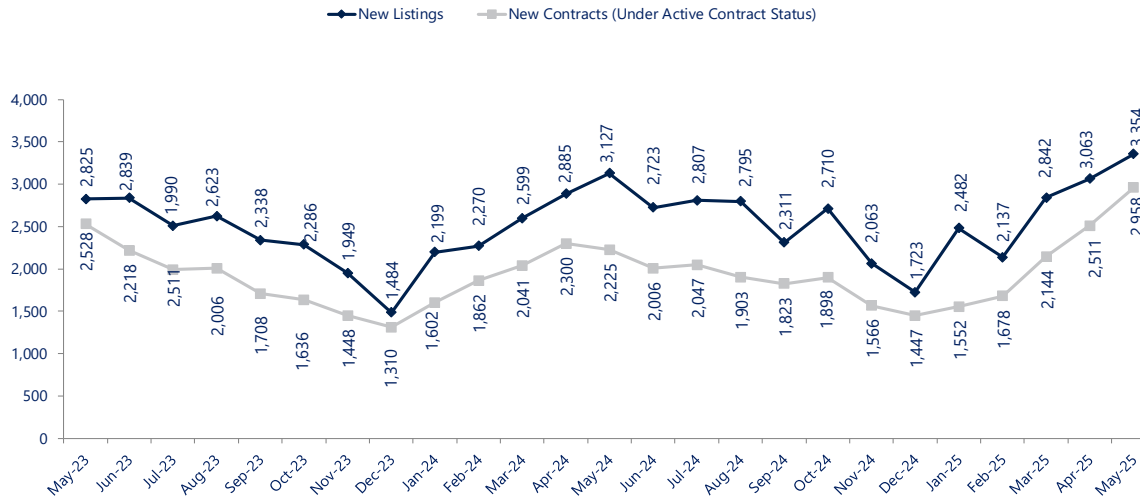
Total Dollar Volume Sold	
Current Month	One Year Ago
\$985,231,006	\$966,328,220
Up 2% Vs. Year Ago	

Months of Supply	
Current Month	One Year Ago
1.7	1.7
Down -2% Vs. Year Ago	

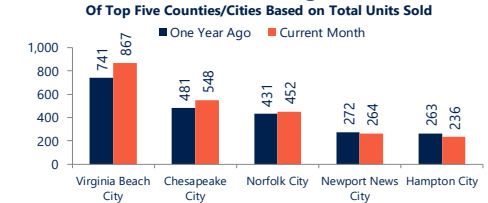
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HAMPTON ROADS AREA - MAY 2025

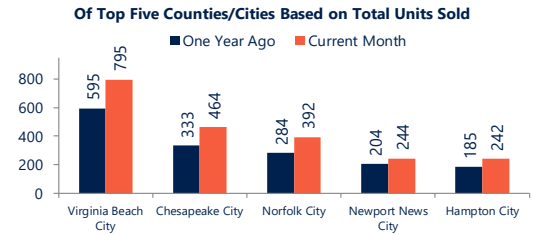
New Listings & New Contracts



New Listings



New Contracts



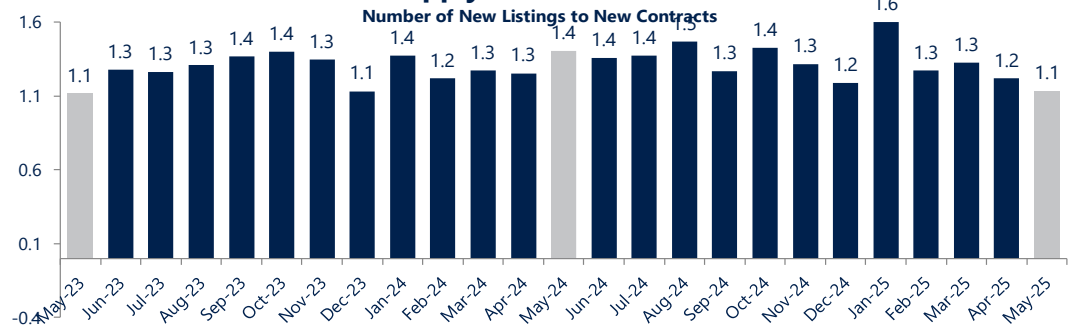
New Listings	
Current Month	One Year Ago
3,354	3,127
Up 7% Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
2,958	2,225
Up 33% 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, a decrease of 19% from May 2024.

Supply/Demand Ratio

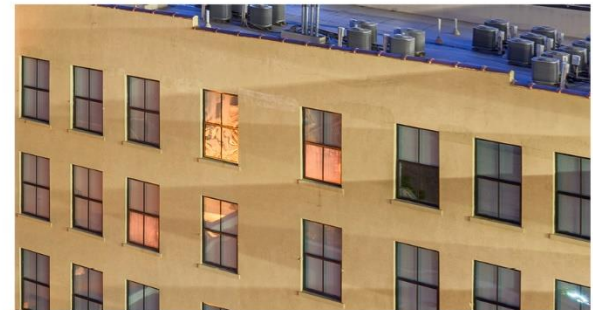
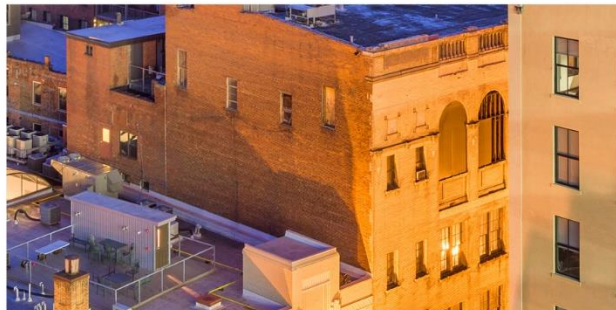


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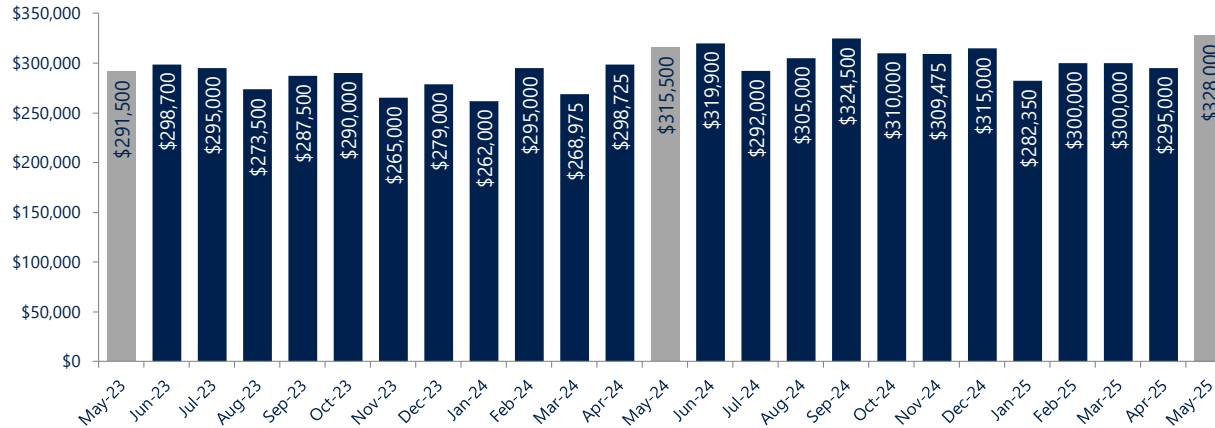
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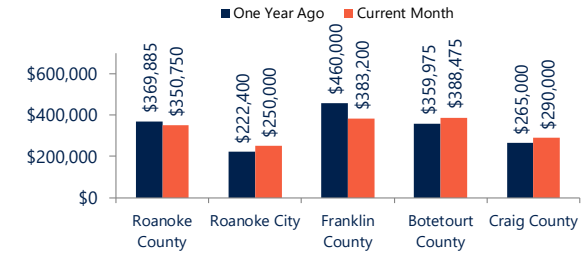
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ROANOKE METROPOLITAN AREA - MAY 2025

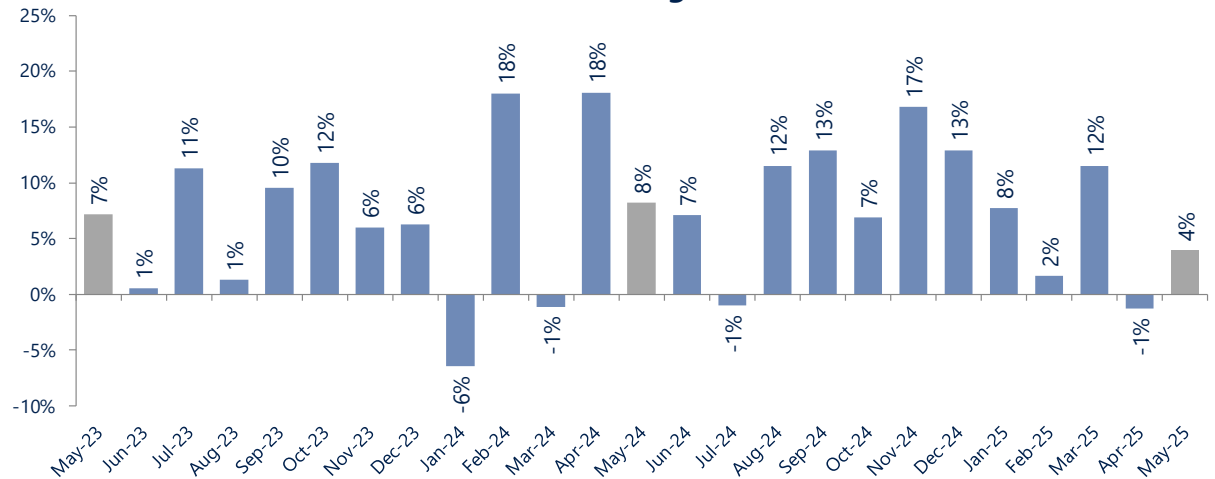
Median Sales Price



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



Median Sale Price Percent Change Year/Year



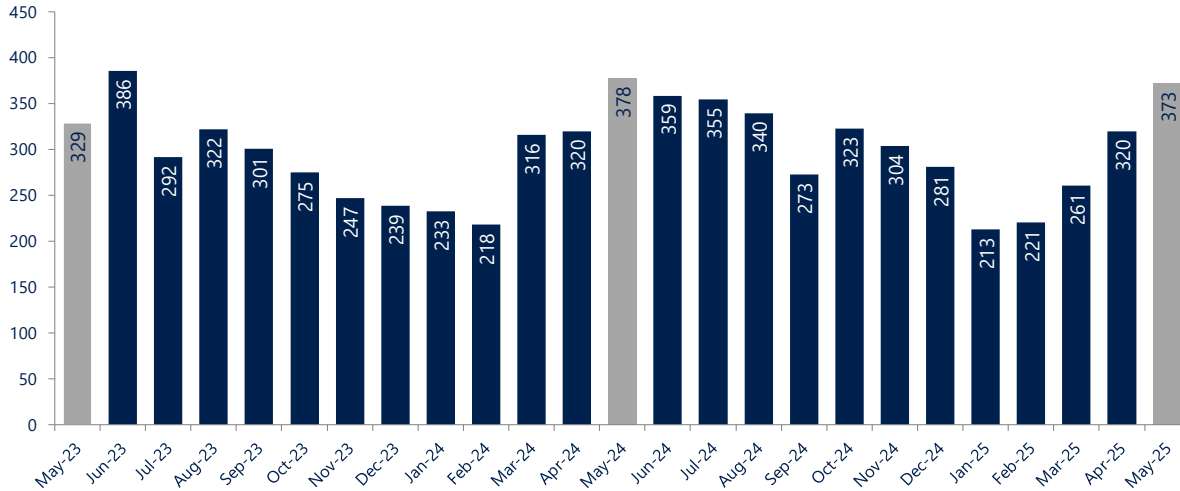
Highlights

- This May, the median sale price was \$328,000, an increase of 11% compared to April.
- The current median sale price was 4% higher than in May 2024.

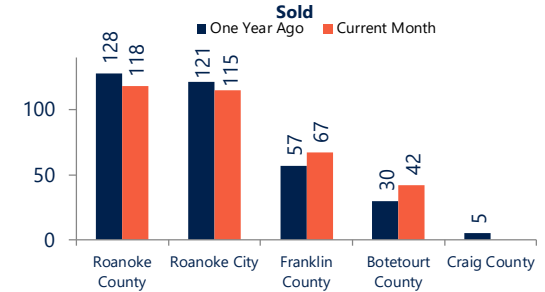
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ROANOKE METROPOLITAN AREA - MAY 2025

Total Units Sold



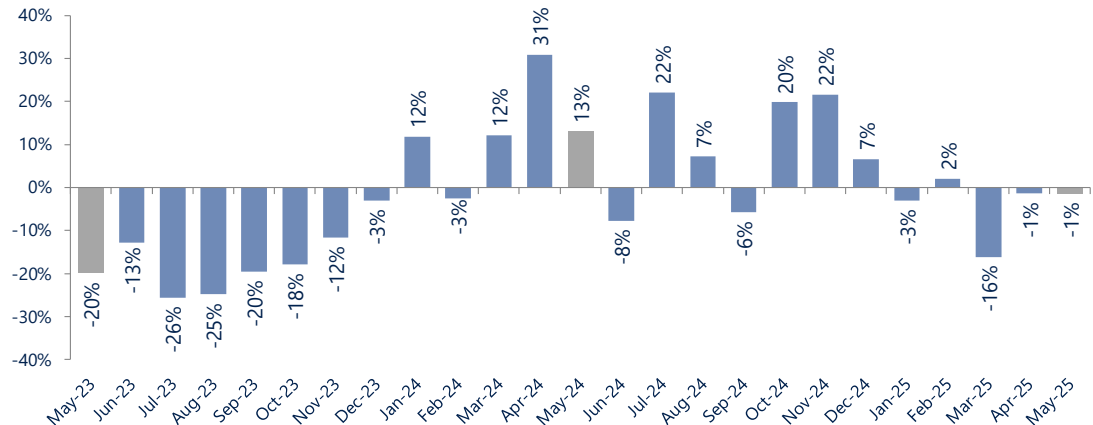
Total Units Sold Of Top Five Counties/Cities Based on Total Units



Highlights

- The number of units sold in May 2025 was similar to the units sold in May 2024.
- This month's total units sold was higher than the previous month, an increase of 17% versus April.

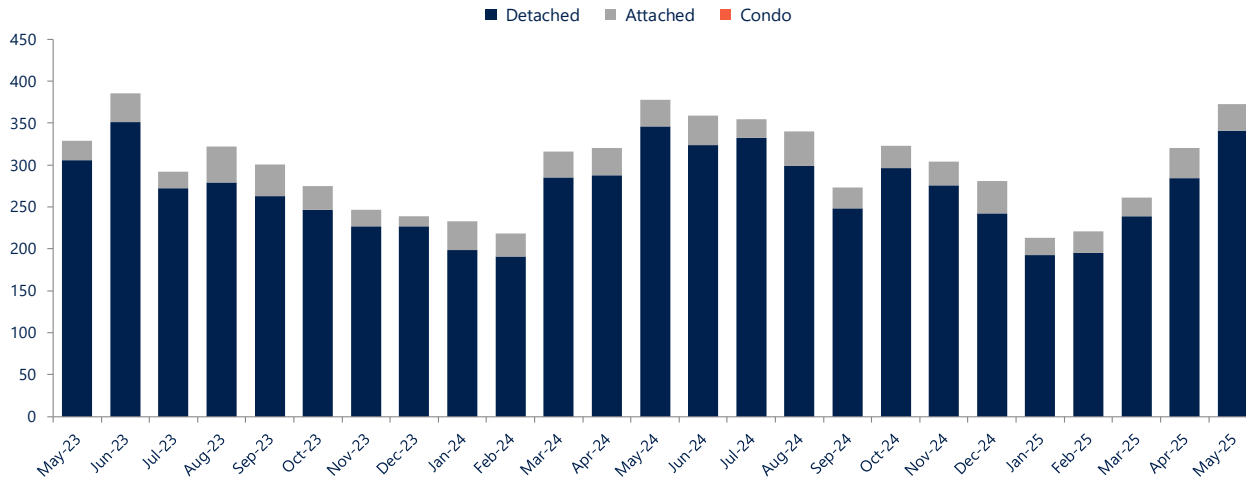
Total Units Sold Percent Change Year/Year



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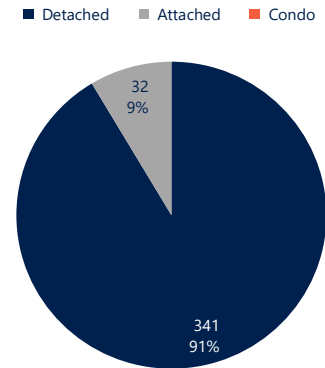
ROANOKE METROPOLITAN AREA - MAY 2025

Total Units Sold by Type

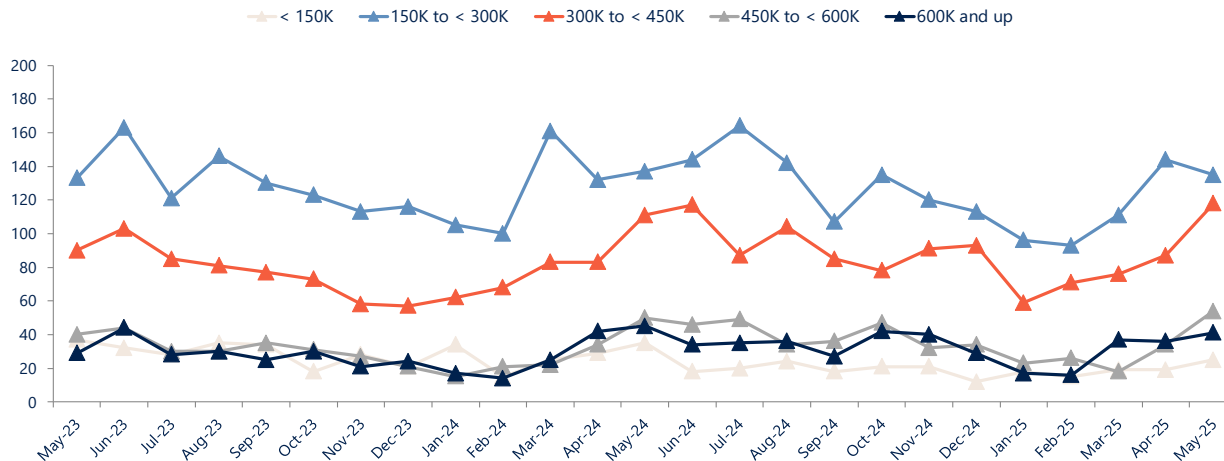


Total Units Sold by Type

Current Month

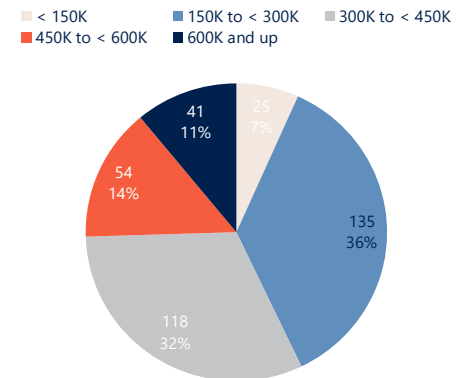


Total Units Sold by Price Range



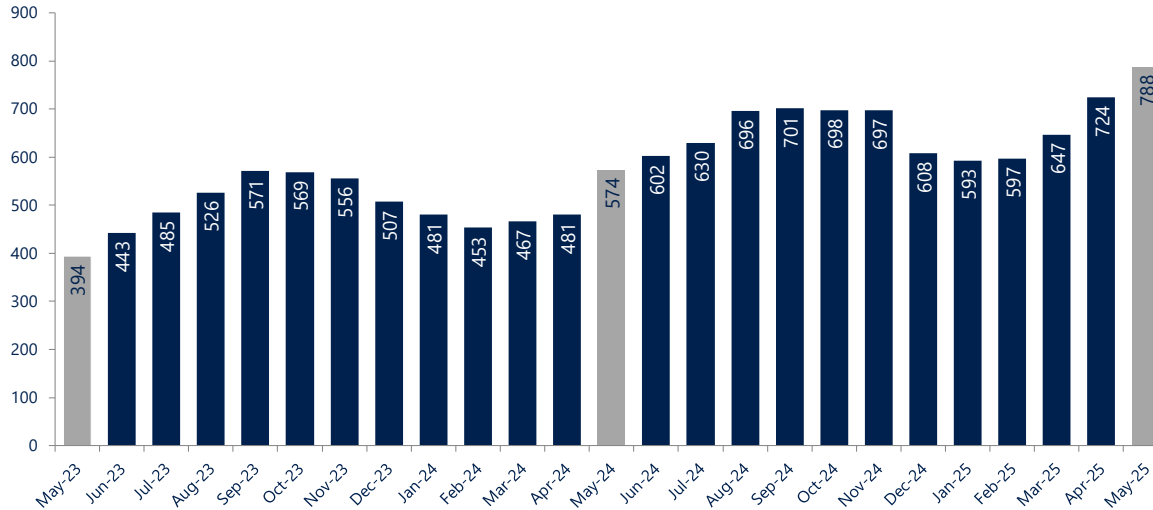
Total Units Sold by Price Range

Current Month

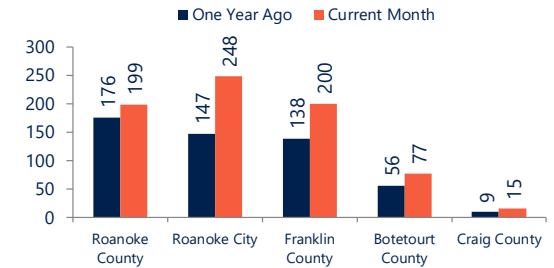


ROANOKE METROPOLITAN AREA - MAY 2025

Total Active Inventory



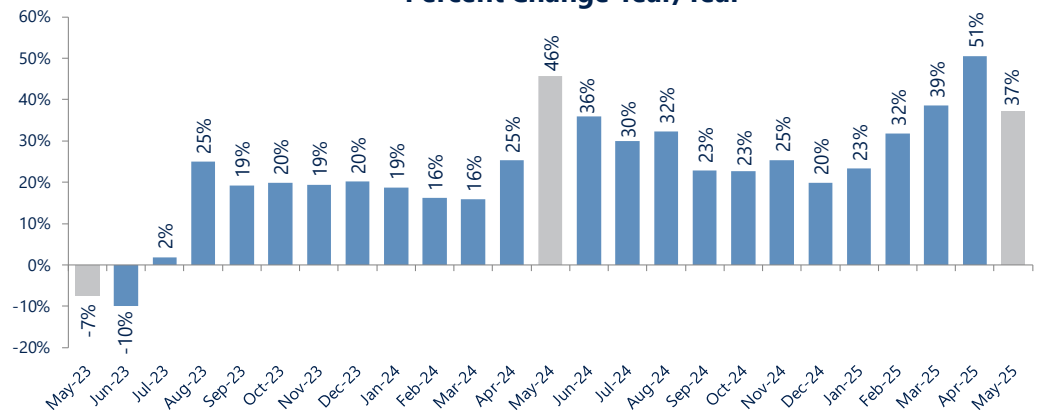
Total Active Inventory Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- Versus last May, the total number of homes available this month was higher by 214 units or 37%.
- Active inventory this May was 9% higher than the previous month's supply of available inventory.

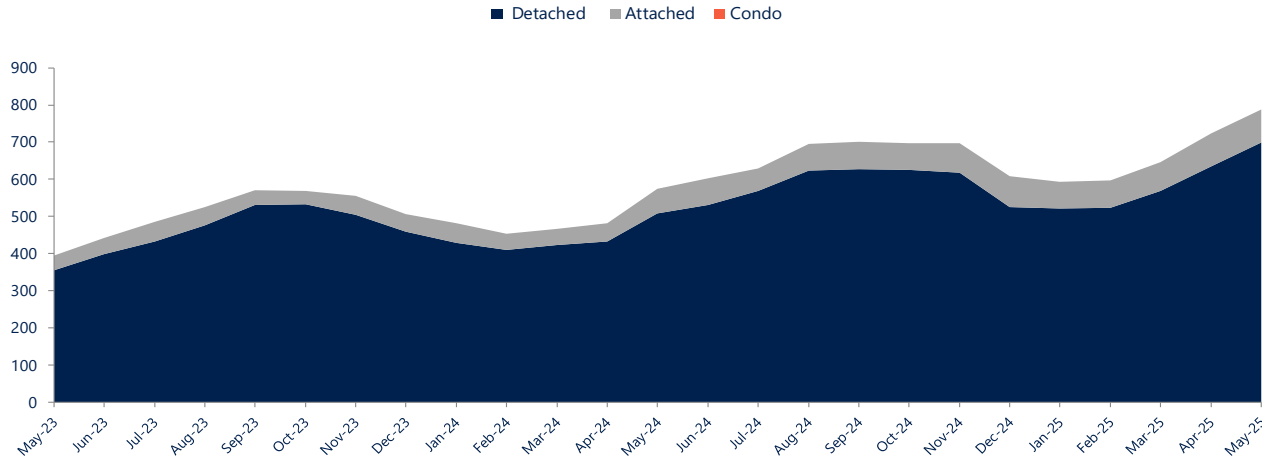
Total Active Inventory Percent Change Year/Year



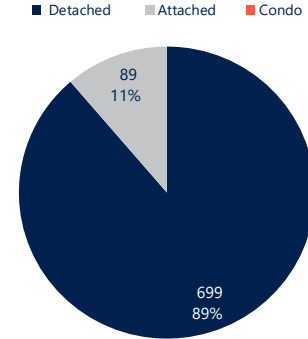
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ROANOKE METROPOLITAN AREA - MAY 2025

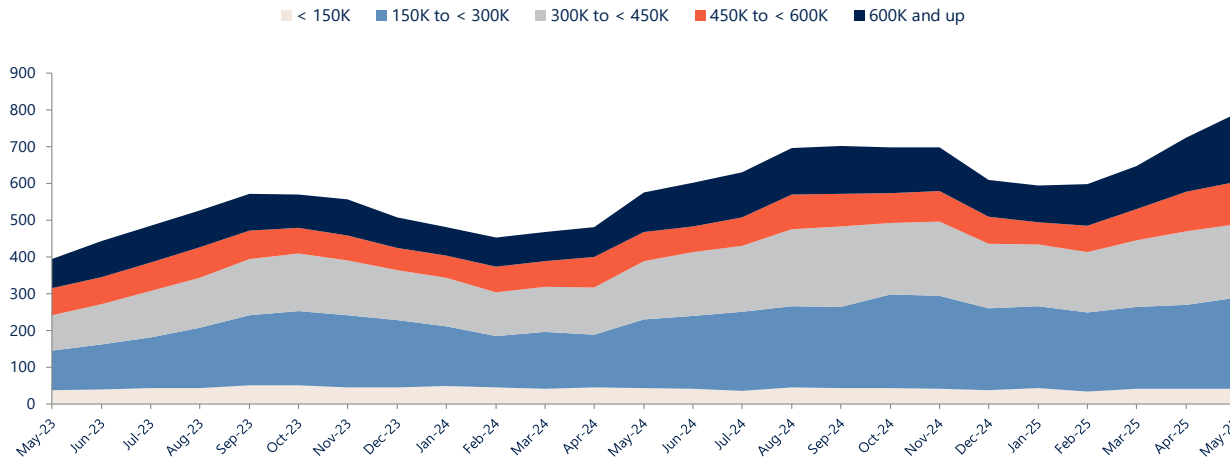
Total Active Inventory by Type



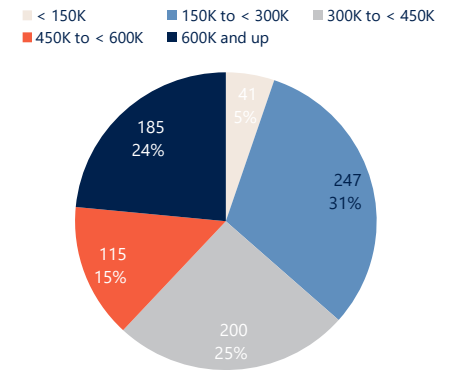
**Total Active Inventory by Type
Current Month**



Total Active Inventory by Price Range



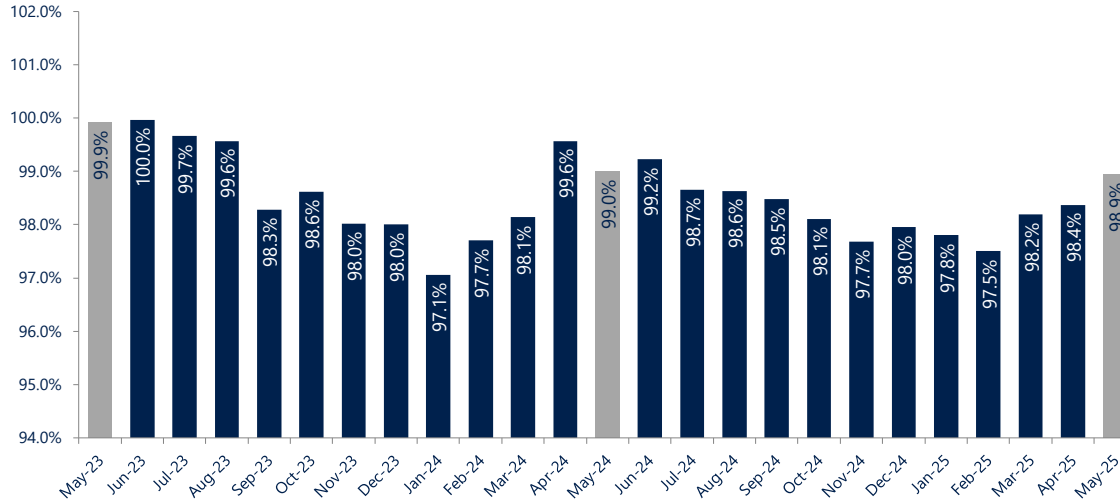
**Total Active Inventory by Price Range
Current Month**



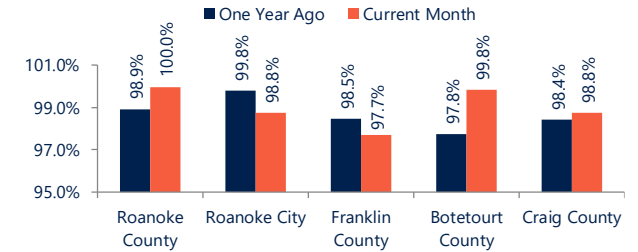
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ROANOKE METROPOLITAN AREA - MAY 2025

Average Sale Price as a Percent of List Price



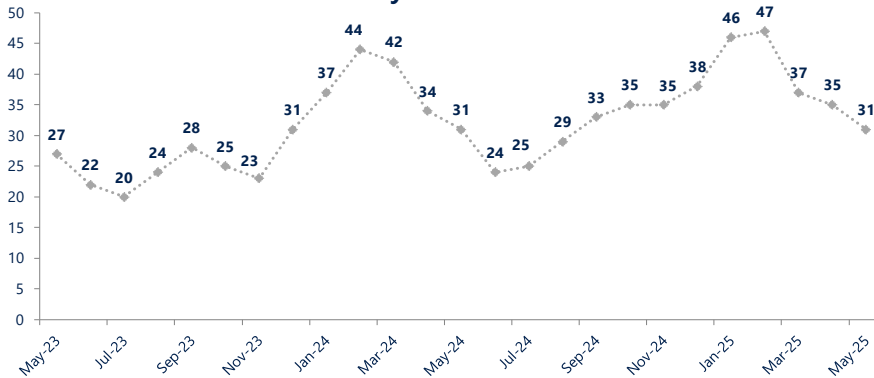
Sale Price as % of List Price Of Top Five Counties/Cities Based on Total Units Sold



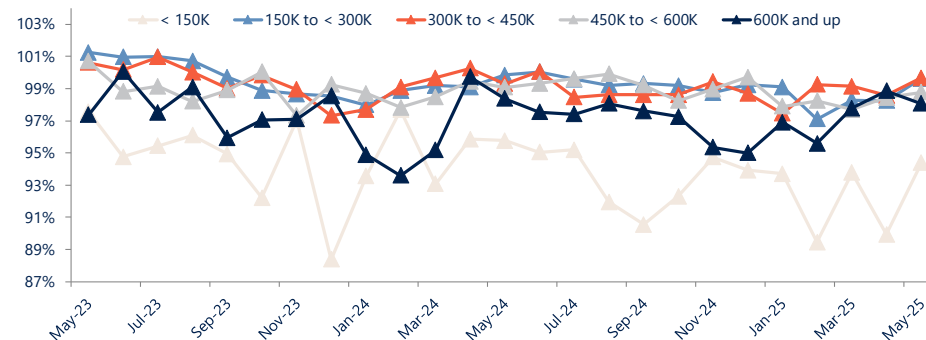
Days on Market	
Current Month	One Year Ago
31	31
No Change Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
98.9%	99.0%
Down -0.1% Vs. Year Ago	

Days on Market



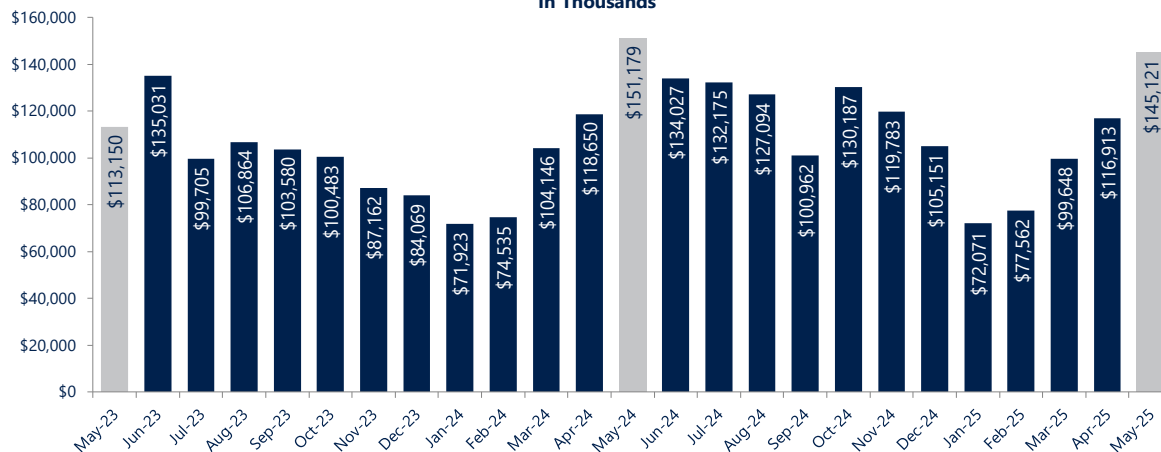
Average Sale Price as a Percent of List Price by Price Range



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ROANOKE METROPOLITAN AREA - MAY 2025

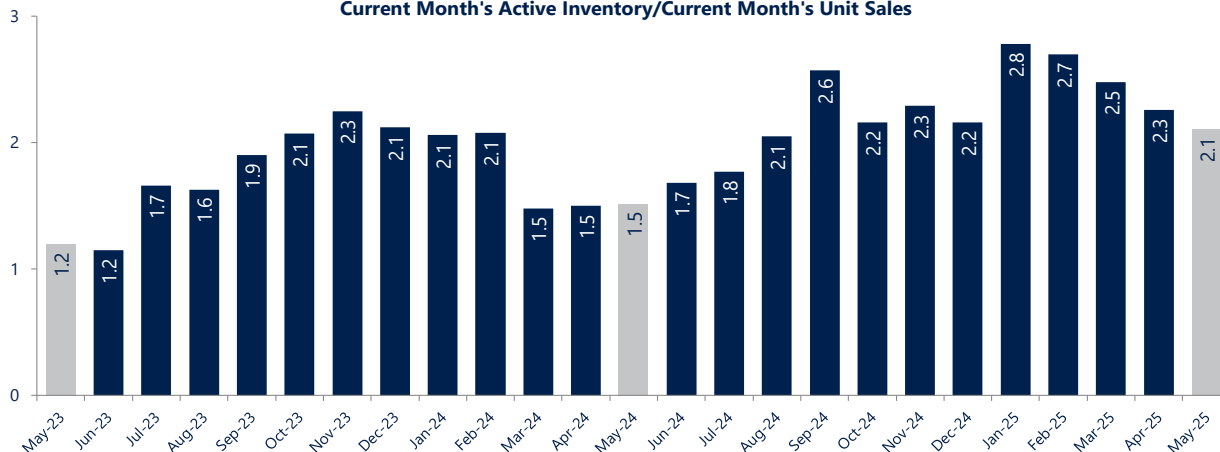
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this May was 4% less than the same month one year ago.
- In May, there was 2.1 months of supply available, compared to 1.5 in May 2024. That was an increase of 39% 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
\$145,121,367	\$151,178,671
Down -4% Vs. Year Ago	

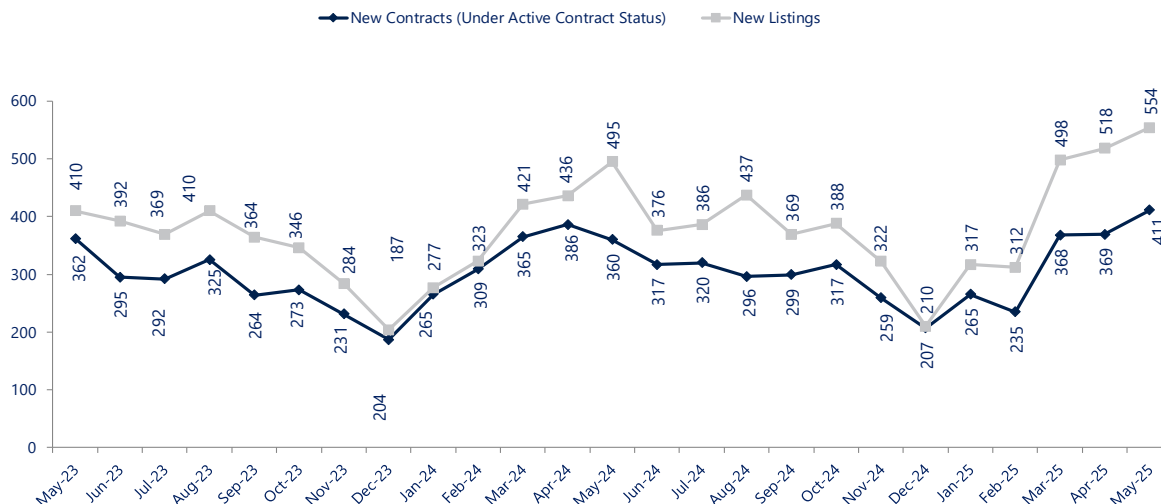
Months of Supply

Current Month	One Year Ago
2.1	1.5
Up 39% Vs. Year Ago	

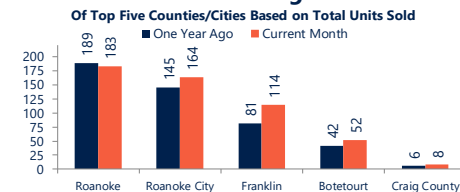
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ROANOKE METROPOLITAN AREA - MAY 2025

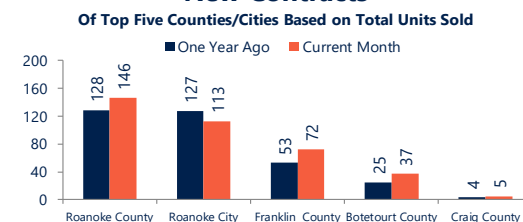
New Listings & New Contracts



New Listings



New Contracts



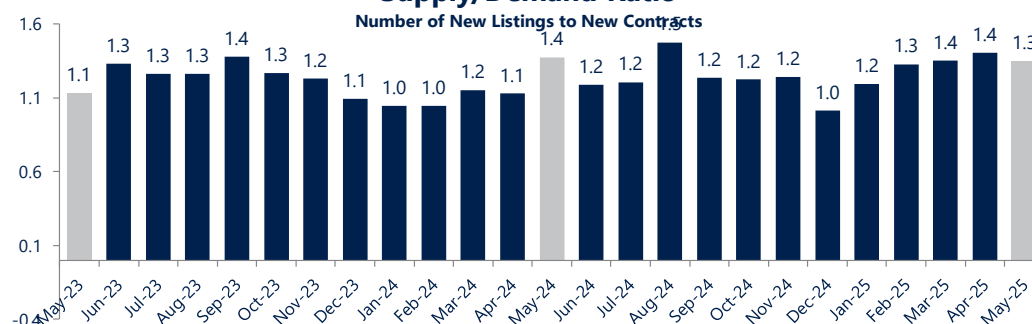
New Listings	
Current Month	One Year Ago
554	495
Up 12% Vs. Year Ago	

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, similar to the ratio from one year ago.

New Contracts	
Current Month	One Year Ago
411	360
Up 14% Vs. Year Ago	

Supply/Demand Ratio

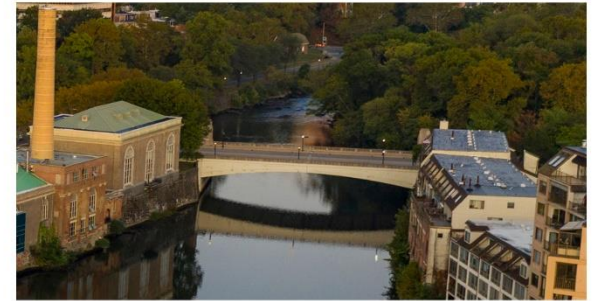
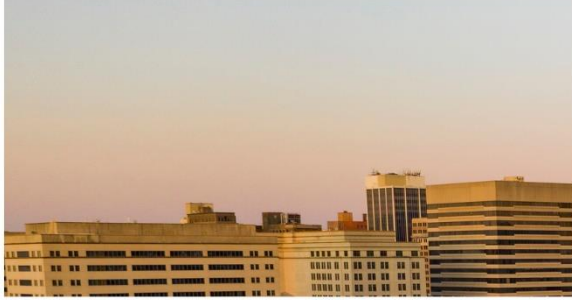


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WILMINGTON, DE AREA - MAY 2025

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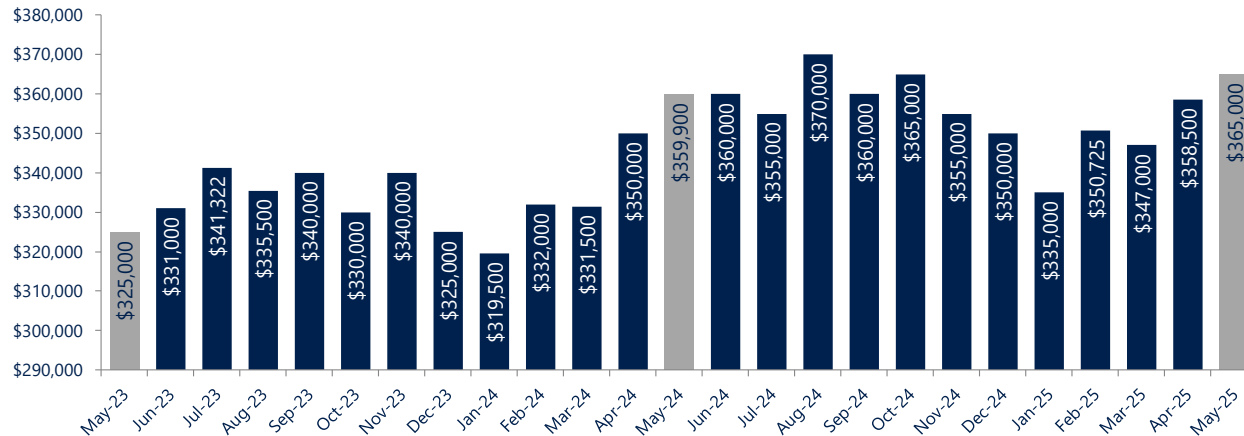
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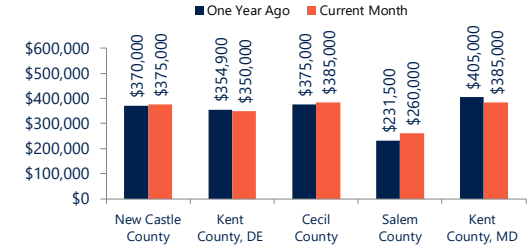
WILMINGTON, DE AREA - MAY 2025

Median Sales Price

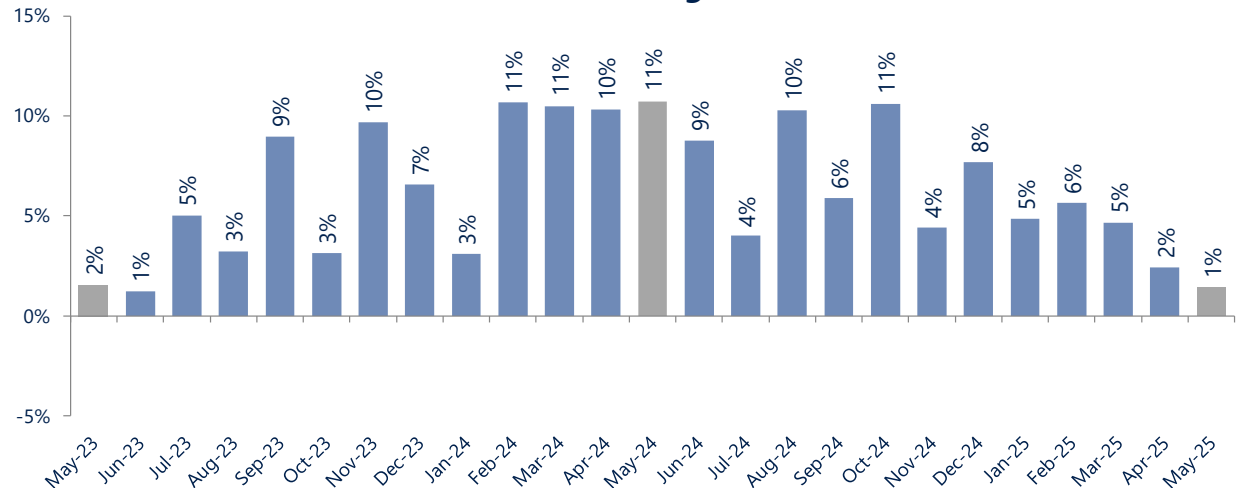


Median Sale Price

Of Top Five Counties/Cities Based on Total Units Sold



Median Sale Price Percent Change Year/Year



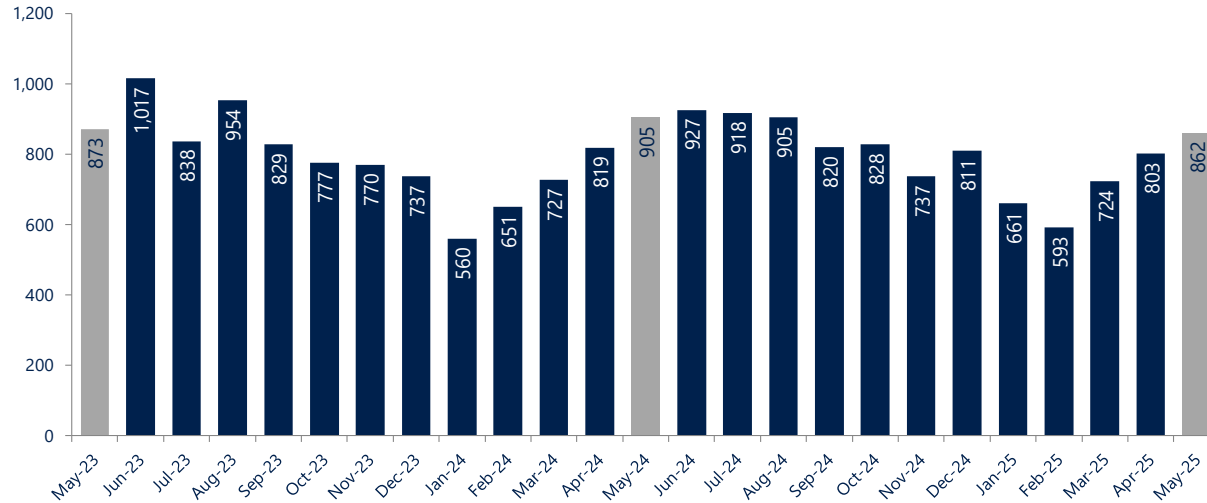
Highlights

- This May, the median sale price was \$365,000, which was similar to the median sale price of May 2024.
- The current median sale price was 2% higher than in April.

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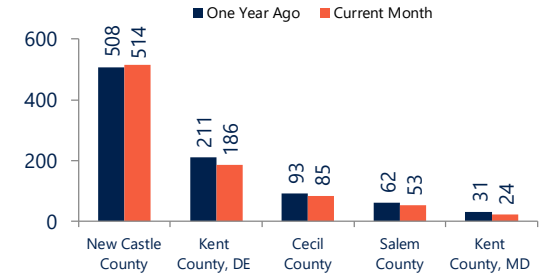
WILMINGTON, DE AREA - MAY 2025

Total Units Sold



Total Units Sold

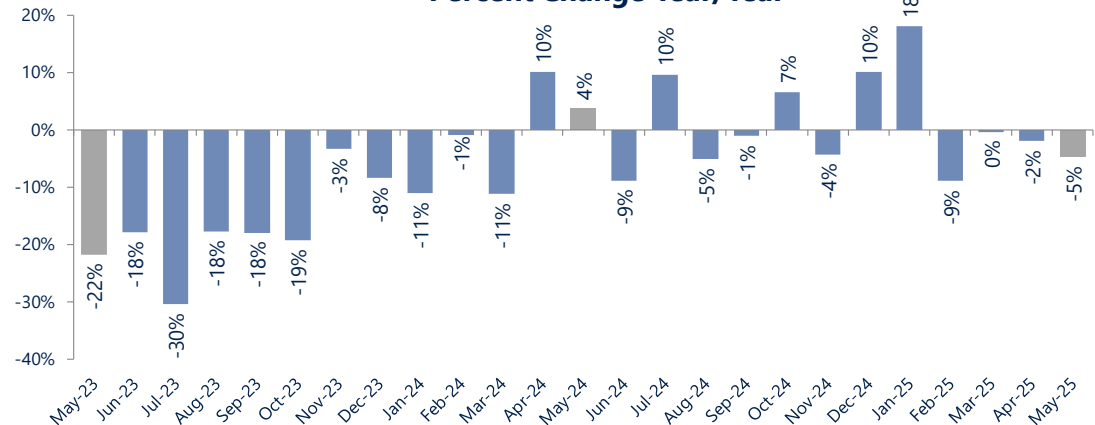
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- There was an increase of 7% in total units sold in May compared to April.
- This month's total units sold was lower than at this time last year, a decrease of 5% versus May 2024.

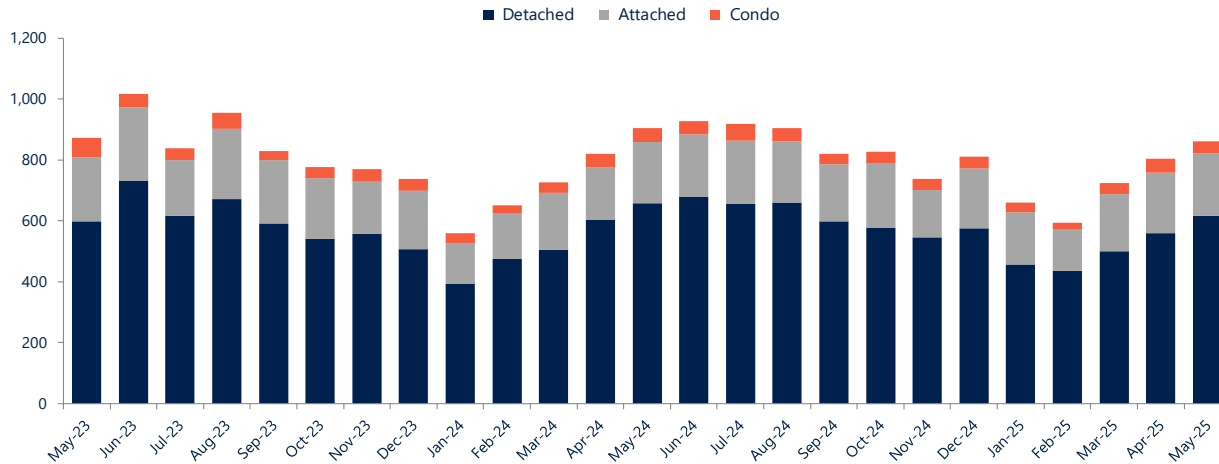
Total Units Sold Percent Change Year/Year



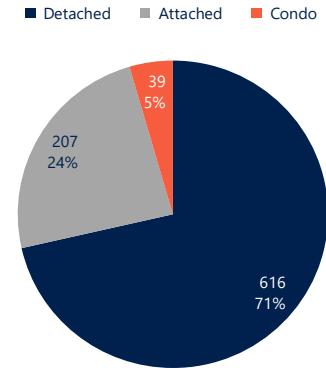
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WILMINGTON, DE AREA - MAY 2025

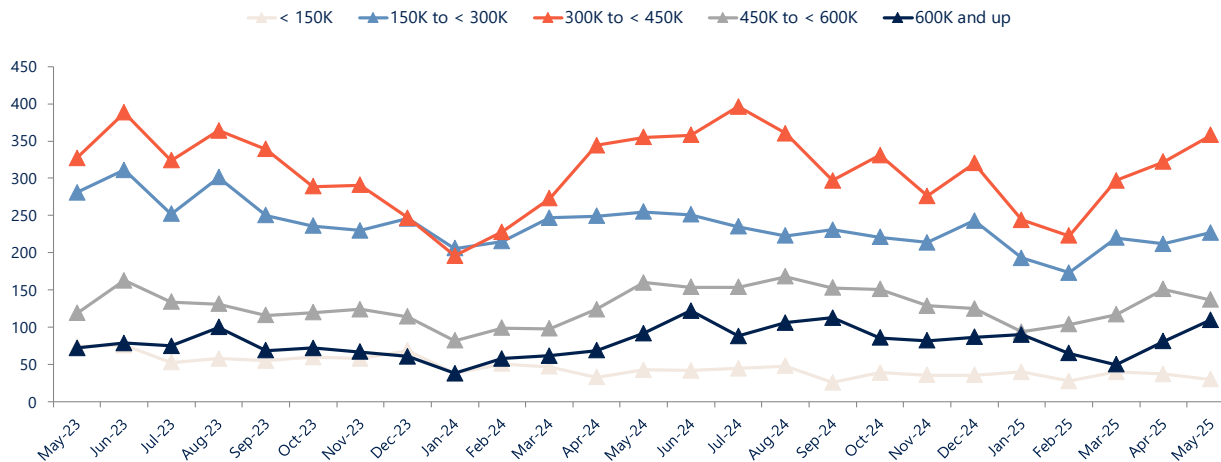
Total Units Sold by Type



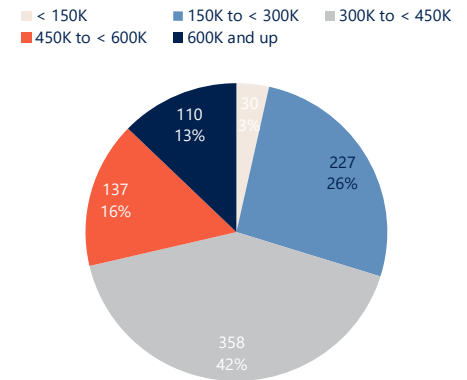
**Total Units Sold by Type
Current Month**



Total Units Sold by Price Range



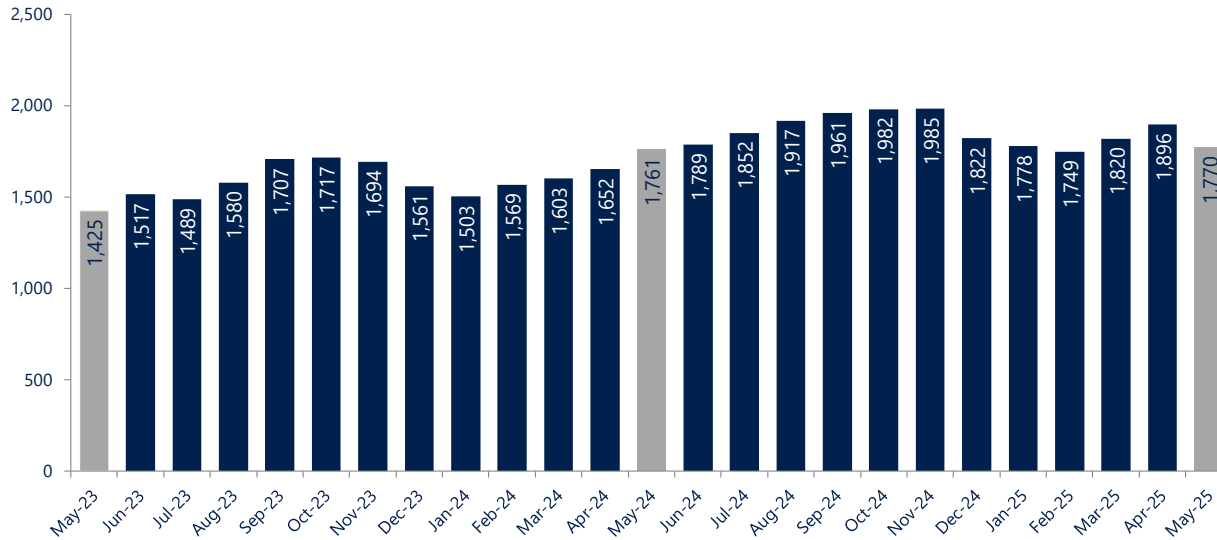
**Total Units Sold by Price Range
Current Month**



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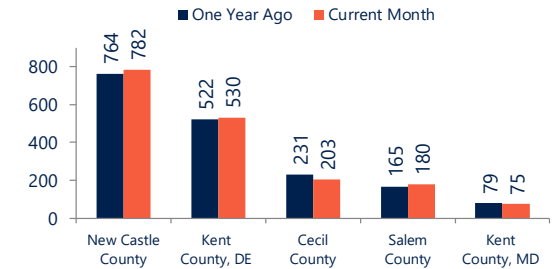
WILMINGTON, DE AREA - MAY 2025

Total Active Inventory



Total Active Inventory

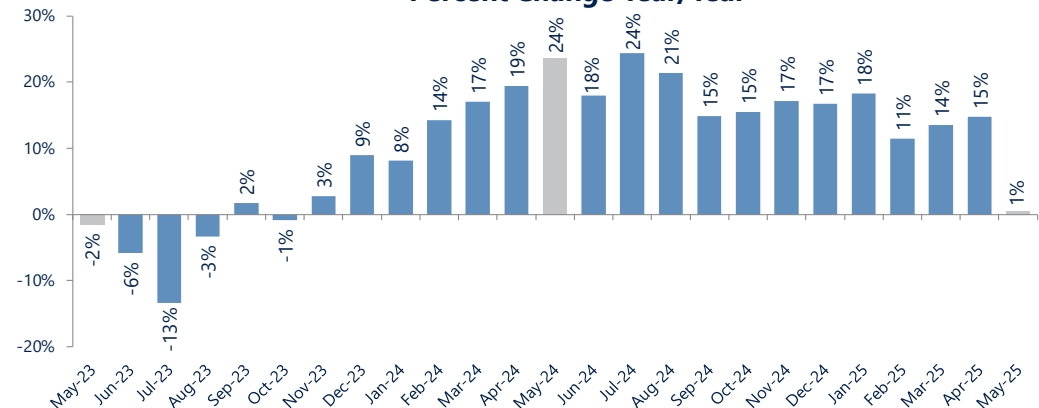
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- The total number of homes available this month was 1,770, which was relatively stable compared to a year ago.
- This May's supply was 7% lower than the previous month's supply of available inventory.

Total Active Inventory Percent Change Year/Year

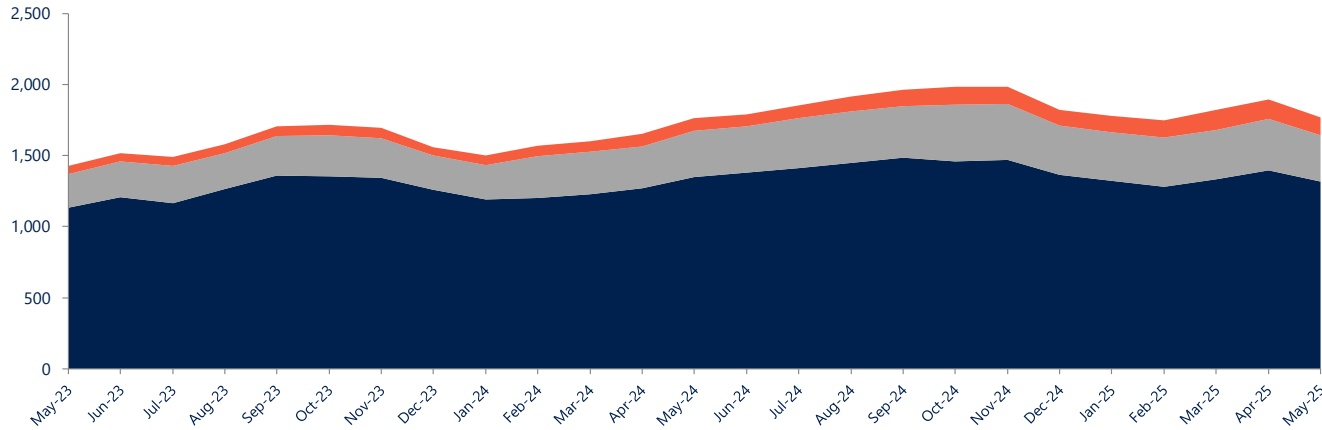


Long & Foster MARKET CONDITIONS REPORT

WILMINGTON, DE AREA - MAY 2025

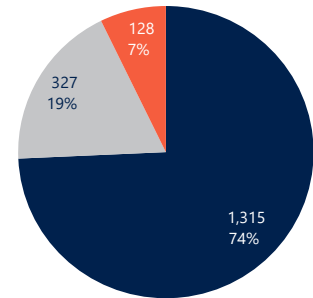
Total Active Inventory by Type

■ Detached ■ Attached ■ Condo



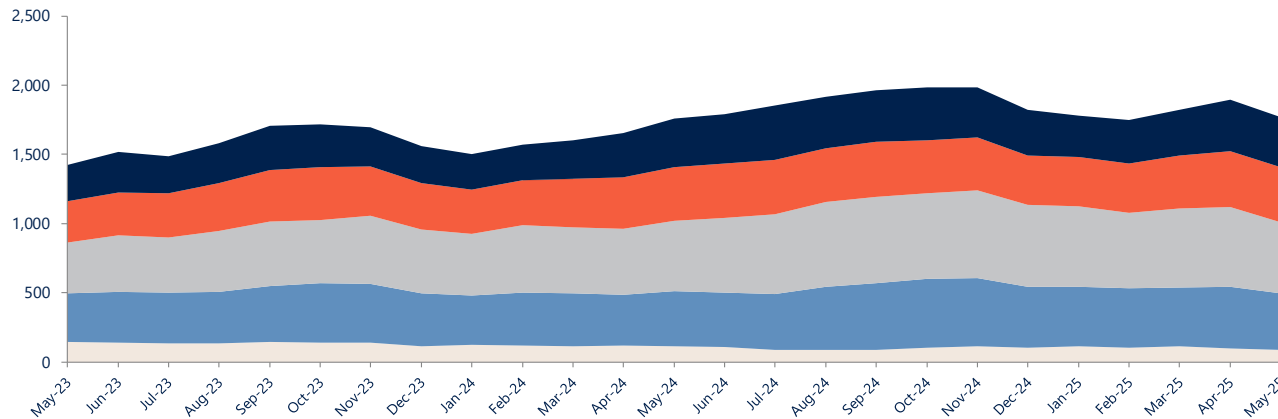
**Total Active Inventory by Type
Current Month**

■ Detached ■ Attached ■ Condo



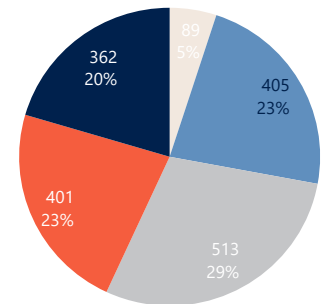
Total Active Inventory by Price Range

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



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

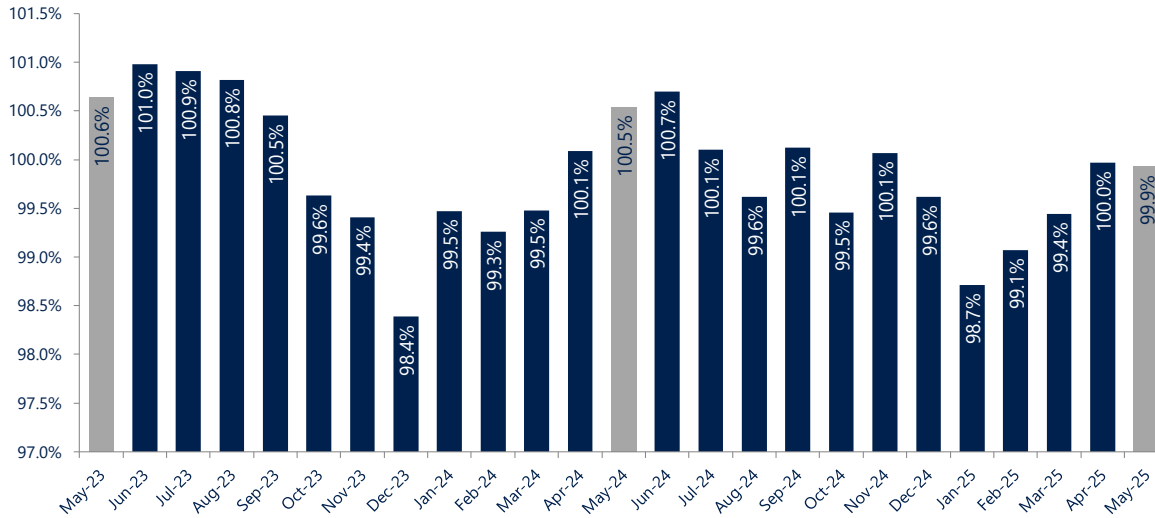
■ < 150K ■ 150K to < 300K ■ 300K to < 450K ■ 450K to < 600K ■ 600K and up



Long & Foster MARKET CONDITIONS REPORT

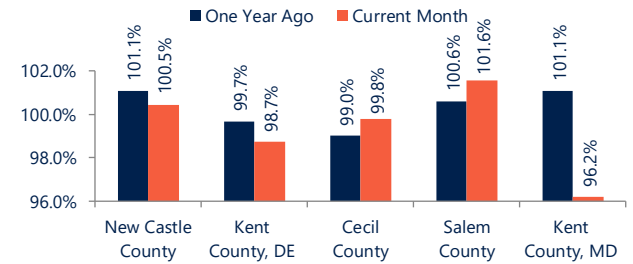
WILMINGTON, DE AREA - MAY 2025

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



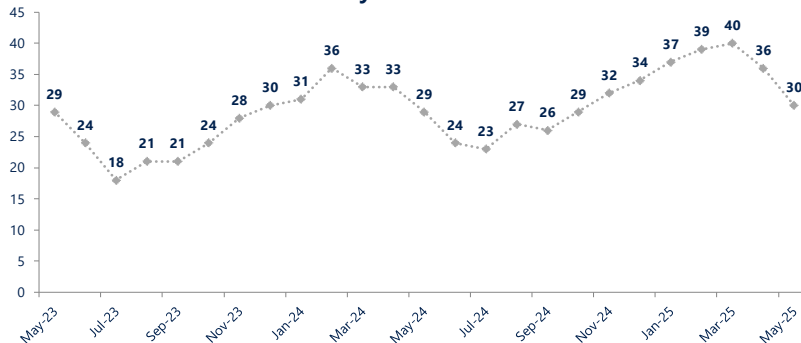
Days on Market

Current Month	One Year Ago
30	29
Up 3% Vs. Year Ago	

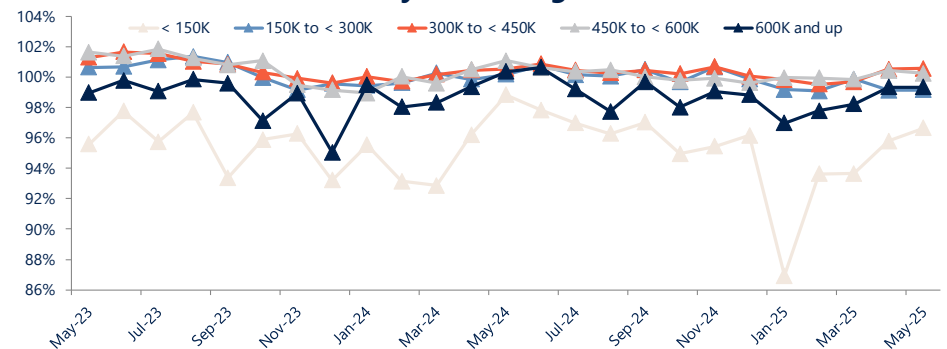
Avg Sale Price as % of List Price

Current Month	One Year Ago
99.9%	100.5%
Down -0.6% Vs. Year Ago	

Days on Market



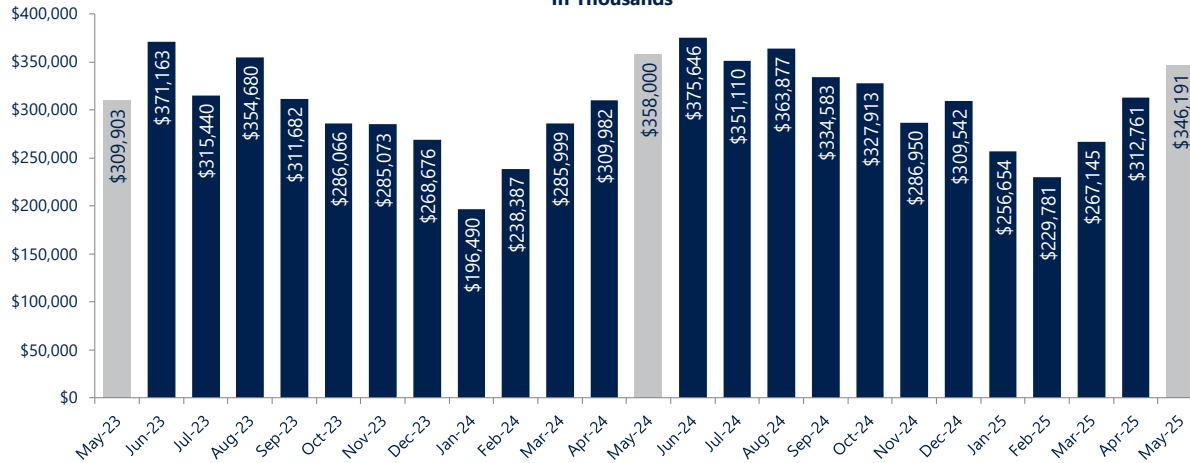
Average Sale Price as a Percent of List Price by Price Range



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WILMINGTON, DE AREA - MAY 2025

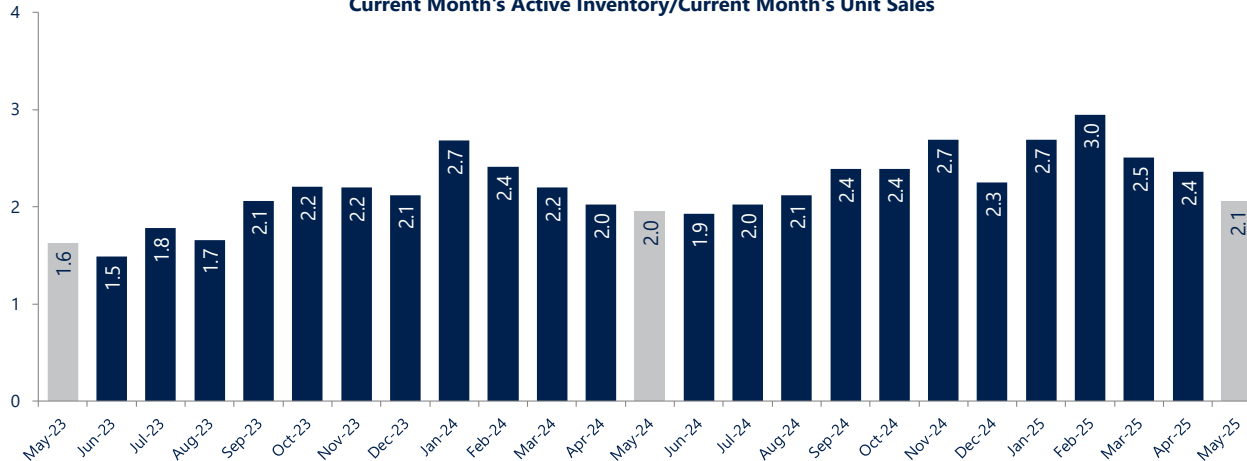
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this May was 3% less than the same month one year ago.
- In May, there was 2.1 months of supply available, compared to 2.0 in May 2024. That was an increase of 5% 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
\$346,191,264	\$358,000,134
Down -3% Vs. Year Ago	

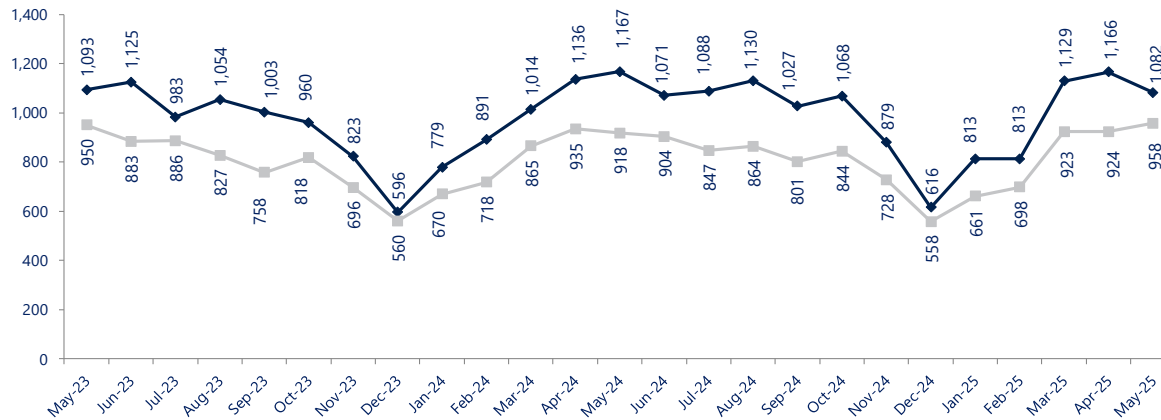
Months of Supply	
Current Month	One Year Ago
2.1	2.0
Up 5% Vs. Year Ago	

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WILMINGTON, DE AREA - MAY 2025

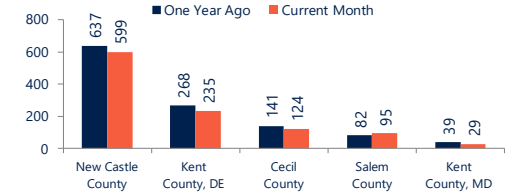
New Listings & New Contracts

— New Listings — New Contracts (Under Active Contract Status)



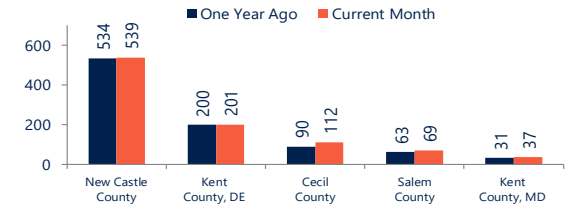
New Listings

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
1,082	1,167
Down -7% Vs. Year Ago	

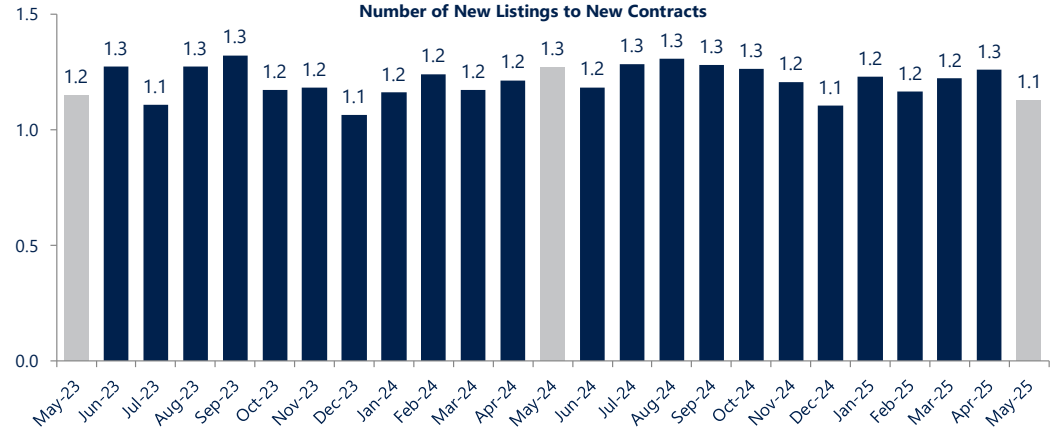
Highlights

- 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 1.1, a decrease of 11% from May 2024.

New Contracts	
Current Month	One Year Ago
958	918
Up 4% Vs. Year Ago	

Supply/Demand Ratio

Number of New Listings to New Contracts



MARKET CONDITIONS REPORT

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EASTERN SHORE, MD/DE AREA - MAY 2025

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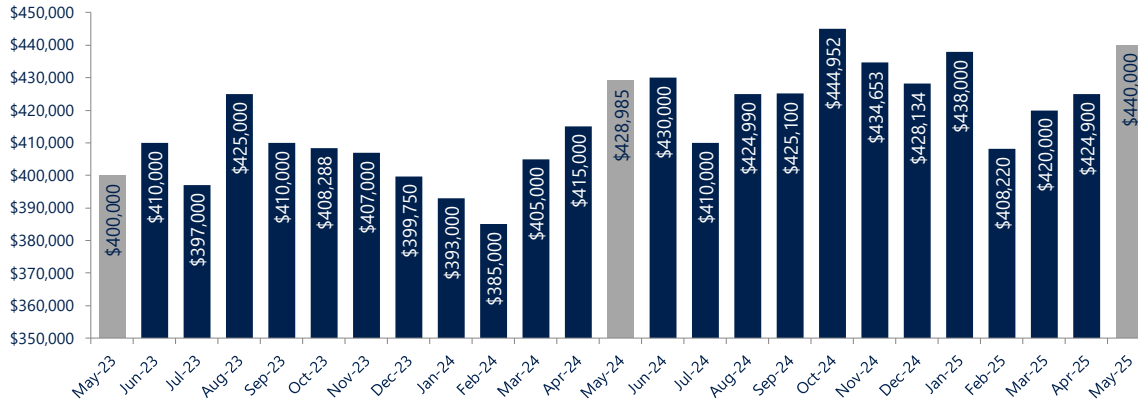
Global Partnerships

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

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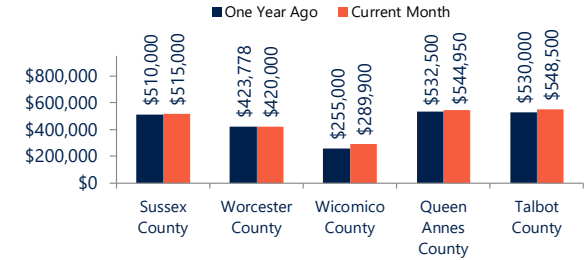
EASTERN SHORE MD/DE AREA - MAY 2025

Median Sales Price

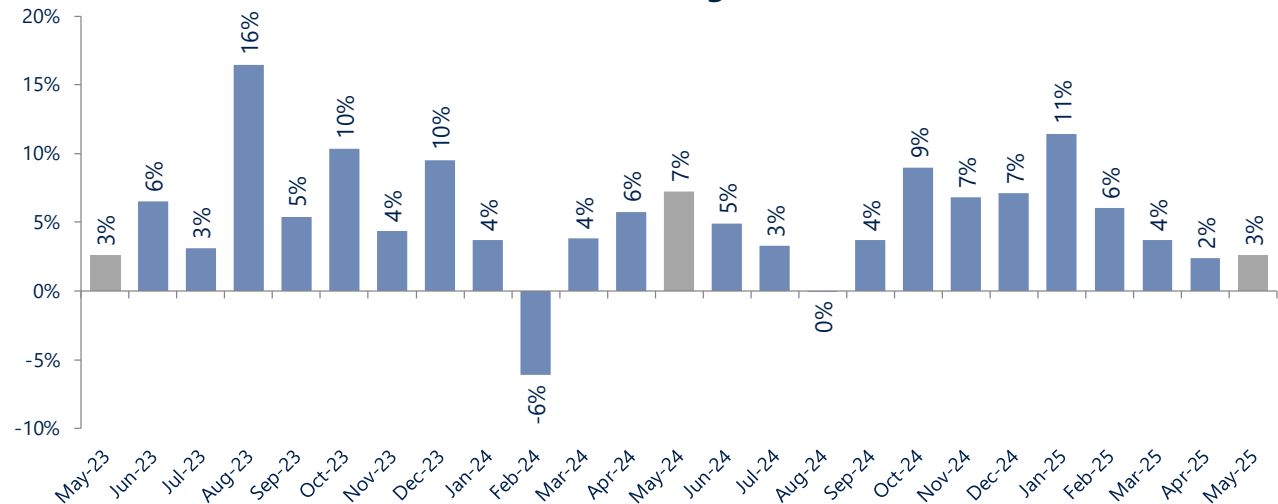


Median Sale Price

Of Top Five Counties/Cities Based on Total Units Sold



Median Sale Price Percent Change Year/Year

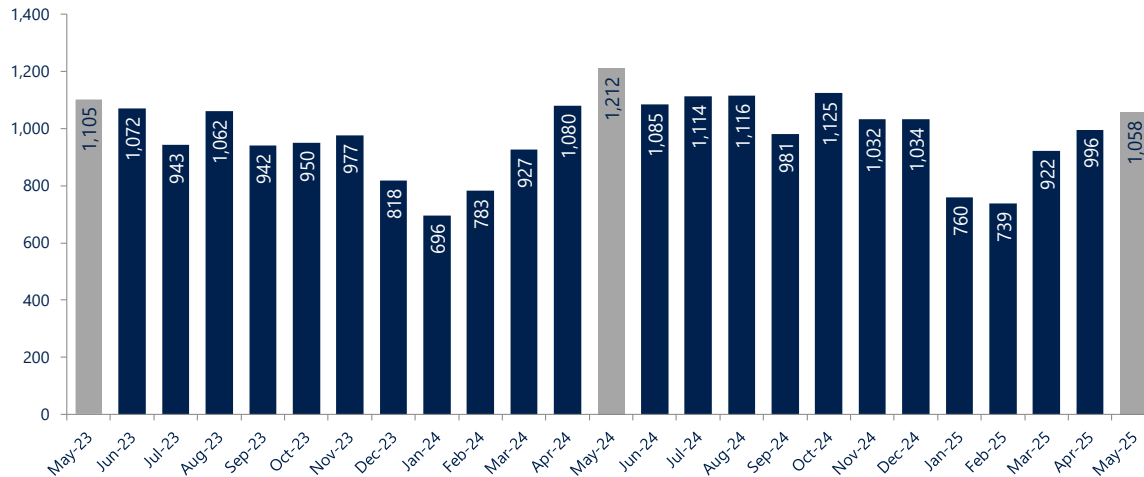


Highlights

- This May, the median sale price was \$440,000, an increase of 4% compared to April.
- The current median sale price was 3% higher than in May 2024.

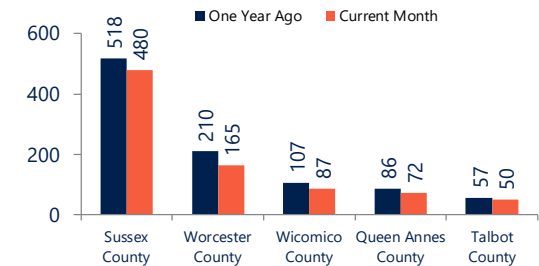
EASTERN SHORE MD/DE AREA - MAY 2025

Total Units Sold



Total Units Sold

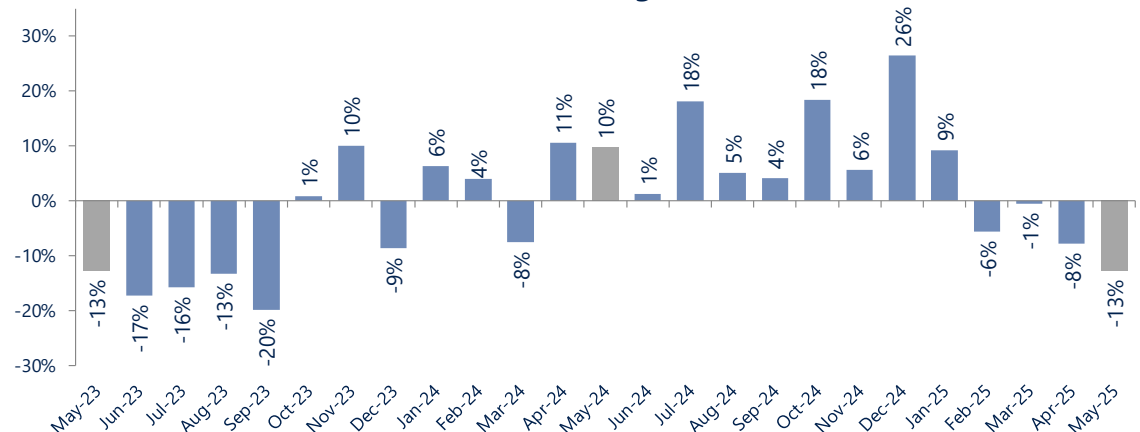
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- There was an increase of 6% in total units sold in May compared to April.
- This month's total units sold was lower than at this time last year, a decrease of 13% versus May 2024.

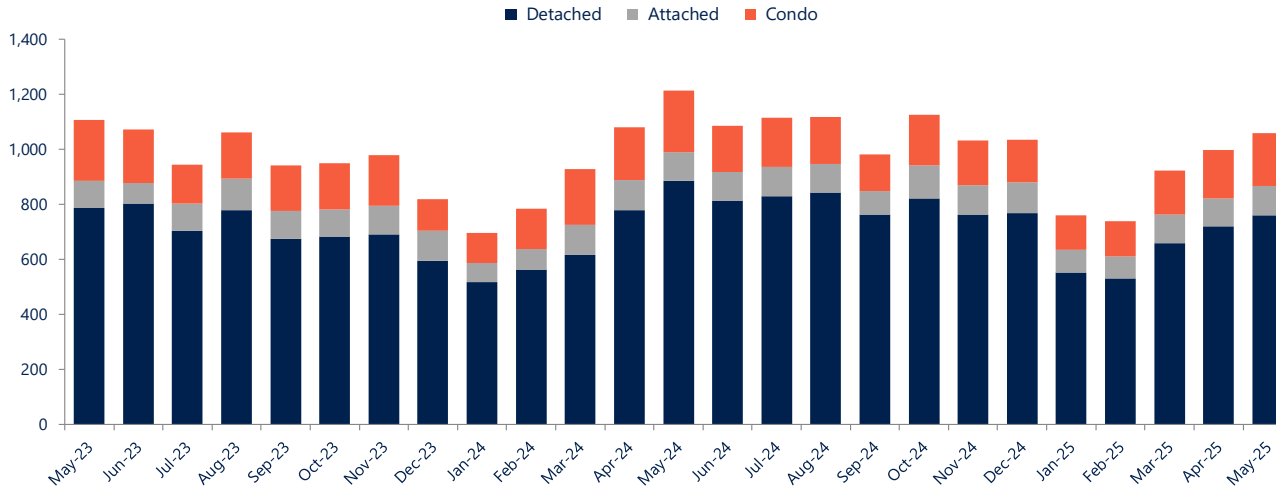
Total Units Sold Percent Change Year/Year



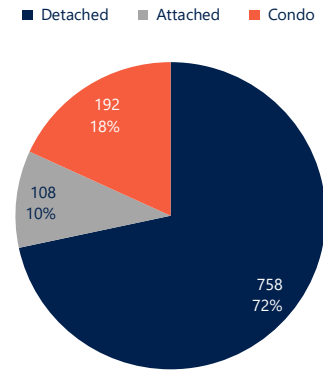
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EASTERN SHORE MD/DE AREA - MAY 2025

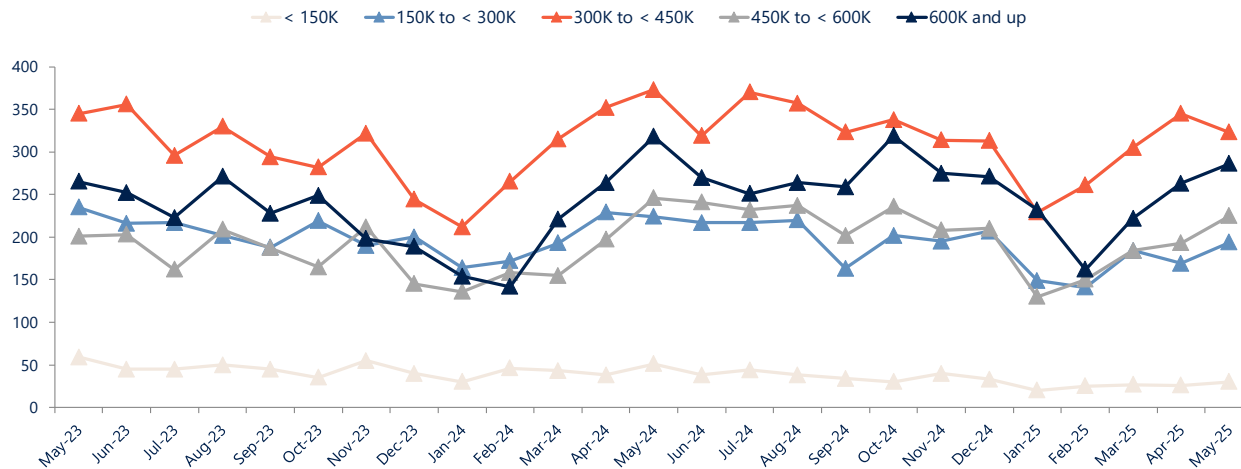
Total Units Sold by Type



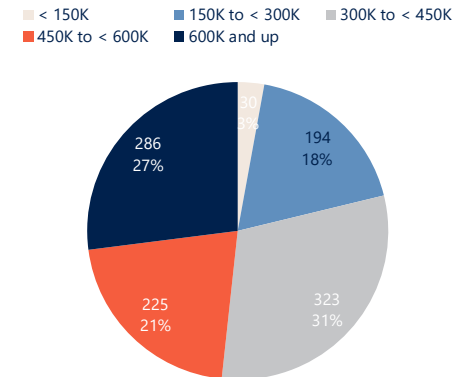
**Total Units Sold by Type
Current Month**



Total Units Sold by Price Range

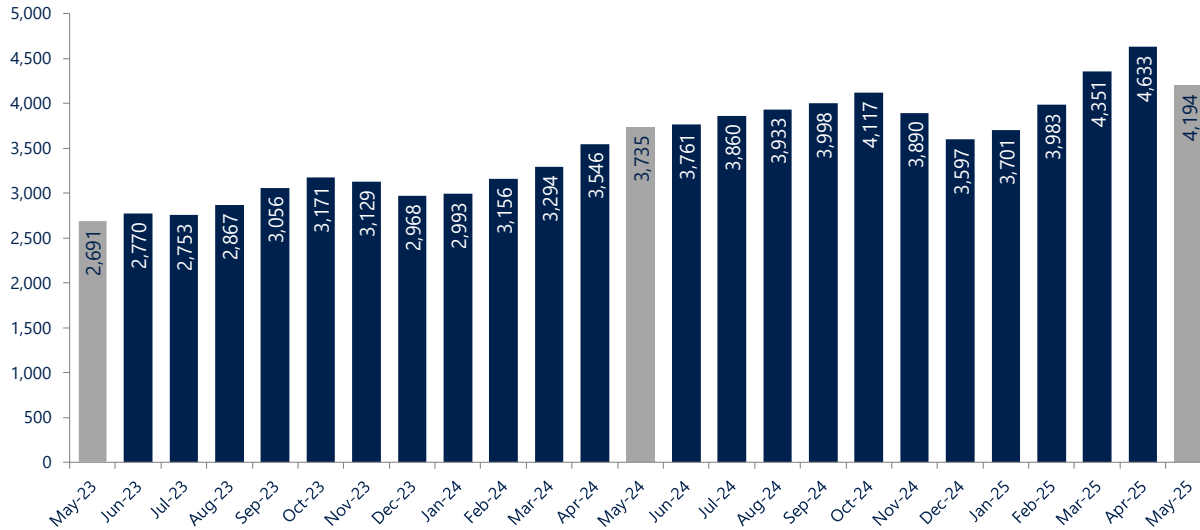


**Total Units Sold by Price Range
Current Month**

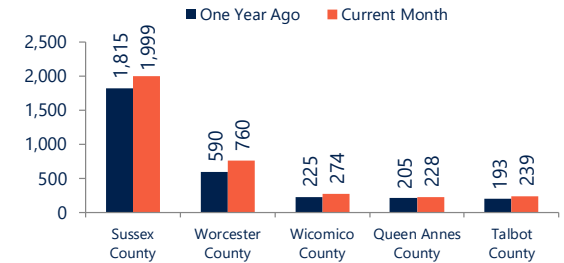


EASTERN SHORE MD/DE AREA - MAY 2025

Total Active Inventory



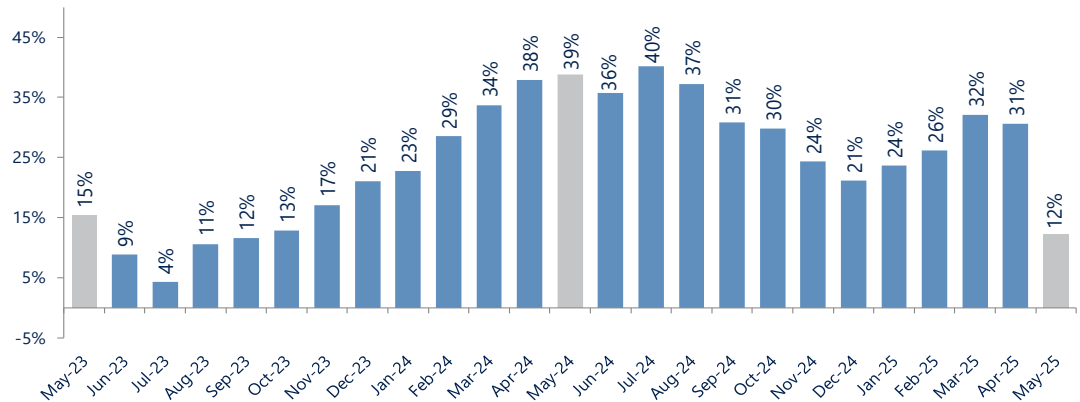
Total Active Inventory Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- Versus last May, the total number of homes available this month was higher by 459 units or 12%.
- Active inventory this May was 9% lower than the previous month's supply of available inventory.

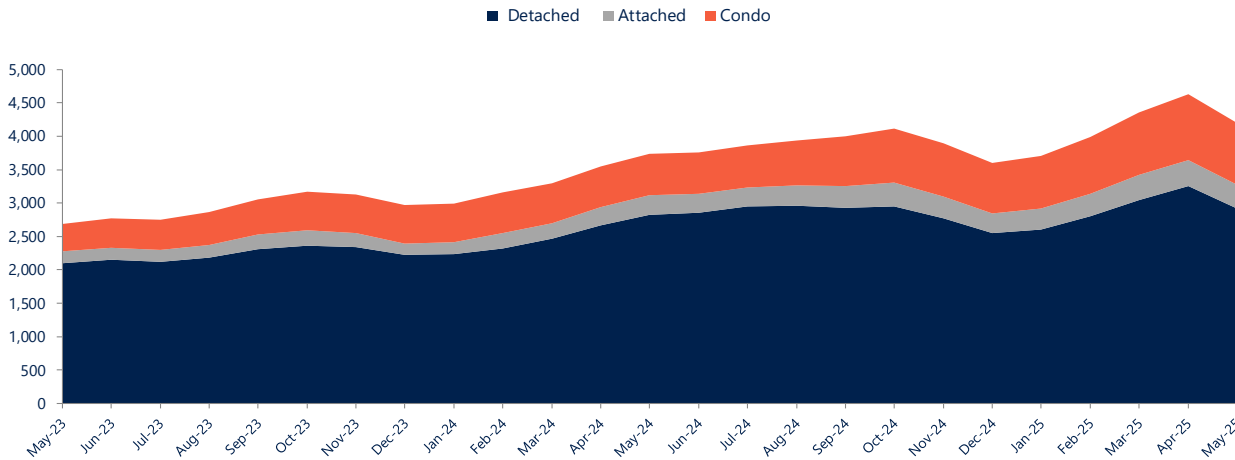
Total Active Inventory Percent Change Year/Year



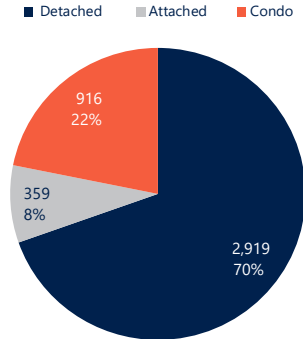
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EASTERN SHORE MD/DE AREA - MAY 2025

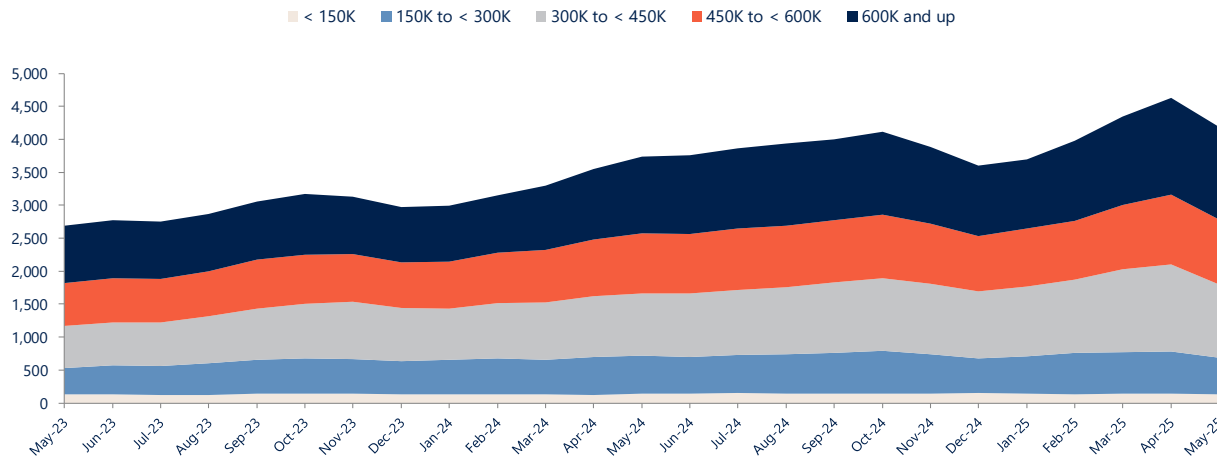
Total Active Inventory by Type



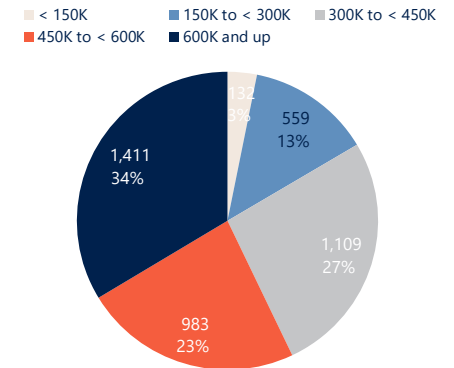
Total Active Inventory by Type Current Month



Total Active Inventory by Price Range



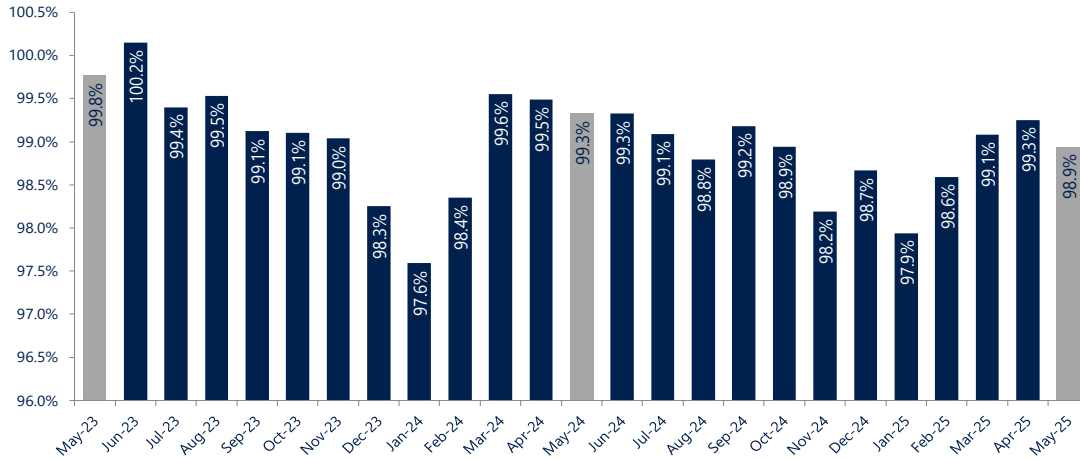
Total Active Inventory by Price Range Current Month



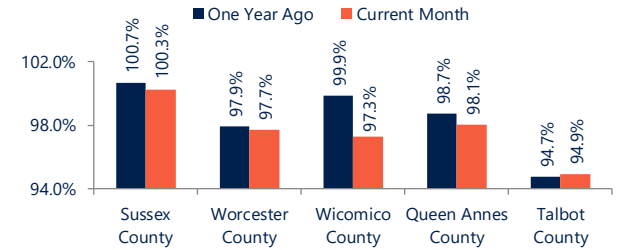
Long & Foster MARKET CONDITIONS REPORT

EASTERN SHORE MD/DE AREA - MAY 2025

Average Sale Price as a Percent of List Price



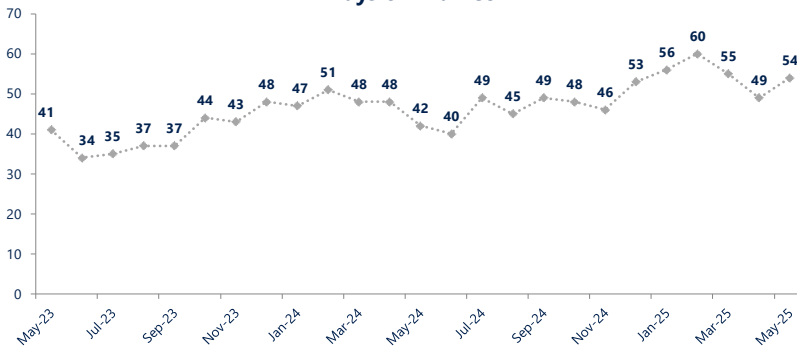
Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold



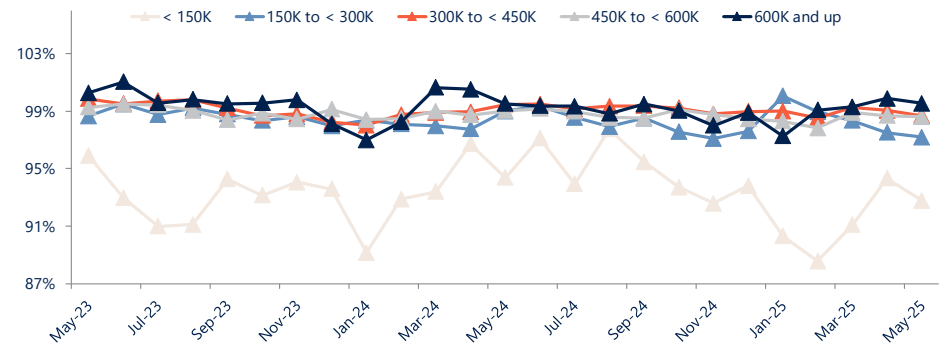
Days on Market	
Current Month	One Year Ago
54	42
Up 29% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
98.9%	99.3%
Down -0.4% Vs. Year Ago	

Days on Market



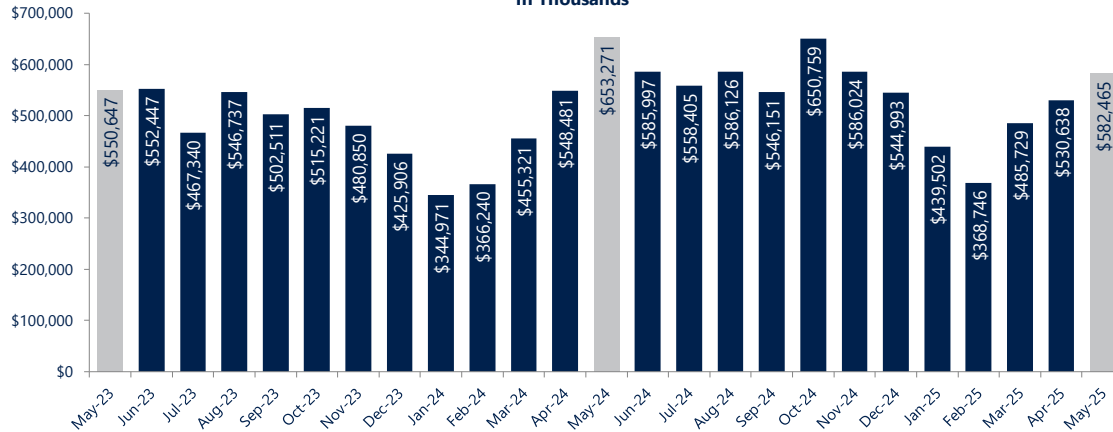
Average Sale Price as a Percent of List Price
by Price Range



Long & Foster MARKET CONDITIONS REPORT

EASTERN SHORE MD/DE AREA - MAY 2025

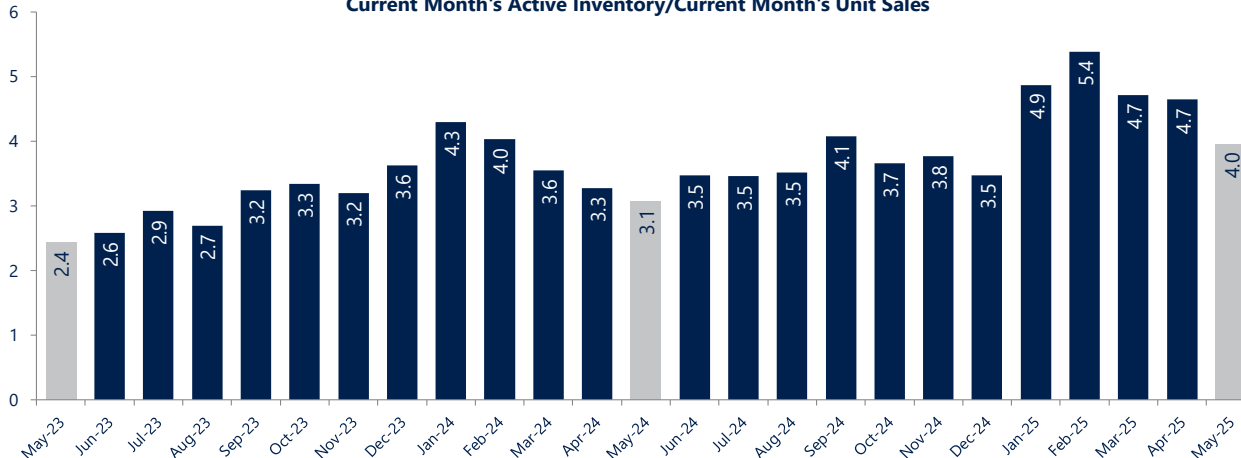
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this May was 11% less than the same month one year ago.
- In May, there was 4.0 months of supply available, compared to 3.1 in May 2024. That was an increase of 29% versus a year ago.

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



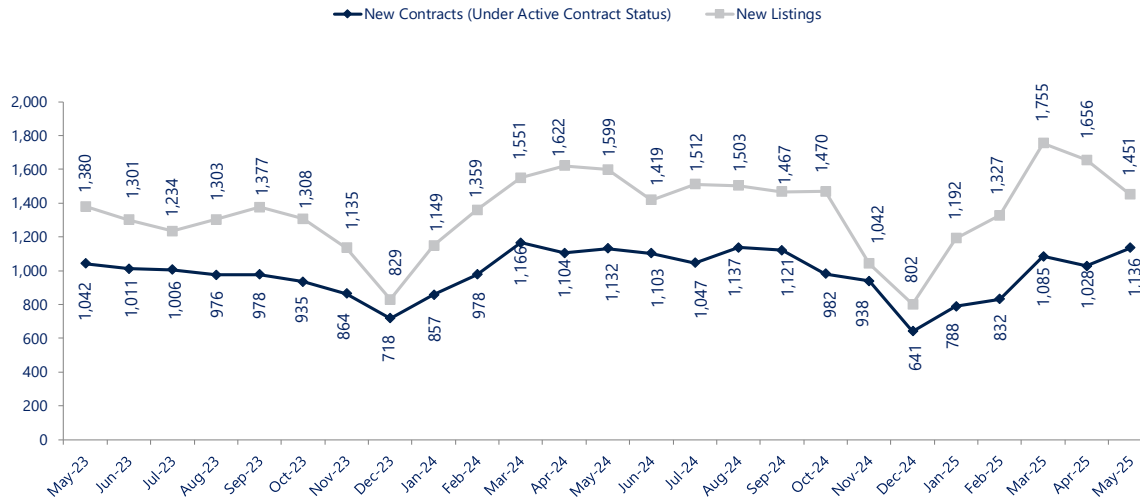
Total Dollar Volume Sold	
Current Month	One Year Ago
\$582,464,908	\$653,271,263
Down -11% Vs. Year Ago	

Months of Supply	
Current Month	One Year Ago
4.0	3.1
Up 29% Vs. Year Ago	

Long & Foster MARKET CONDITIONS REPORT

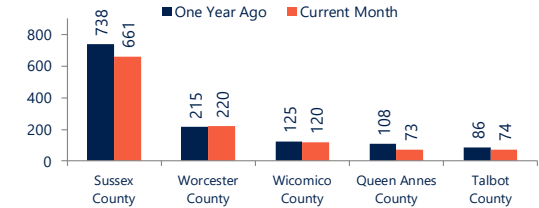
EASTERN SHORE MD/DE AREA - MAY 2025

New Listings & New Contracts



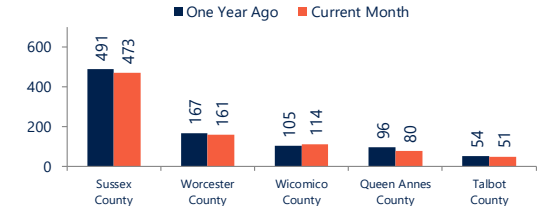
New Listings

Of Top Five Counties/Cities Based on Total Units Sold



New Contracts

Of Top Five Counties/Cities Based on Total Units Sold

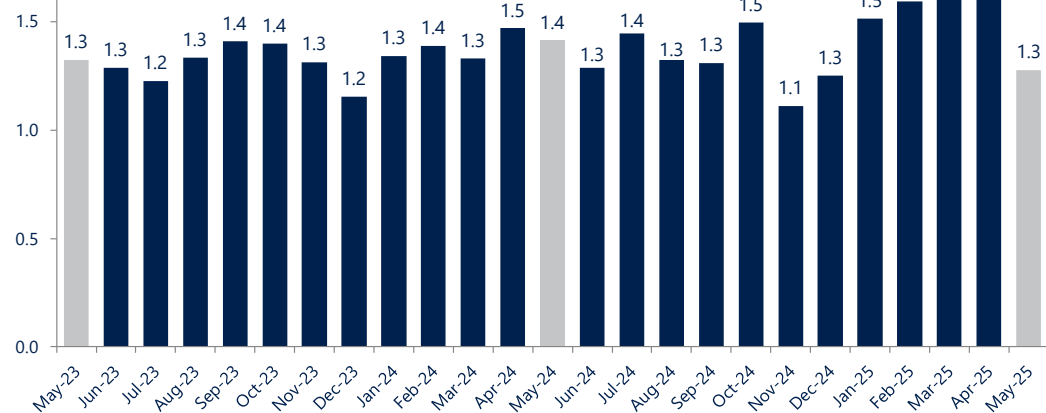


Highlights

- 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 10% from May 2024.

Supply/Demand Ratio

Number of New Listings to New Contracts



New Listings	
Current Month	One Year Ago
1,451	1,599
Down -9% Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
1,136	1,132
No Change Vs. Year Ago	



References & Definitions

WASHINGTON D.C. METROPOLITAN AREA: LISTING SOURCE, REPORTING AREA, & DEFINITION

Based on data supplied by Bright MLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace.

Counties & cities included in this area are: District of Columbia; Arlington, Clarke, Culpeper, Fairfax, Fauquier, Loudoun, Madison, Prince William, Rappahannock, Spotsylvania, Stafford, Warren Counties and Alexandria, Fairfax, Falls Church, Fredericksburg, Manassas, Manassas Park Cities in Virginia; Calvert, Charles, Prince George's, Frederick, Montgomery Counties in Maryland; Jefferson County in West Virginia.

BALTIMORE METROPOLITAN AREA: LISTING SOURCE, REPORTING AREA, & DEFINITION

Based on data supplied by Bright MLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace.

Counties & cities included in this area are: Anne Arundel, Baltimore, Carroll, Harford, Howard, and Queen Anne's Counties and Baltimore City in Maryland.

RICHMOND METROPOLITAN AREA: LISTING SOURCE, REPORTING AREA, & DEFINITION

Data for all counties is supplied by Central Virginia Regional MLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace.

Counties & cities included in this area are: Amelia, Charles City, Chesterfield, Dinwiddie, Goochland, Hanover, Henrico, King and Queen, King William, New Kent, Powhatan, Prince George, and Sussex Counties and Colonial Heights, Hopewell, Petersburg, and Richmond Cities in Virginia.

PHILADELPHIA METROPOLITAN AREA: LISTING SOURCE, REPORTING AREA, & DEFINITION

Based on data supplied by Bright MLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace.

Counties & cities included in this area are: Bucks, Chester, Delaware, Montgomery, and Philadelphia Counties in Pennsylvania and Gloucester, Camden, Burlington, and Mercer in New Jersey.

THE TRIANGLE NORTH CAROLINA AREA: LISTING SOURCE, REPORTING AREA, & DEFINITION

Based on data supplied by the Triangle MLS and its and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace.

Counties include in this area are: Chatham, Durham, Franklin, Granville, Harnett, Johnston, Orange, Person, and Wake in North Carolina.

Analysis dates for all regions: May 1, 2023 through May 31, 2025.



References & Definitions

CHARLOTTESVILLE AREA: LISTING SOURCE, REPORTING AREA, & DEFINITION

Based on data supplied by CAAR MLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace.

Counties & cities included in this area are: City of Charlottesville and Albemarle, Fluvanna County, Greene County and Nelson counties in Virginia.

HAMPTON ROADS AREA: LISTING SOURCE, REPORTING AREA, & DEFINITION

Data for all counties is supplied by Real Estate Information Network MLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace.

Counties & cities included in this area are: Gloucester, Isle of Wight, James City, Southampton, and York Counties and Chesapeake, Hampton, Newport News, Norfolk, Poquoson, Portsmouth, Suffolk, Virginia Beach, and Williamsburg Cities in Virginia; Currituck County in North Carolina.

ROANOKE METROPOLITAN AREA: LISTING SOURCE, REPORTING AREA & DEFINITION

Based on data supplied by Roanoke Valley Association of REALTORS (RVAR) and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace as some brokerages choose not to provide transaction information. This may result in an understatement of completed sales and available listings. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of RVAR or Long & Foster Real Estate, Inc.

Counties & cities included in this area are: Botetourt, Craig, Franklin, and Roanoke Counties and Roanoke and Salem Cities in Virginia.

WILMINGTON, DE AREA: LISTING SOURCE, REPORTING AREA & DEFINITION

Based on data supplied by Bright MLS and its member Association(s) of REALTORS, who are not responsible for its accuracy.

Does not reflect all activity in the marketplace.

Counties & cities included in this area are: Kent and New Castle Counties in Delaware, Cecil and Kent Counties in Maryland, and Salem County in New Jersey.

EASTERN SHORE MD/DE AREA: LISTING SOURCE, REPORTING AREA, & DEFINITION

Based on data supplied by Bright MLS and its member Association(s) of REALTORS, who are not responsible for its accuracy.

Does not reflect all activity in the marketplace.

Counties & cities include in this area are: Caroline, Dorchester, Kent, Queen Anne's, Somerset, Talbot, Wicomico, and Worcester Counties in Maryland and Sussex County in Delaware.

Analysis dates for all regions: May 1, 2023 through May 31, 2025.



Contacts & Disclaimers

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CREATED BY

Michael Bystry, Long & Foster Real Estate, Inc.
Senior Market Research Analyst

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