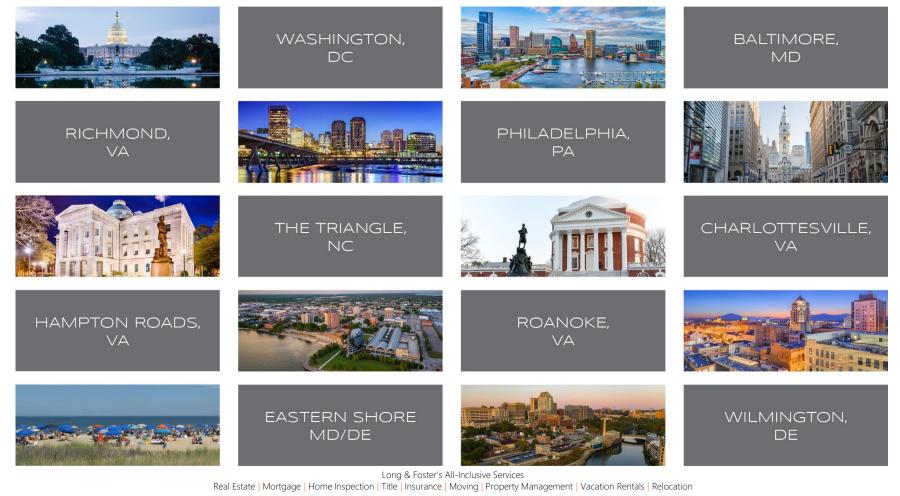
Your quick reference to the residential real estate markets in the Mid-Atlantic and Northeast Regions

# LONG & FOSTER

# IT'S THE **ONE.**

# **MAY 2025**



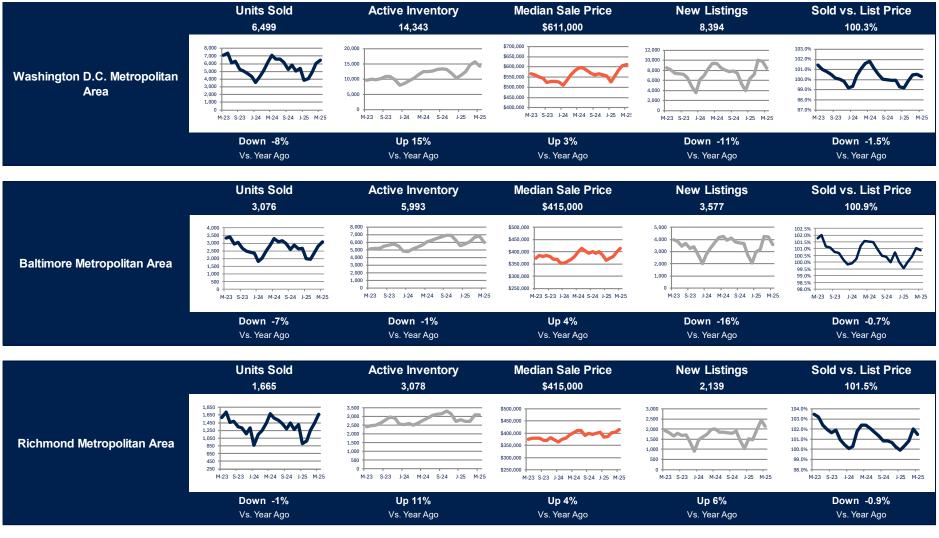
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# Market Highlights 'At A Glance' - MAY 2025





# Market Highlights 'At A Glance' - MAY 2025





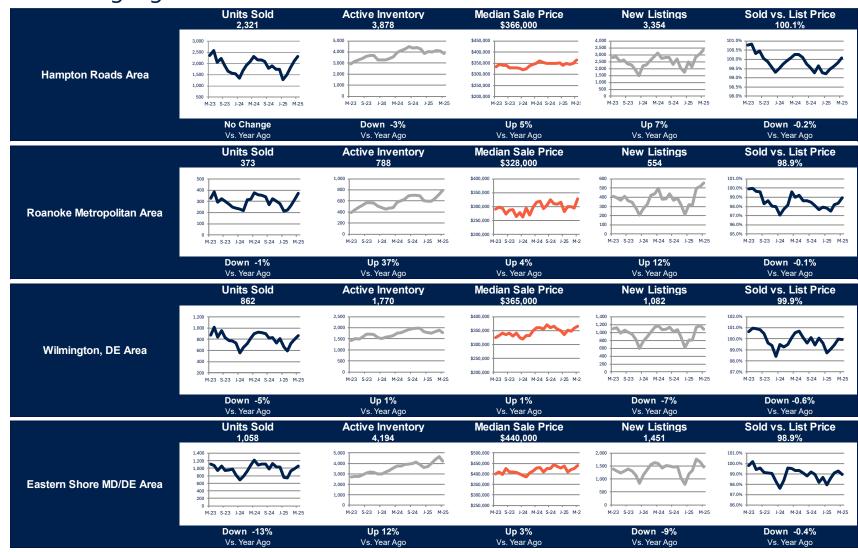




# Market Highlights 'At A Glance' - MAY 2025

# LONG & FOSTER

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# WASHINGTON D.C. METROPOLITAN AREA - MAY 2025



# IT'S THE **ONE.**



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

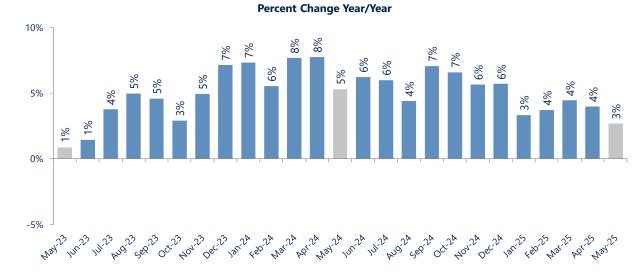


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# WASHINGTON D.C. METROPOLITAN AREA - MAY 2025







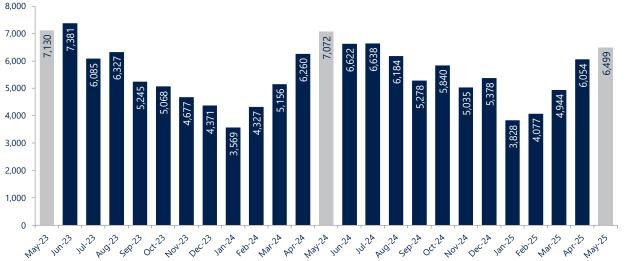
**Median Sale Price** 

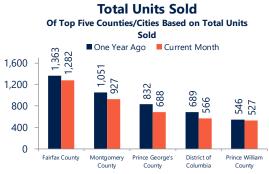
## **Highlights**

- 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.

# WASHINGTON D.C. METROPOLITAN AREA - MAY 2025

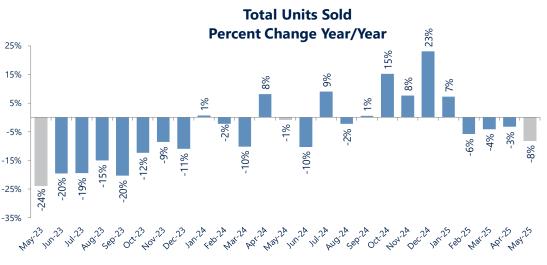
**Total Units Sold** 





## **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.



Jan 22 - 20-25

# WASHINGTON D.C. METROPOLITAN AREA - MAY 2025



# Current Month Detached Condo

**Total Units Sold by Type** 

< 150K</li>
 450K to < 600K</li>
 600K and up
 300K to < 450K</li>
 600K and up
 3,372
 52%
 1,386
 21%

Total Units Sold by Price Range



OC23 ward been ward being ward being ward being ward being the or the or

1,500

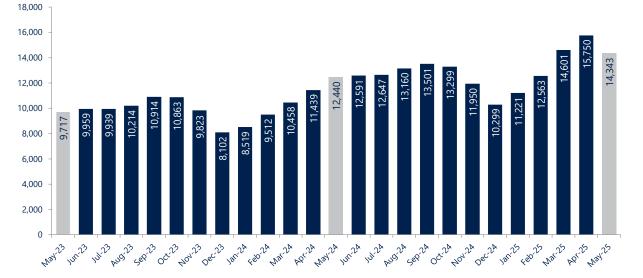
1,000 -500 -0 +

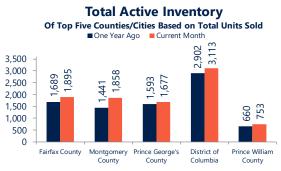
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# WASHINGTON D.C. METROPOLITAN AREA - MAY 2025

Total Active Inventory





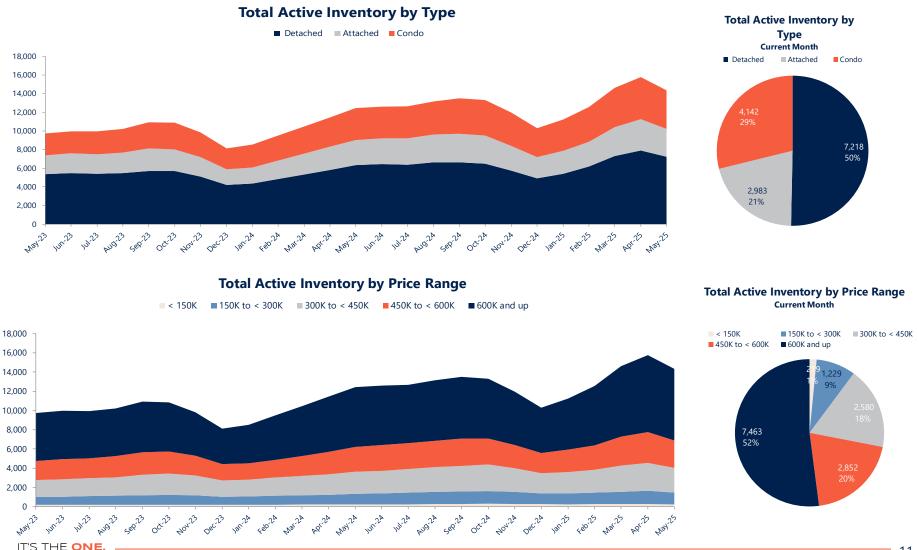
### **Highlights**

- 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.

50% 40% 38% 32% 40% 29% 27% 28% 27% 26% 24% 22% 22% 30% 20% 11% %6 4% 10% 0% -3% -10% -7% -8% %6 ~6--11% -12% -20% -18% -30% 141-23 May:23 140.23 Febrits Mar.25 

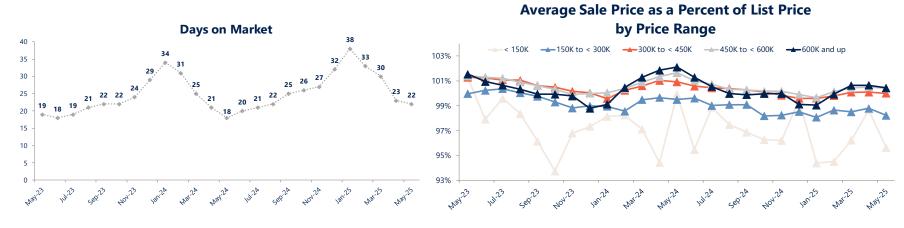
Total Active Inventory Percent Change Year/Year

# WASHINGTON D.C. METROPOLITAN AREA - MAY 2025

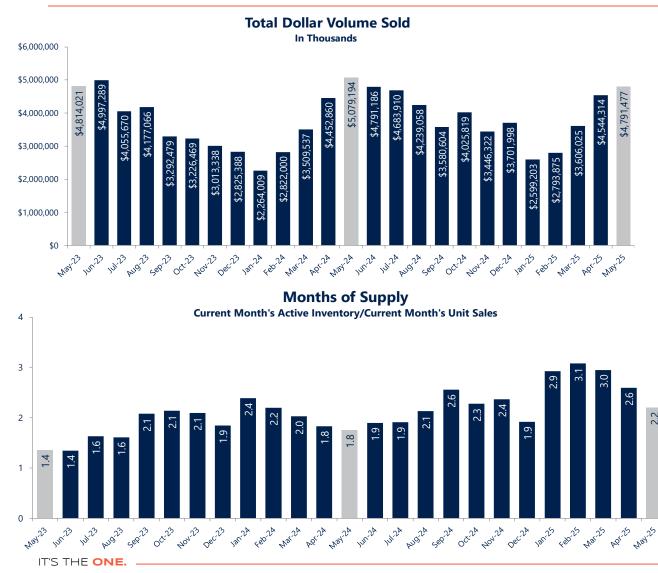


# WASHINGTON D.C. METROPOLITAN AREA - MAY 2025





# WASHINGTON D.C. METROPOLITAN AREA - MAY 2025



## **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.

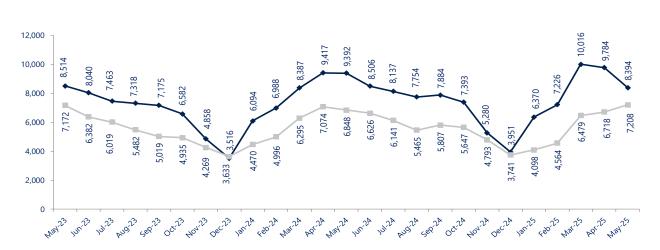
Total Dollar Volume Sold		
Current One Year		
Month	Ago	
\$4,791,477,428	\$5,079,193,919	
Down -6% Vs. Year Ago		

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

# WASHINGTON D.C. METROPOLITAN AREA - MAY 2025

### **New Listings & New Contracts**

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



2.0



New Contracts Of Top Five Counties/Cities Based on Total Units Sold One Year Ago Current Month 1,358 277 1.600 1,076 014 840 1,200 772 605 565 546 800 400 0 Fairfax County Montgomery Prince George's District of Columbia Prince William County County County

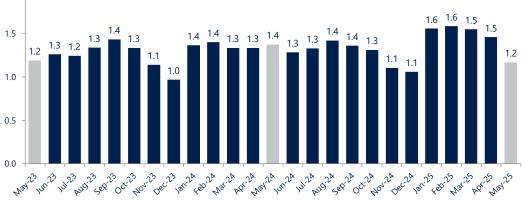
New Listings		
Current One Yea		
Month	Ago	
8,394	9,392	

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

### <u>Highlights</u>

• 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.

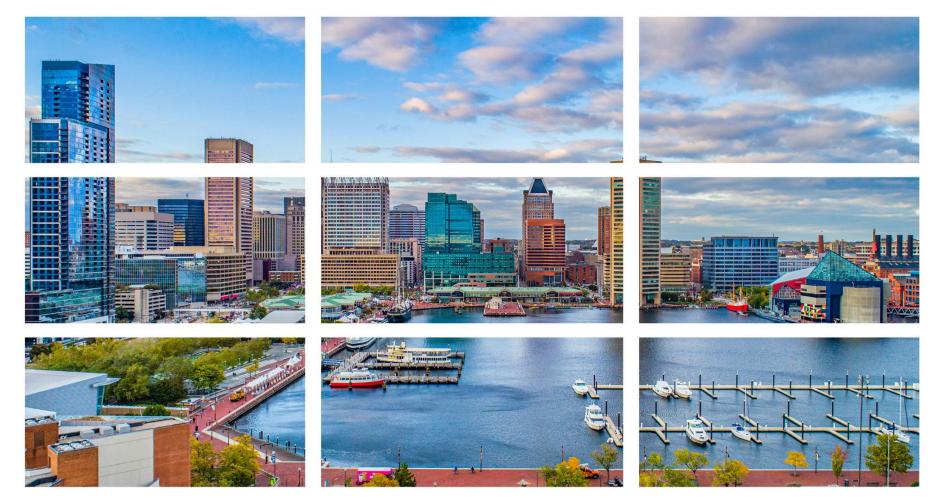
Supply/Demand Ratio Number of New Listings to New Contracts



# BALTIMORE METROPOLITAN AREA - MAY 2025

# IT'S THE **ONE.**

LONG & FOSTER



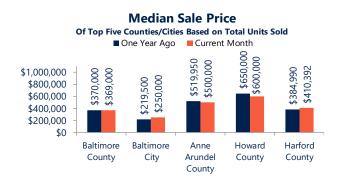
Long & Foster's All-Inclusive Services Real Estate | Mortgage | Home Inspection | Title | Insurance | Moving | Property Management | Vacation Rentals | Relocation

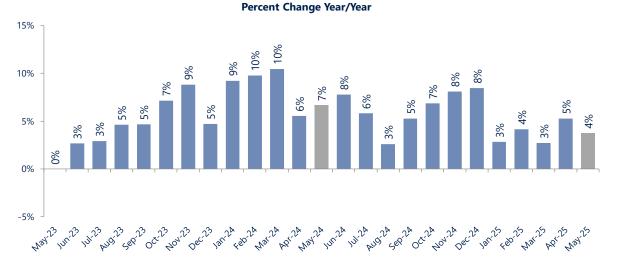


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# BALTIMORE METROPOLITAN AREA - MAY 2025







**Median Sale Price** 

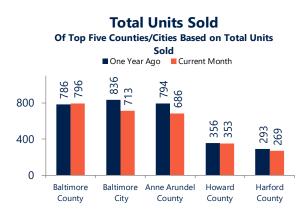
## Highlights

- 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





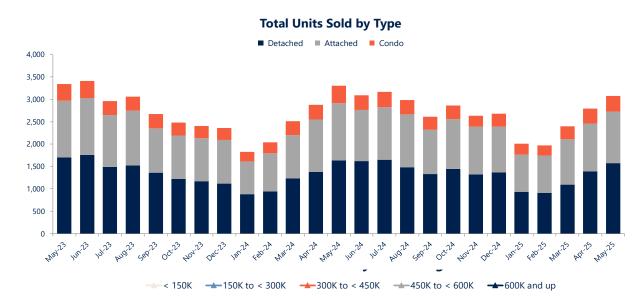
## **Highlights**

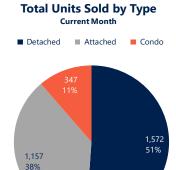
- There was an increase of 10% in total units sold in May compared to April.
- This month's total units sold was lower than at this time last year, a decrease of 7% versus May 2024.

Percent Change Year/Year 25% 15% 10% 10% 15% 7% 7% 1% 5% -1% -5% 3% 3% 2% 2% -3% 3% 5% %1: %2 ~6-12% -12% -15% -18% -19% -19% -21% -22% -25% -35% the car cours and and and the car and the 111-23

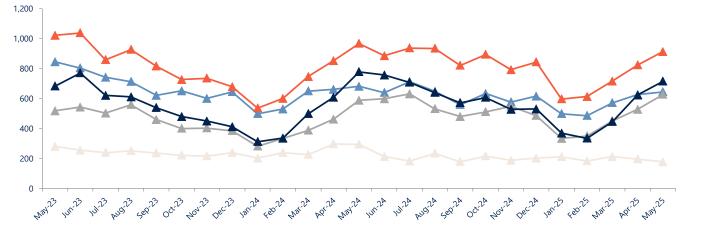
**Total Units Sold** 

# BALTIMORE METROPOLITAN AREA - MAY 2025

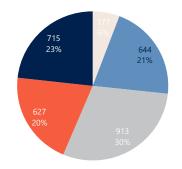








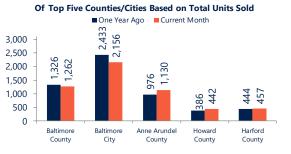
< 150K</p>
150K to < 300K</p>
300K to < 450K</p>
450K to < 600K</p>
600K and up



# BALTIMORE METROPOLITAN AREA - MAY 2025



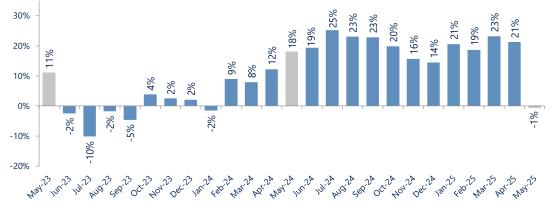
## **Total Active Inventory**



## **Highlights**

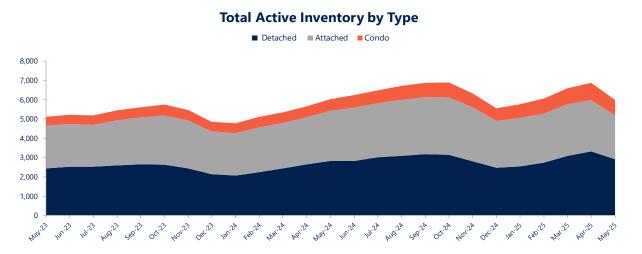
- The total number of homes available this month was 5,993, which was relatively stable compared to a year ago.
- This May's supply was 13% lower than the previous month's supply of available inventory.

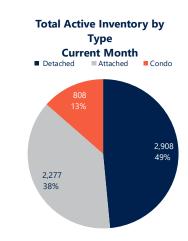
Total Active Inventory Percent Change Year/Year



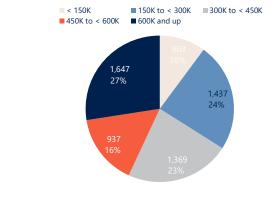


## BALTIMORE METROPOLITAN AREA - MAY 2025





Total Active Inventory by Price Range Current Month



< 150K = 150K to < 300K = 300K to < 450K = 450K = 600K and up</pre>

IT'S THE ONE.

**Total Active Inventory by Price Range** 

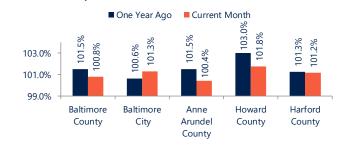
20

# MARKET CONDITIONS REPORT Long & Foster ᆕ

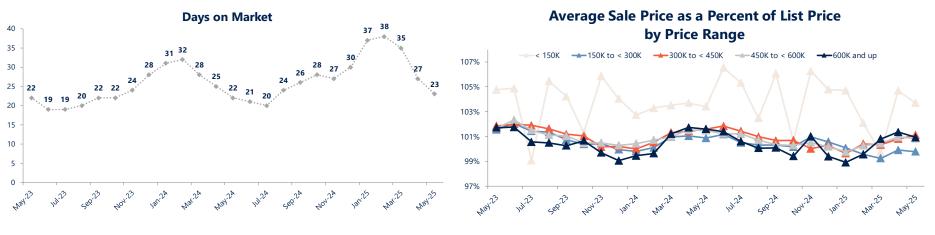
# BALTIMORE METROPOLITAN AREA - MAY 2025



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

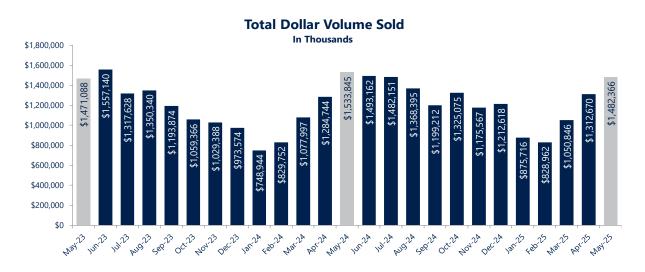


Days on Market		Avg Sale Price a	as % of List Price
Current	One Year	Current	One Year
Month	Ago	Month	Ago
23	22	100.9%	101.5%
	5% ar Ago	Down -0.7%	Vs. Year Ago





## BALTIMORE METROPOLITAN AREA - MAY 2025



### **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.

Total Dollar Volume Sold		
Current One Year		
Month	Ago	
\$1,482,365,927	\$1,533,845,221	
Down -3% Vs. Year Ago		

Months of Supply		
Current One Year Month Ago		
2.0	1.8	
Up 7% Vs. Year Ago		

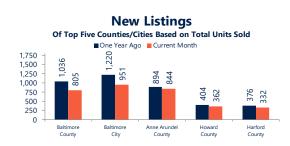




## BALTIMORE METROPOLITAN AREA - MAY 2025

----New Contracts (Under Active Contract Status) New Listings 979 3,960 4,500 82 3,691 4,000 ñ 945 3,500 762 3,000 37 3,317 ,213 3,207 3,211 ,085 051 3,022 2,879 2,845 2,808 2,500 2,734 2,752 2,466 2,524 2,465 2,430 2.000 2,264 2,274 2,193 2,083 1,973 1,899 1 500 1,000 500 0 May23 Jan 25 Feb.25 Nat-25 North war and a contraction of the series were and a series and a seri

**New Listings & New Contracts** 





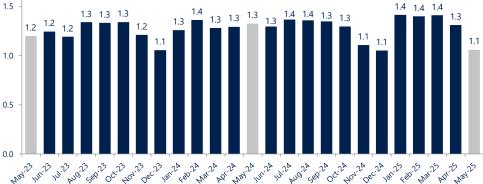
New Listings		
Current One Year		
Month	Ago	
3,577	4,260	
Down -16% Vs. Year Ago		

New Contracts		
Current One Year		
Month	Ago	
3,371 3,211		
Up 5% Vs. Year Ago		

### **Highlights**

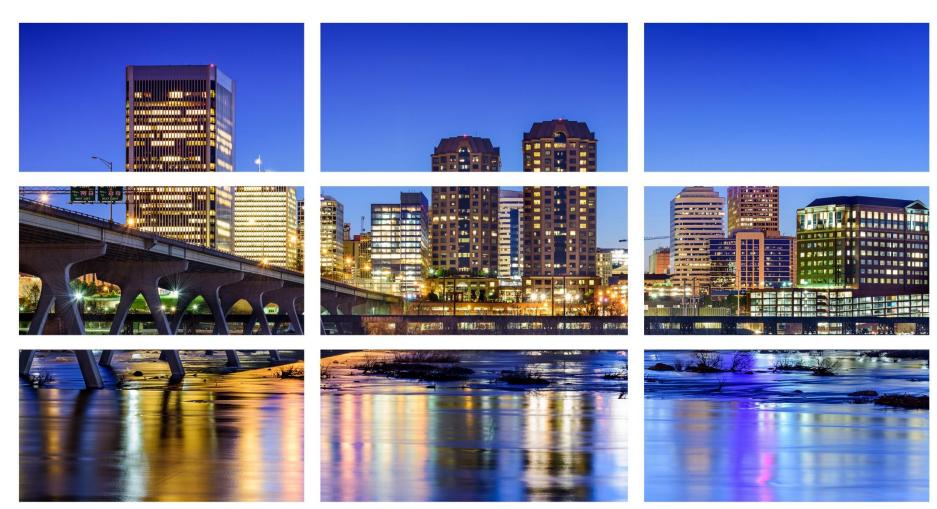
• Based on this month's amount of new listings and new contracts, the ratio of home supply (new listings) to current home demand (new contracts) was 1.1, a decrease of 20% from May 2024.

Supply/Demand Ratio Number of New Listings to New Contracts



# RICHMOND, VA AREA - MAY 2025

# LONG&FOSTER REAL ESTATE



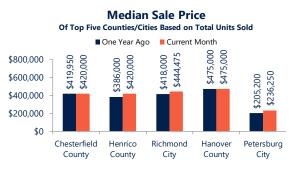
Long & Foster's All-Inclusive Services Real Estate | Mortgage | Home Inspection | Title | Insurance | Moving | Property Management | Vacation Rentals | Relocation

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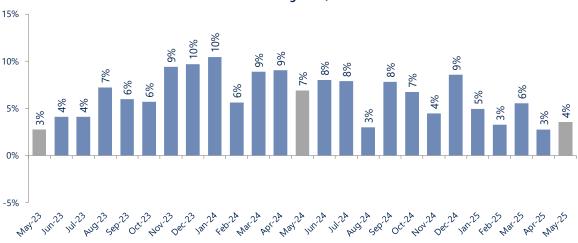
# RICHMOND METROPOLITAN AREA - MAY 2025





## **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.

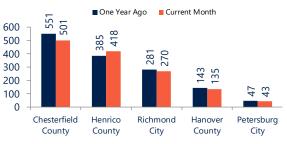


### Median Sale Price Percent Change Year/Year

# RICHMOND METROPOLITAN AREA - MAY 2025



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



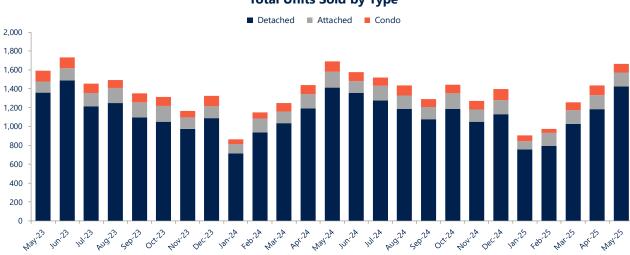
## **Highlights**

- 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.

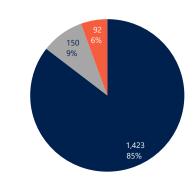
**Percent Change Year/Year** 25% 14% 10% 15% %6 %9 %9 5% 1% 5% % %0 -1% -1% -5% -4% 5% 5% %6 -10% 13% -15% -15% -15% -18% -21% -22% -22% -25% -24% -35% 121-25 May 25 feb.25

**Total Units Sold** 

# RICHMOND METROPOLITAN AREA - MAY 2025



### **Total Units Sold by Type**



**Total Units Sold by Type** 

**Current Month** 

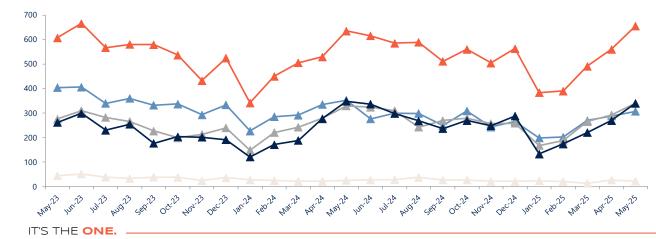
Attached

Condo

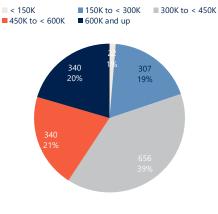
Detached

### **Total Units Sold by Price Range**

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

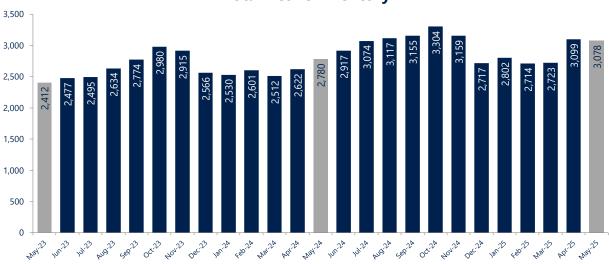


### Total Units Sold by Price Range Current Month





# RICHMOND METROPOLITAN AREA - MAY 2025



## **Total Active Inventory**

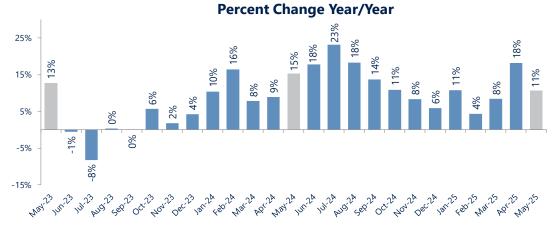
# Total Active Inventory of Top Five Counties/Cities Based on Total Units Sold

Chesterfield Henrico County Richmond City Hanover County Petersburg City County

è

## **Highlights**

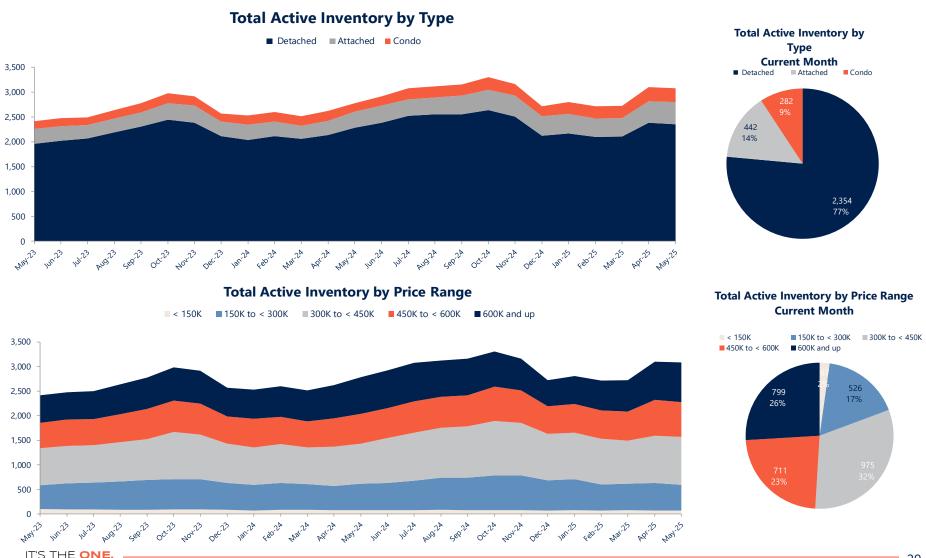
- This month's supply of available inventory remained relatively stable compared to last month.
- Versus May 2024, the total number of homes available was higher by 298 units or 11%.



200 0

**Total Active Inventory** 

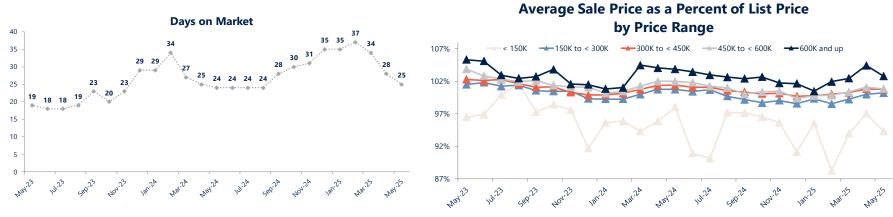
# RICHMOND METROPOLITAN AREA - MAY 2025





# RICHMOND METROPOLITAN AREA - MAY 2025





# **ARKET CONDITIONS REPORT** Long & Foster

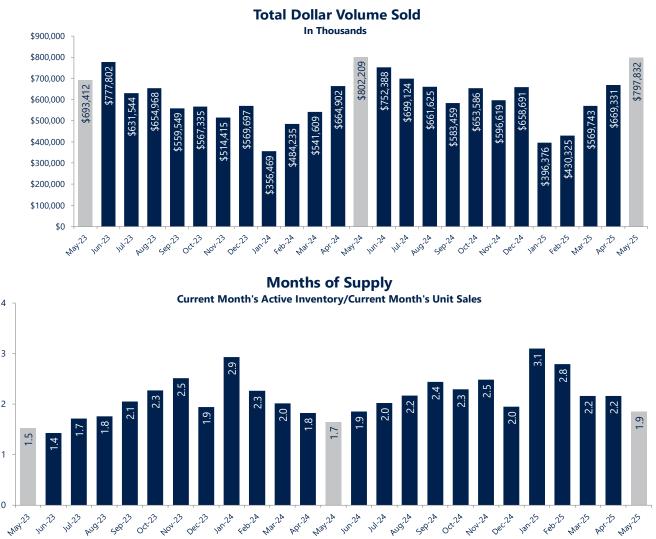
# RICHMOND METROPOLITAN AREA - MAY 2025

4

3

2

IT'S THE ONE.



## **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.

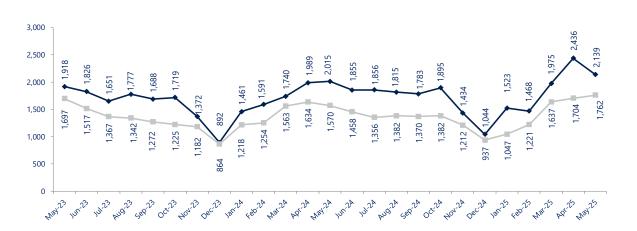
Total Dollar Volume Sold		
Current One Year		
Month	Ago	
\$797,831,678	\$802,209,044	
Down -1% Vs. Year Ago		

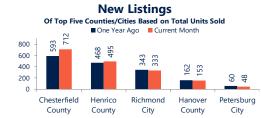
Months of Supply		
Current	One Year	
Month	Ago	
1.9	1.7	
Up 12% Vs. Year Ago		

# RICHMOND METROPOLITAN AREA - MAY 2025

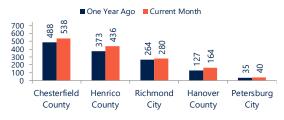
## New Listings & New Contracts

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





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



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

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

<u>Highlights</u>

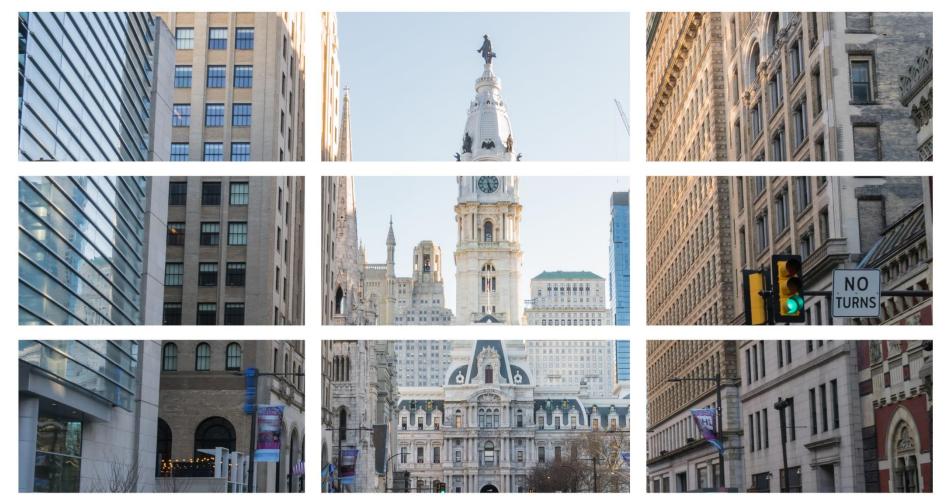
 Based on this month's amount of new listings and new contracts, the ratio of home supply (new listings) to current home demand (new contracts) was 1.2, a decrease of 5% from 1.0 May 2024.



# PHILADELPHIA METROPOLITAN AREA - MAY 2025

# IT'S THE **ONE.**

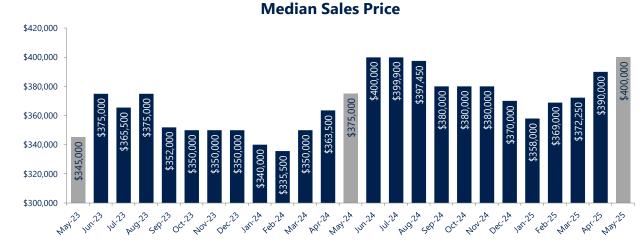
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# PHILADELPHIA METROPOLITAN AREA - MAY 2025



Median Sale Price Of Top Five Counties/Cities Based on Total Units Sold One Year Ago Current Month \$544,945 \$574,490 \$495,000 \$510,000 \$481,500 \$455,500 \$800,000 \$385,000 \$340,000 \$301,500 \$270,000 \$600.000 \$400.000 \$200.000 \$0 Delaware Bucks County Philadelphia Montgomery Chester County County County County

## **Highlights**

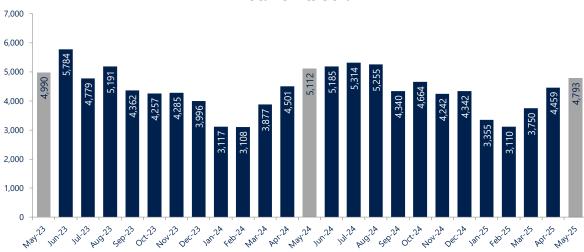
- This May, the median sale price was \$400,000, an increase of 7% compared to last year.
- The current median sale price was 3% higher than in April.

Median Sale Price Percent Change Year/Year



# MARKET CONDITIONS REPORT Long & Foster

# PHILADELPHIA METROPOLITAN AREA - MAY 2025



**Total Units Sold** 



**Total Units Sold** 

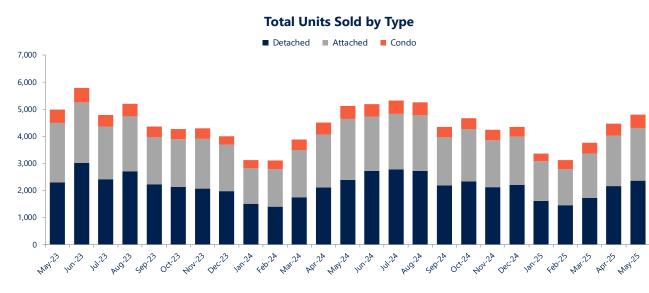
## **Highlights**

- 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.

Percent Change Year/Year 20% 11% 10% 6% 8% 10% 4% 2% 1% %0 0% -1% -1% -1% -1% 2% 3% 3% 5% -10% -10% -11% -12% -20% -20% -21% -22% -22% -22% -30% 141.23 feb.2.

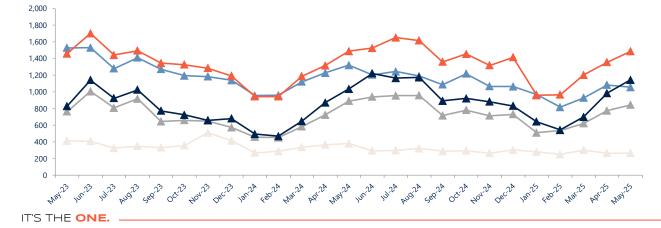
**Total Units Sold** 

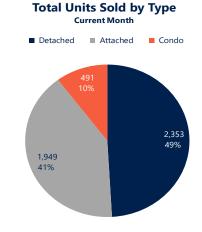
# PHILADELPHIA METROPOLITAN AREA - MAY 2025



### **Total Units Sold by Price Range**

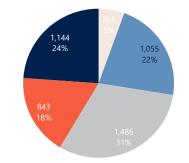
→ < 150K to < 300K → 300K to < 450K → 450K to < 600K → 600K and up



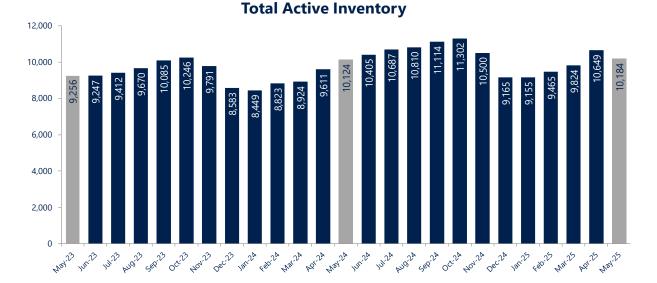


Total Units Sold by Price Range Current Month

< 150K</li>
 ■ 150K to < 300K</li>
 ■ 300K to < 450K</li>
 ■ 450K to < 600K</li>
 ■ 600K and up



## PHILADELPHIA METROPOLITAN AREA - MAY 2025

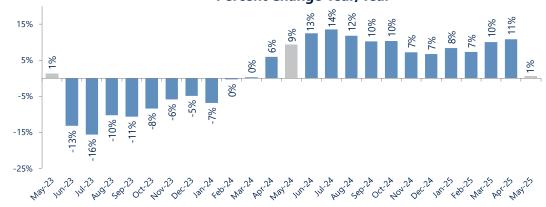


#### Total Active Inventory Of Top Five Counties/Cities Based on Total Units Sold

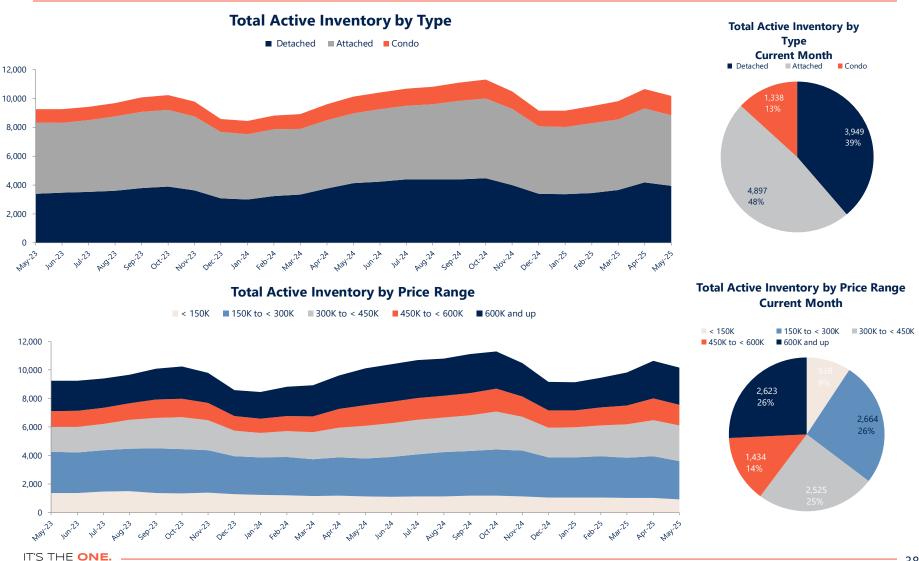


- The total number of homes available this month was 10,184, which was relatively stable compared to a year ago.
- This May's supply was 4% lower than the previous month's supply of available inventory.

Total Active Inventory Percent Change Year/Year



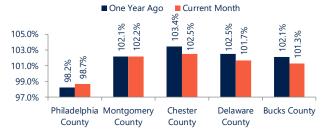
## PHILADELPHIA METROPOLITAN AREA - MAY 2025



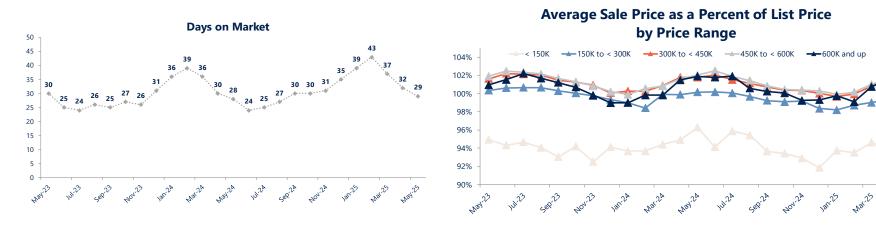
## PHILADELPHIA METROPOLITAN AREA - MAY 2025







Days o	n Market	Avg Sale Price	as % of List Price
Current Month	One Year Ago	Current Month	One Year Ago
29	28	101.3%	101.6%
-	4% ear Ago	Down -0.3%	Vs. Year Ago

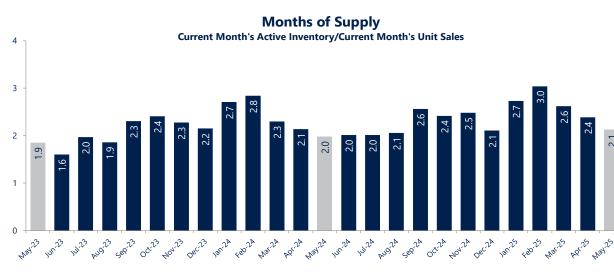


## PHILADELPHIA METROPOLITAN AREA - MAY 2025



#### **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.



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

Up 7% Vs. Year Ago

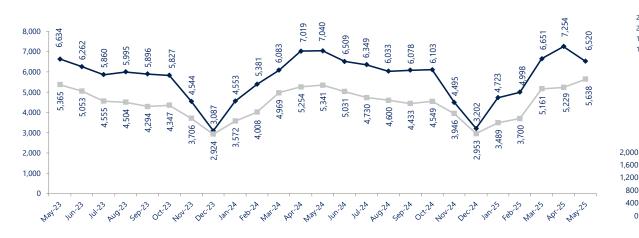
2.1

2.0

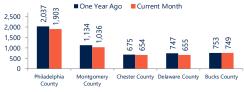
## PHILADELPHIA METROPOLITAN AREA - MAY 2025

#### **New Listings & New Contracts**

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



#### New Listings Of Top Five Counties/Cities Based on Total Units Sold



New Contracts





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

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

#### <u>Highlights</u>

• 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.



## **MARKET CONDITIONS**

THE TRANGLE, NC AREA - MAY 2025



## IT'S THE **ONE.**

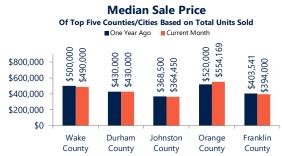


Long & Foster's All-Inclusive Services Real Estate | Mortgage | Home Inspection | Title | Insurance | Moving | Property Management | Vacation Rentals | Relocation

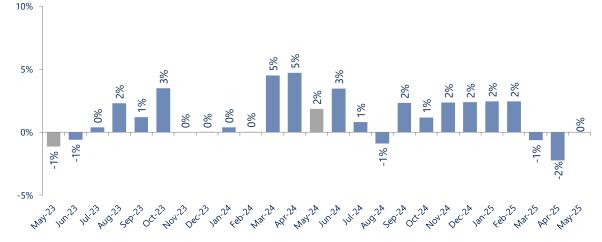
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## THE TRIANGLE, NC AREA - MAY 2025





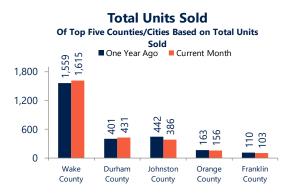
#### Median Sale Price Percent Change Year/Year



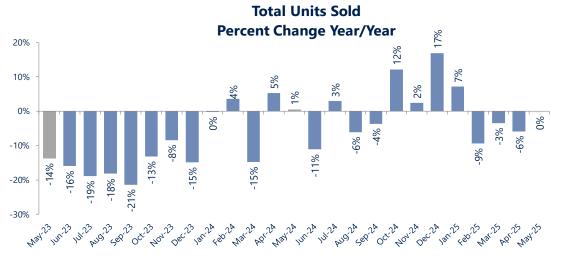
- This May, the median sale price was \$435,000, which was similar to the median sale price of May 2024.
- The current median sale price was also similar to April's median price.

### THE TRIANGLE, NC AREA - MAY 2025

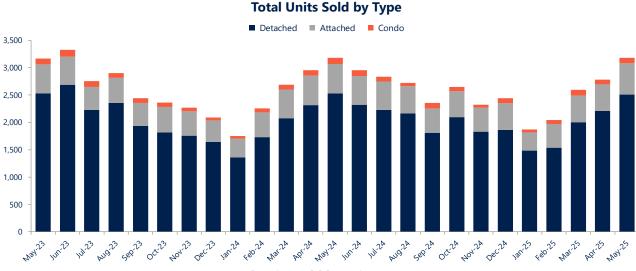




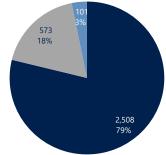
- The number of units sold in May 2025 was similar to the units sold in May 2024.
- This month's total units sold was higher than the previous month, an increase of 14% versus April.



### THE TRIANGLE, NC AREA - MAY 2025



## Total Units Sold by Type Current Month Detached Attached Condo 101

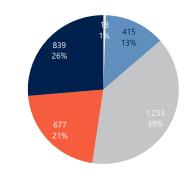


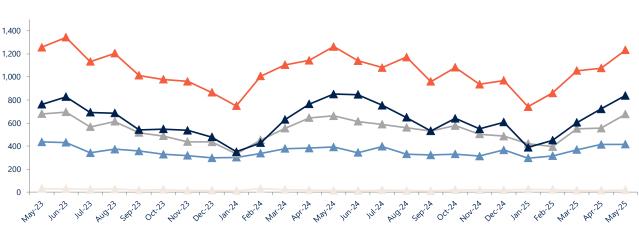
#### **Total Units Sold by Price Range**

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

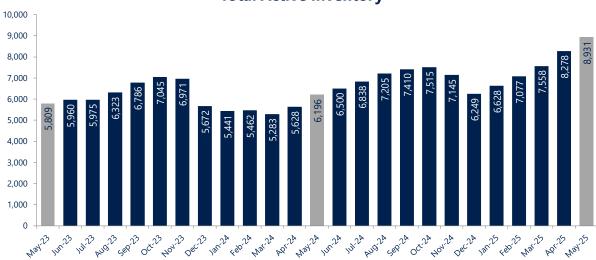
#### Total Units Sold by Price Range Current Month



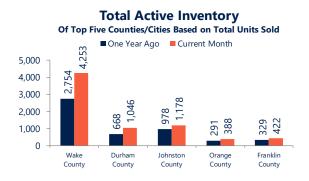






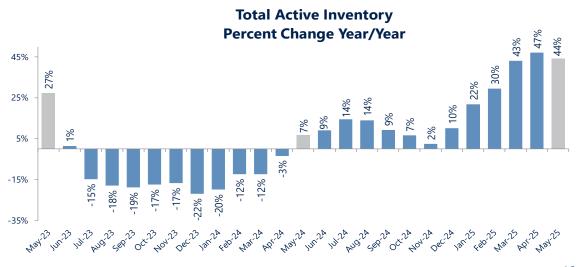


#### **Total Active Inventory**

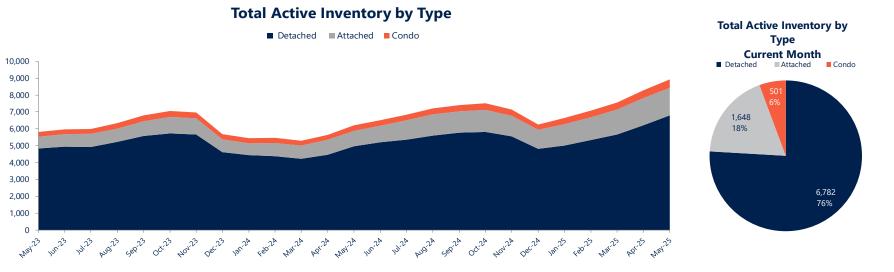


#### Highlights

- 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.



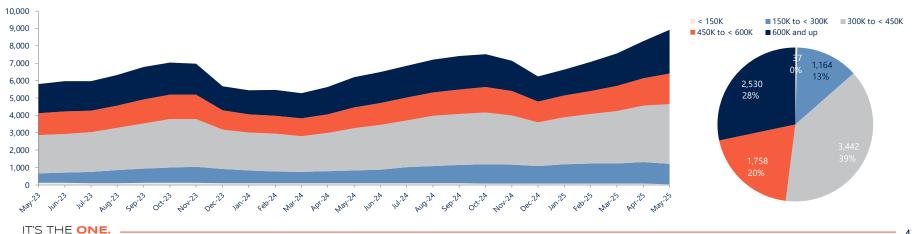




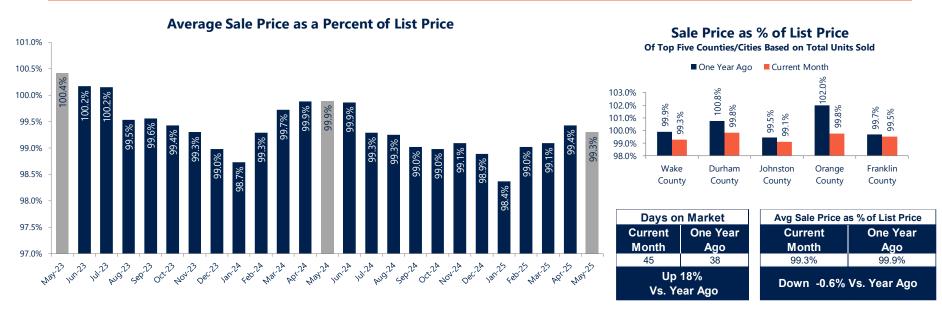
Total Active Inventory by Price Range

< 150K 150K to < 300K</p>
300K to < 450K</p>
450K to < 600K</p>
600K and up

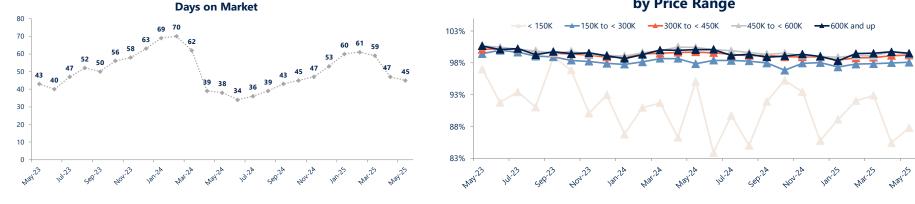
#### Total Active Inventory by Price Range Current Month







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





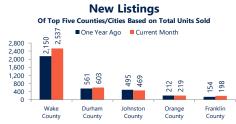


- Total volume sold this May was similar to the dollar volume sold one year ago.
- In May, there was 2.8 months of supply available, compared to 2.0 in May 2024. That was an increase of 44% versus a year ago.

Total Dollar Volume Sold		
Current One Year		
Month	Ago	
\$1,683,095,680	\$1,701,522,761	
Down -1% Vs. Year Ago		
Months	of Supply	
Months o Current	of Supply One Year	
Current	One Year	

### THE TRIANGLE, NC AREA - MAY 2025





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



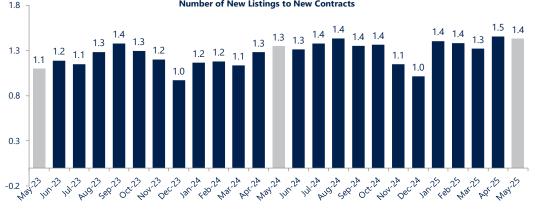
New Listings		
Current One Year		
Month	Ago	
4,798	4,177	
Up 15% Vs. Year Ago		

New Contracts		
Current Month	One Year Ago	
3,357	3,103	
Up 8% Vs. Year Ago		

<u>Highlights</u>

• 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.

Supply/Demand Ratio Number of New Listings to New Contracts



## **MARKET CONDITIONS**

### CHARLOTTESVILLE, VA AREA - MAY 2025



## IT'S THE **ONE.**



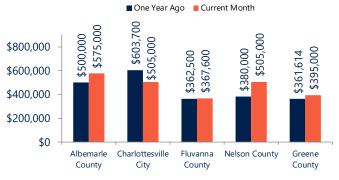
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## CHARLOTTESVILLE AREA - MAY 2025



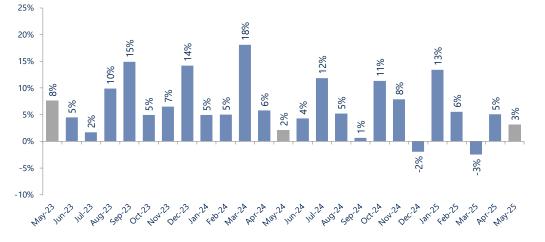
#### Median Sale Price Of Top Five Counties/Cities Based on Total Units Sold



#### **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



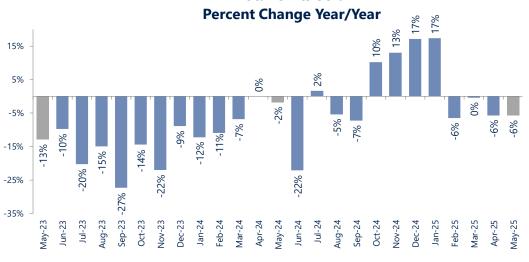
### CHARLOTTESVILLE AREA - MAY 2025



#### **Total Units Sold** Of Top Five Counties/Cities Based on Total Units Sold One Year Ago Current Month 200 7 150 8 100 2 **6**4 50 6 29 21 0 Albemarle Charlottesville Fluvanna Nelson Greene County City County County County

**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.



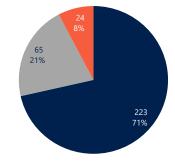
**Total Units Sold** 

### CHARLOTTESVILLE AREA - MAY 2025





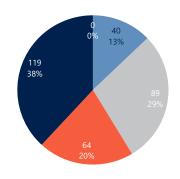
**Total Units Sold by Type** 



Total Units Sold by Price Range Current Month

 < 150K</td>
 ■ 150K to < 300K</td>
 ■ 300K to < 450K</td>

 450K to < 600K</td>
 ■ 600K and up



30%

20%

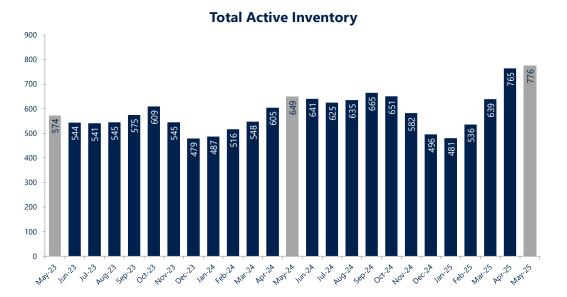
10%

0%

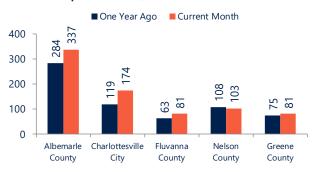
-10%

-20%

## CHARLOTTESVILLE AREA - MAY 2025



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

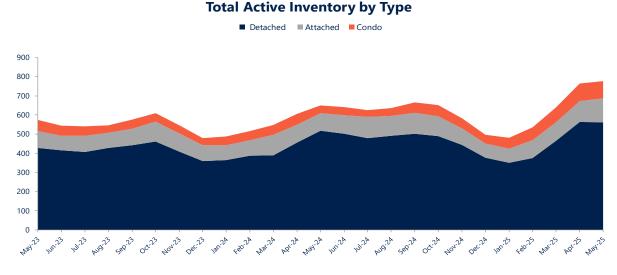


- This month's supply of available inventory remained relatively stable compared to last month.
- Versus May 2024, the total number of homes available was higher by 127 units or 20%.

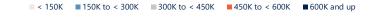
**Total Active Inventory** Percent Change Year/Year 26% 17% 16% 13% % 4% -1% -1% 2% 5% %6 %6--10% %6 -11% -12% Jul-23 May-23 Jun-23 Aug-23 Sep-23 Dec-23 May-24 Jun-24 Oct-24 Dec-24 May-25 Oct-23 Nov-23 Jan-24 Feb-24 Mar-24 Apr-24 Jul-24 Aug-24 Sep-24 Nov-24 Jan-25 Feb-25 Mar-25 Apr-25

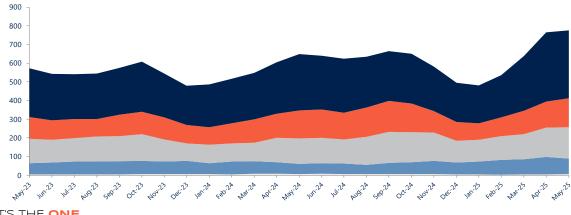


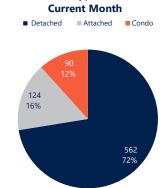
### CHARLOTTESVILLE AREA - MAY 2025



Total Active Inventory by Price Range



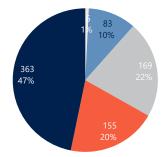




**Total Active Inventory by** 

Туре







### CHARLOTTESVILLE AREA - MAY 2025

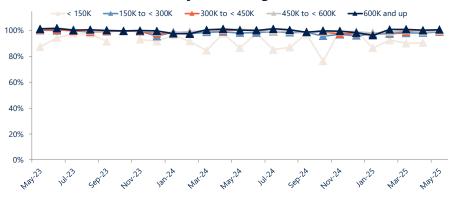


Sale Price as % of List Price Of Top Five Counties/Cities Based on Total Units Sold One Year Ago Current Month 01.0% 101.2% 100.5% 100.3% 102.0% 20 98.9% 98.9% 99. 96 100.0% 98.0% 96.0% Albemarle Charlottesville Fluvanna Nelson Greene County City County County County **Days on Market** Avg Sale Price as % of List Price **One Year** Current Current **One Year** Month Ago Month Ago 27 28 100.2% 100.4% Down -4% Down -0.2% Vs.Year Ago Vs. Year Ago

Days on Market

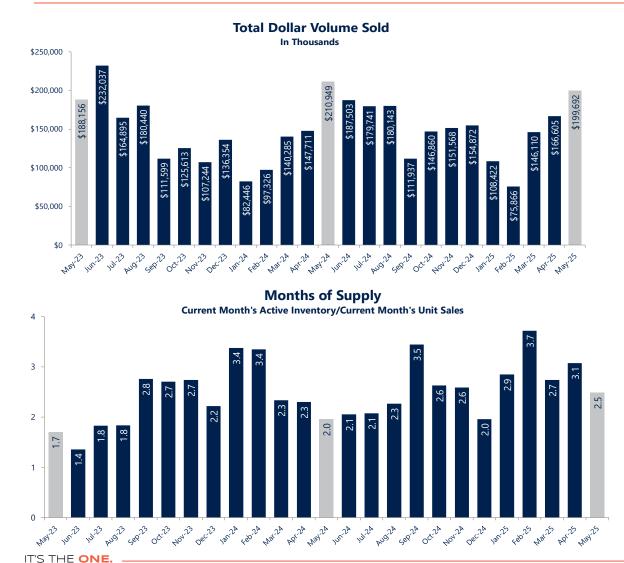


Average Sale Price as a Percent of List Price by Price Range





### CHARLOTTESVILLE AREA - MAY 2025



- 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 One Year		
Month	Ago	
\$199,691,965	\$210,949,096	
Down -5% Vs. Year Ago		

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



2.0

1.5

1.0

0.5

0.0 +

141-23

Ser 23

Nov.23

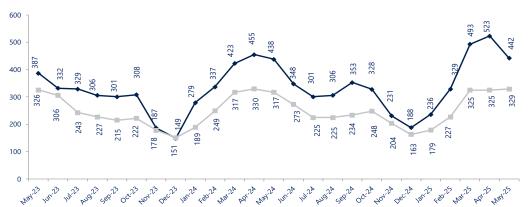
Jan-2A

Mar.2A

### CHARLOTTESVILLE AREA - MAY 2025

#### **New Listings & New Contracts**

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



New ListingsCurrentOne YearMonthAgo442438Up 1% Vs. Year Ago

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



May:24

141.24

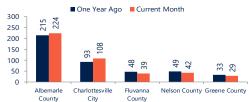
sep?2A

40<sup>1,2A</sup>

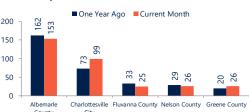
Jan 25

Mar.25

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



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

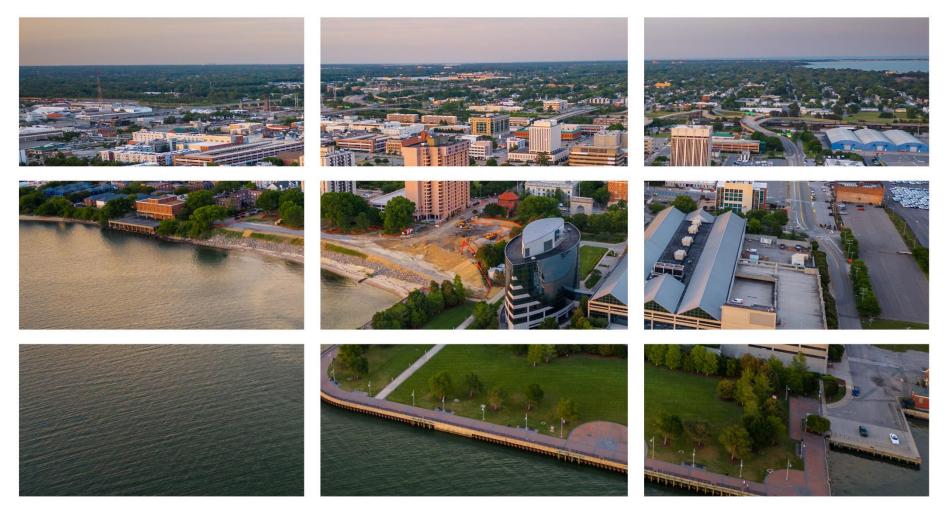


## MARKET CONDITIONS REPORT

#### HAMPTON ROADS, VA AREA - MAY 2025

## IT'S THE **ONE.**

LONG & FOSTER

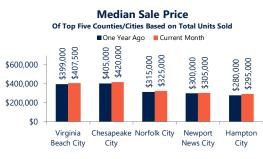


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- This May, the median sale price was \$366,000, an increase of 5% compared to April.
- The current median sale price was 5% higher than in May 2024.



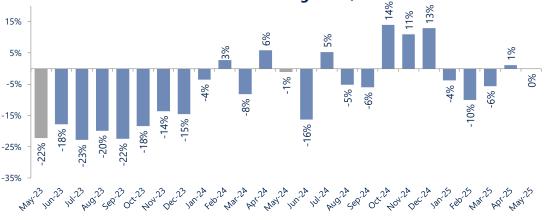
3,000 Total Units Sold Of Top Five Counties/Cities Based on Total Units 2,500 Sold One Year Ago Current Month 800 606 619 2,000 600 358 329 317 304 1.500 400 209 200 1,000 0 Virginia Chesapeake Norfolk City Newport Beach City City News City 500 0 May23 NOV:23 Wat-24 APT-2A 147-24 4e0-25 Mar25 APT-25 May25 Jun-23 04.23 May2A Decila 121-25 111-23 AUG 23 GEP 23 Decil's Jan 24 48024 WIT AUGT SEP 24 \* OCE: 2 NOV. 24

#### **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



94

85 89

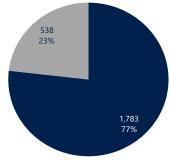
Hampton

City



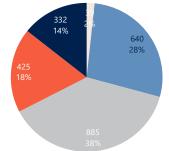


**Current Month** Detached Attached



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

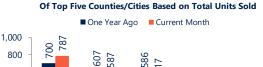
■ 150K to < 300K ■ 300K to < 450K 450K to < 600K 600K and up



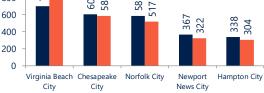


5,000 4,500 4,000 3,500 3,000 2,500 2,000 1,500 1.000 500 0 4e87.253 Mar-25 141-24 occila Nov.24 Dec24 121-25 APT-25 Ishild replanding por hard 140-24 May 25 May 23 141-23 hugi's er' ot in how of the \* AUG? A GEP? A 141-23

#### **Total Active Inventory**



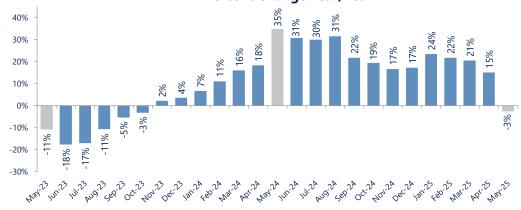
**Total Active Inventory** 



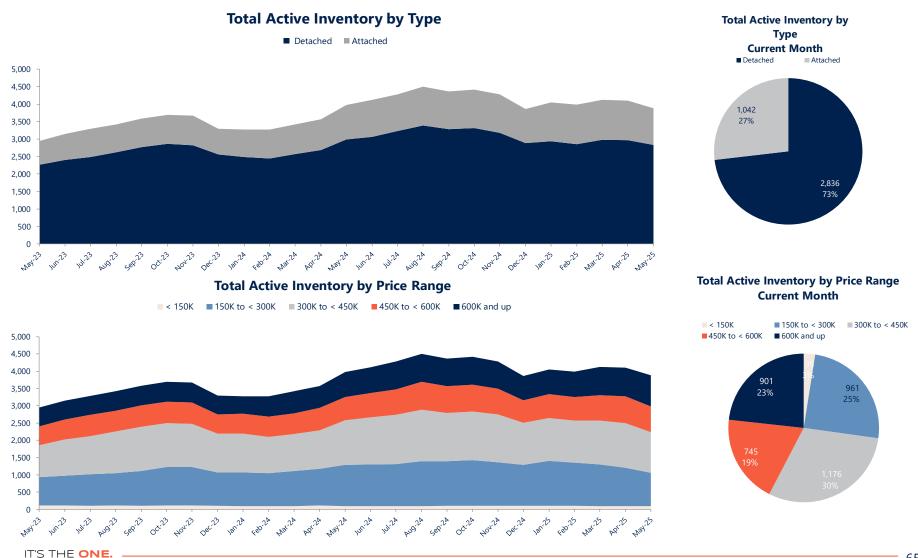
#### **Highlights**

- 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





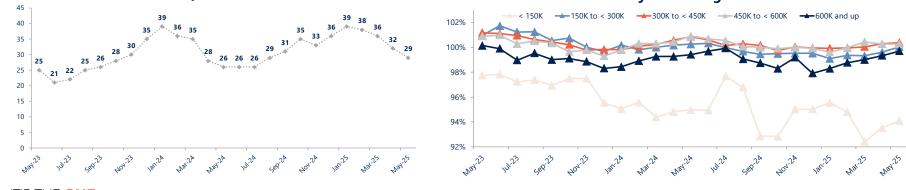




**Days on Market** 



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







- 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.

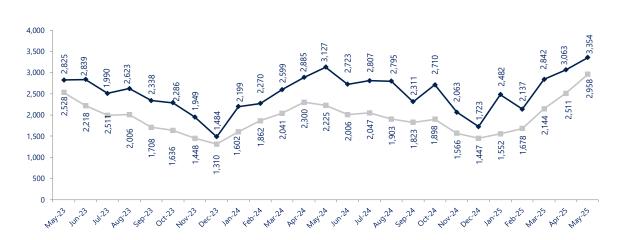
Total Dollar Volume Sold		
Current One Year		
Month	Ago	
\$985,231,006	\$966,328,220	
Up 2% Vs. Year Ago		

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



New Listings & New Contracts

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





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

New Contracts		
Current One Year		
Month	Ago	
2,958	2,225	
Up 33% Vs. Year Ago		

#### <u>Highlights</u>

• 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.

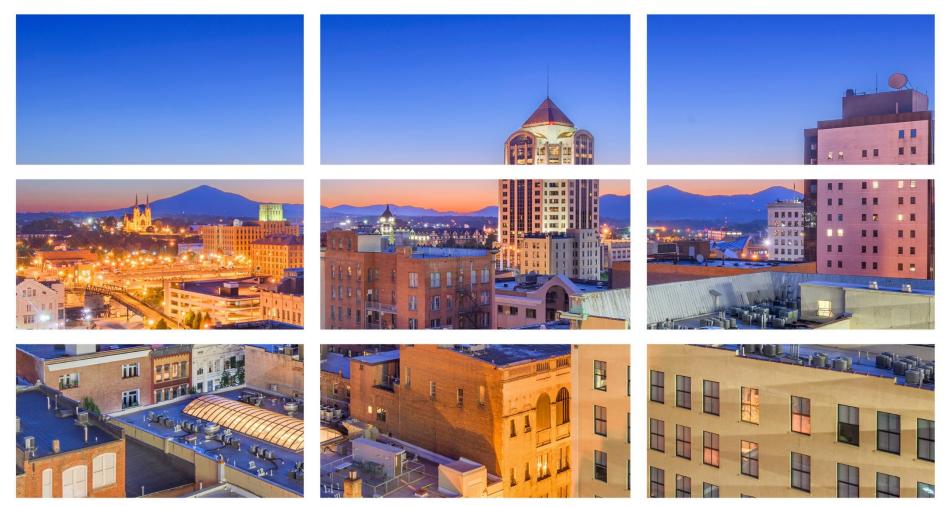


## MARKET CONDITIONS REPORT

## ROANOKE, VA AREA - MAY 2025

## LONG & FOSTER

## IT'S THE **ONE.**



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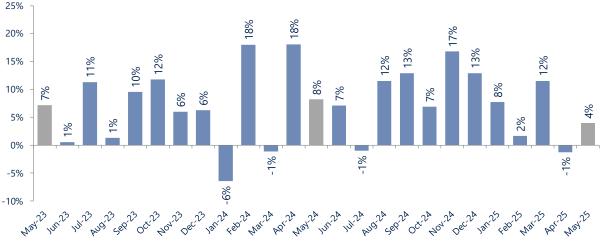
## ROANOKE METROPOLITAN AREA - MAY 2025





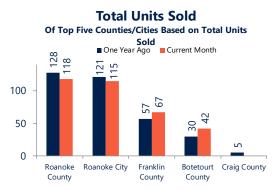
- This May, the median sale price was \$328,000, an increase of 11% compared to April.
- The current median sale price was 4% higher than in May 2024.

Median Sale Price Percent Change Year/Year



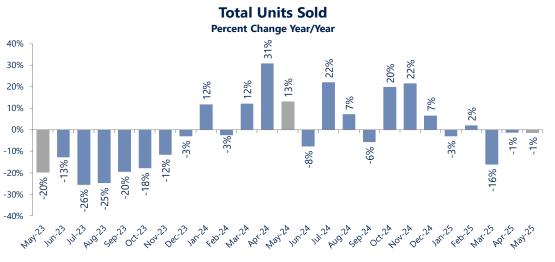
## ROANOKE METROPOLITAN AREA - MAY 2025



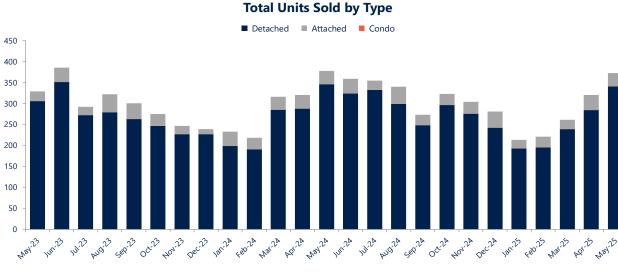


#### <u>Highlights</u>

- 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.

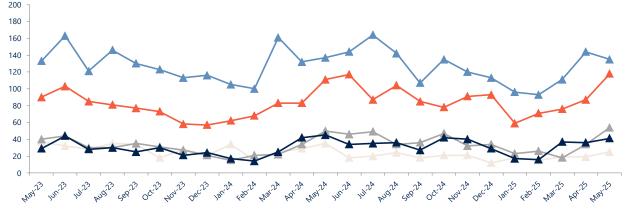


## ROANOKE METROPOLITAN AREA - MAY 2025

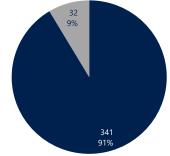


#### Total Units Sold by Price Range

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

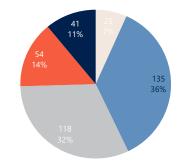






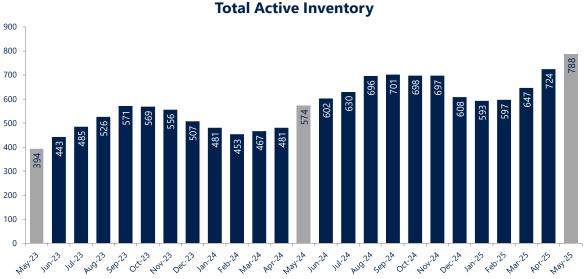
Total Units Sold by Price Range Current Month

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





# ROANOKE METROPOLITAN AREA - MAY 2025



### Total Active Inventory

Of Top Five Counties/Cities Based on Total Units Sold



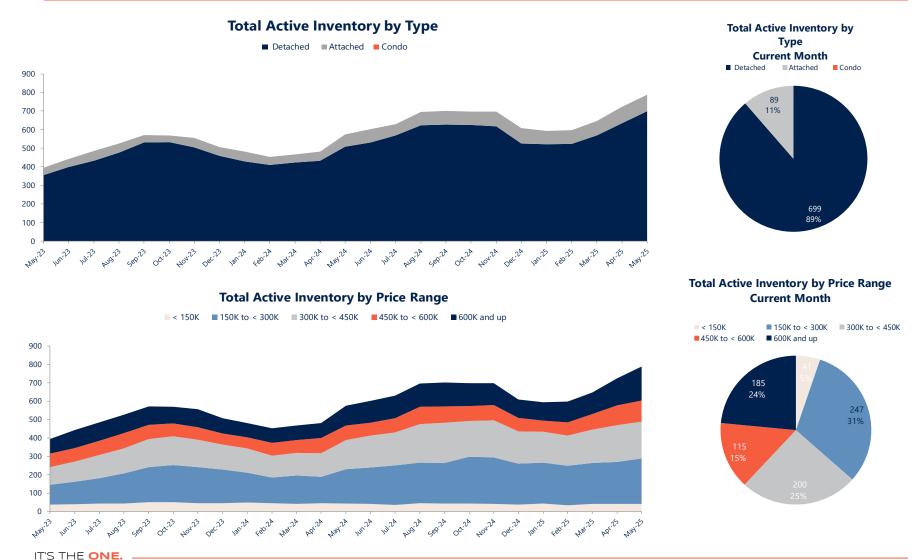
### **Highlights**

- 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.

**Percent Change Year/Year** 60% 51% 46% 50% 37% 40% 32% 329 30% 25% 25% 25% 23% 30% 23% 23% 20% 19% 20% 19% 19% %9 %9 20% 10% 0% -10% -7% -10% -20% May 23 has car or you be have be had had had had had be car or you be is had to be

**Total Active Inventory** 

# ROANOKE METROPOLITAN AREA - MAY 2025



# **MARKET CONDITIONS REPORT** Long & Foster 👉

# ROANOKE METROPOLITAN AREA - MAY 2025

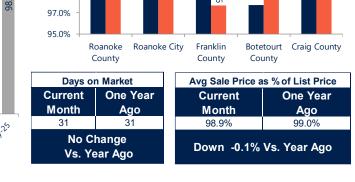


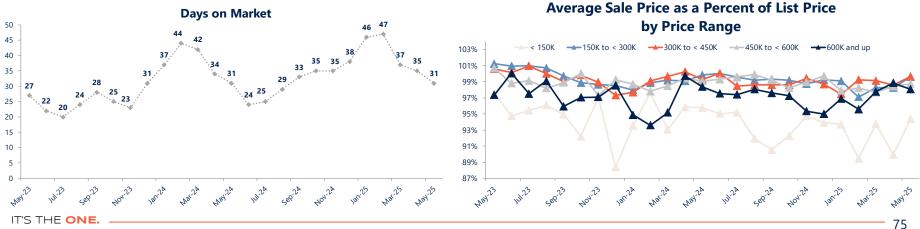
# Of Top Five Counties/Cities Based on Total Units Sold

99.8%

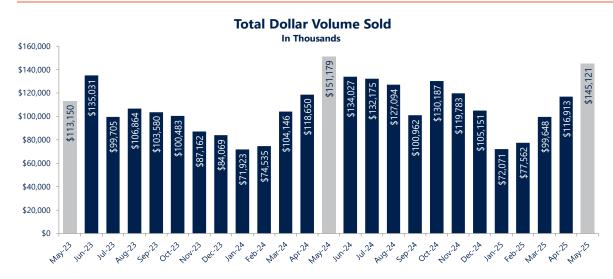
98.8%

98.4%



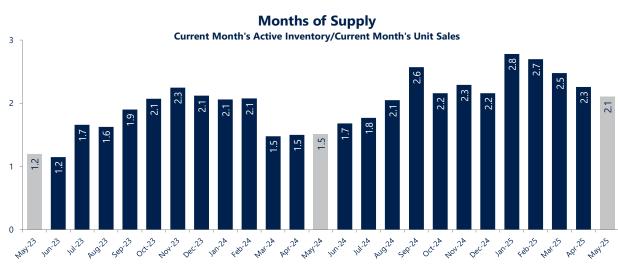


# ROANOKE METROPOLITAN AREA - MAY 2025



### <u>Highlights</u>

- 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.



Total Dollar Volume Sold		
Current One Year		
Month	Ago	
\$145,121,367	\$151,178,671	
Down -4% Vs. Year Ago		

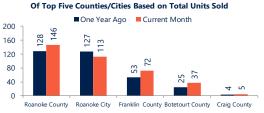
Months of Supply		
Current One Year		
Month	Ago	
2.1	1.5	
Up 39% Vs. Year Ago		

# ROANOKE METROPOLITAN AREA - MAY 2025





New Contracts



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

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

### <u>Highlights</u>

 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.

Number of New Listings to New Contracts 1.6 1.3 1.4 1.4 1.3 1.4 1.3 1.3 1.3 1.3 1.2 1.2 1.2 1.2 1.2 1.2 1.1 1.0 10 1.1 0.6 0.1 May-25

**Supply/Demand Ratio** 

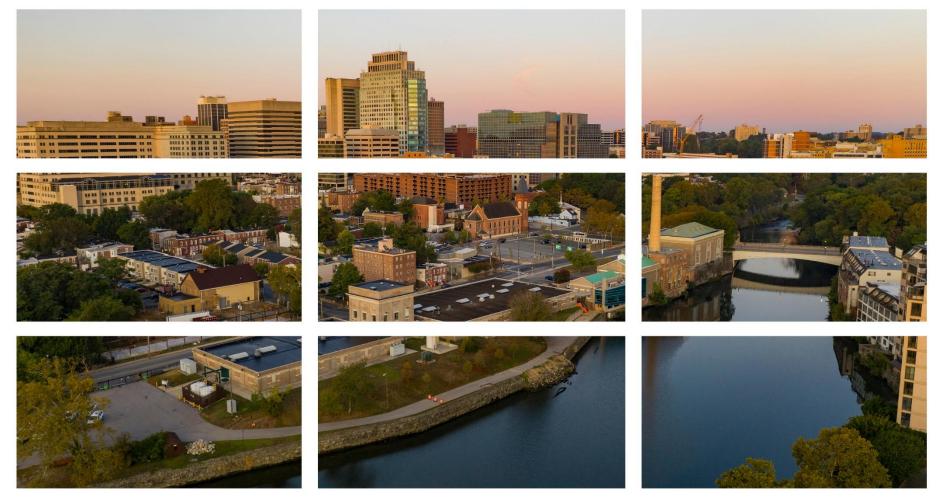
IT'S THE **ONE.** 

# MARKET CONDITIONS REPORT

# WILMINGTON, DE AREA - MAY 2025

# IT'S THE **ONE.**

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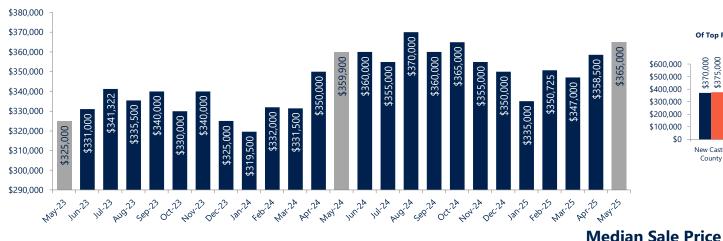


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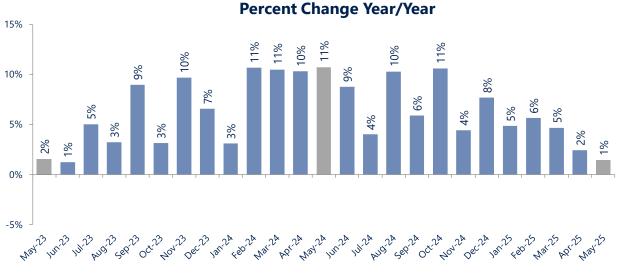
**Median Sales Price** 





# 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.





**Total Units Sold** 1,200 1,000 800 600 400 200 0 Mar-25 Jan-2A Jun-2A 141.24 AU9-24 ocila 121-25 feb-25 A91-25 141-23 AU9-23 Sep?23 000023 Feb.2A Marza Sep 24 Nov.24 Decila May 23 Jun-23 APT-24 May-24 May25 NON-3 Dec.3

#### **Total Units Sold** Of Top Five Counties/Cities Based on Total Units Sold One Year Ago Current Month 508 514 600 400 211 86 200 62 31 24 0 New Castle Kent Cecil Salem Kent County County, DE County County County, MD

### **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.





NU924 6824

Dec24 m25

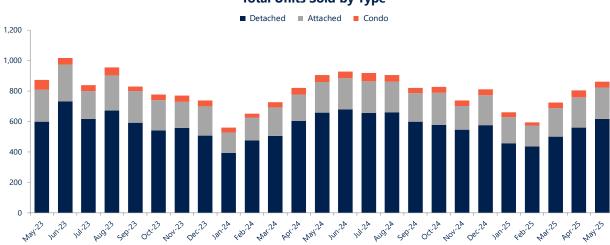
£80-25

### WILMINGTON, DE AREA - MAY 2025

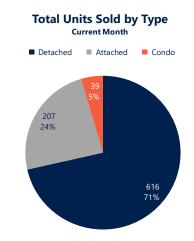
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×119:23

IT'S THE ONE.

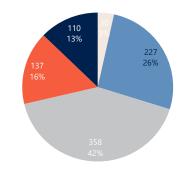


### **Total Units Sold by Type**



### Total Units Sold by Price Range Current Month

< 150K</li>
 ■ 150K to < 300K</li>
 ■ 300K to < 450K</li>
 ■ 600K and up



### 

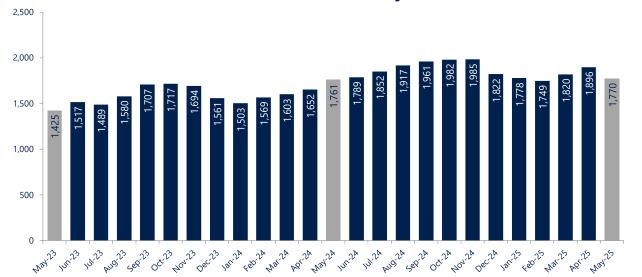
ward new work work work work work work which

**Total Units Sold by Price Range** 

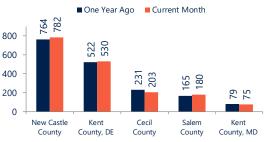
81



**Total Active Inventory** 



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

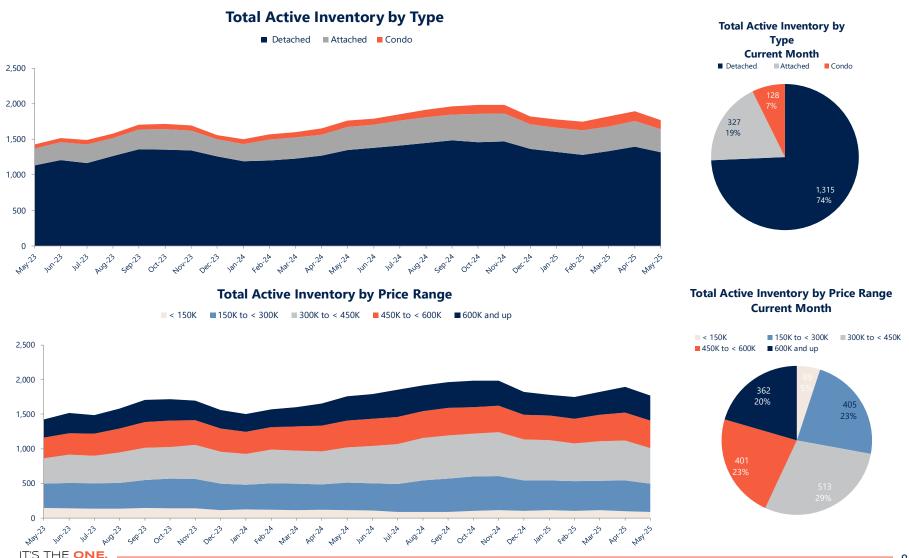


### Highlights

- 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** 30% 24% 21% 18% 20% 15% 15% 4% % 10% 2% 0% -1% .2% -3% % -10% -13% -20% 141-23 white the country white Der vor the the part was nor in the trade of the part was a set of the part was a set of the part of t



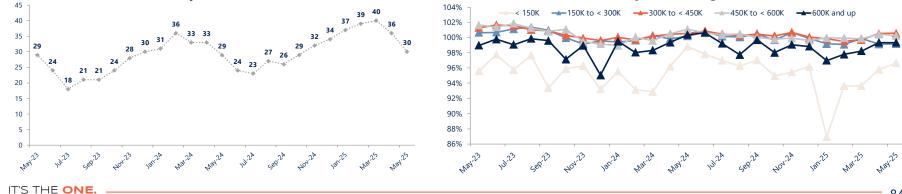




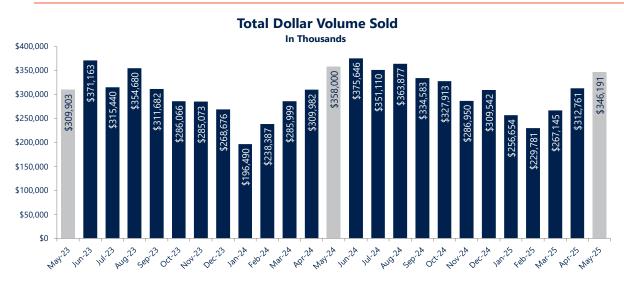
**Days on Market** 

Average Sale Price as a Percent of List Price Sale Price as % of List Price 101.5% Of Top Five Counties/Cities Based on Total Units Sold 101.0% One Year Ago Current Month 101.6% 101.1% 101.1% 100.5% 00.6% 100.5% 102.0% 99.8% 99. 100.0% 100.0% 96.2% 99.5% 98.0% 99.0% 96.0% New Castle Kent Cecil Salem Kent 98.5% County County, DE County County County, MD 98.0% Avg Sale Price as % of List Price **Days on Market** 97.5% Current **One Year** Current **One Year** 97.0% Month Ago Month Ago Ser 23 May 23 141-23 AU9:23 04-23 121-25 4eb-25 Marils Lord Dec 12 18 24 680 March por hall word with with way a sort oc the order of 101-23 30 99.9% 100.5% 29 Up 3% Down -0.6% Vs. Year Ago Vs. Year Ago





# WILMINGTON, DE AREA - MAY 2025



### <u>Highlights</u>

- 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.

Total Dollar Volume Sold		
Current One Year		
Month	Ago	
\$346,191,264	\$358,000,134	
Down -3% Vs. Year Ago		

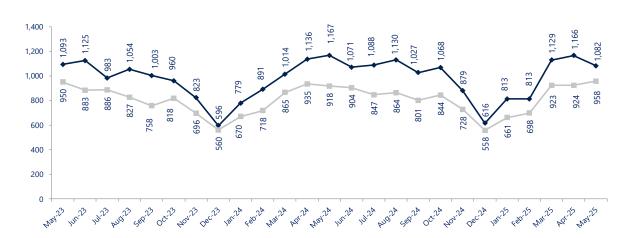
Months of Supply		
Current One Year		
Month	Ago	
2.1 2.0		
Up 5% Vs. Year Ago		



# 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





New Listings		
Current One Year		
Month	Ago	
1,082	1,167	

### Down -7% Vs. Year Ago

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



800

IT'S THE ONE.

# MARKET CONDITIONS REPORT

# EASTERN SHORE, MD/DE AREA - MAY 2025

# IT'S THE **ONE.**

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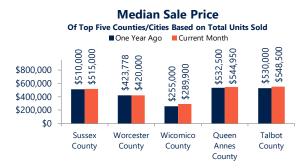


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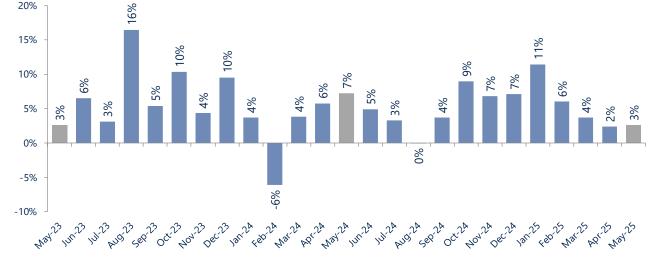
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Median Sale Price Percent Change Year/Year

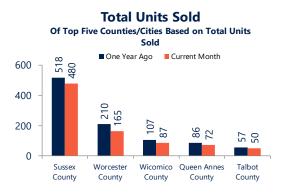


### **Highlights**

- 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



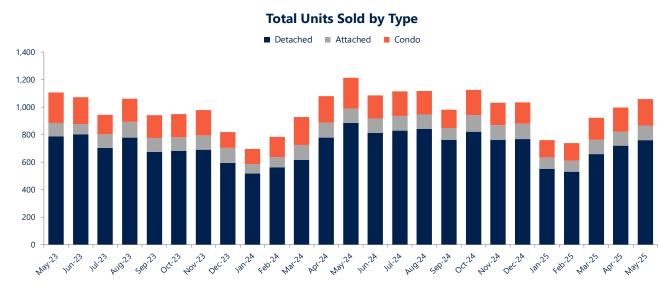


### **Highlights**

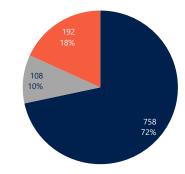
- There was an increase of 6% in total units sold in May compared to April.
- This month's total units sold was lower than at this time last year, a decrease of 13% versus May 2024.

**Percent Change Year/Year** 26% 30% 18% 8 20% 10% 10% 9% % 6% 10% 1% 0% -1% %9 -10% 8% 8% %6 -13% -13% -13% -16% -20% -17% -20% -30% 141.23 ous is an in the second second and the second Jan 25 Feb.2.

# EASTERN SHORE MD/DE AREA - MAY 2025

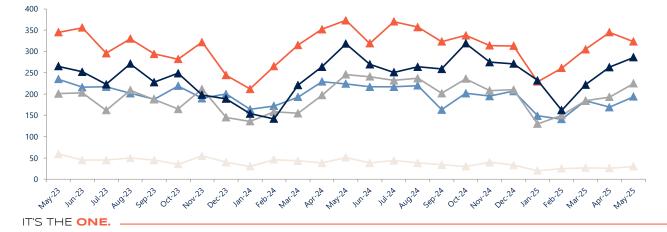


# Total Units Sold by Type Current Month Detached Attached Condo



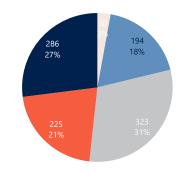
### Total Units Sold by Price Range

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



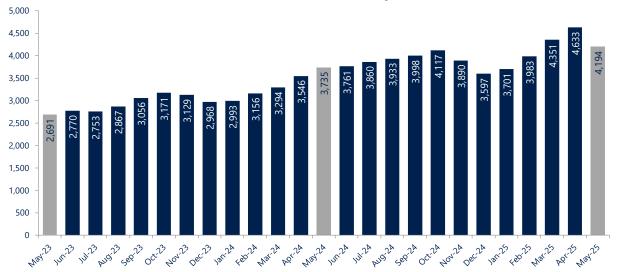
### Total Units Sold by Price Range Current Month

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 ■ 300K to < 450K</li>
 ■ 450K to < 600K</li>
 ■ 600K and up

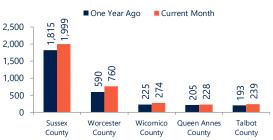




Total Active Inventory



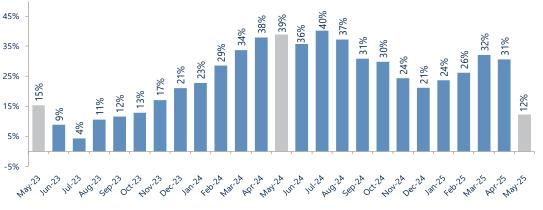
#### Total Active Inventory Of Top Five Counties/Cities Based on Total Units Sold



### **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





 Stal Active Inventory by Type

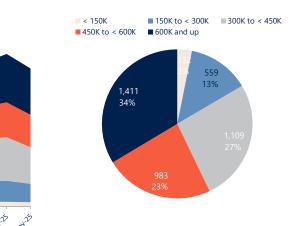
 Detached
 Attached
 Condo

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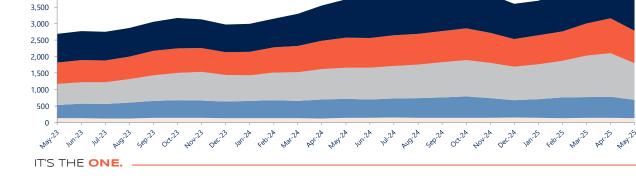
Total Active Inventory by Type Current Month Detached Attached Condo 916 22% 359 8% 2,919 70%

Total Active Inventory by Price Range Current Month



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

**Total Active Inventory by Price Range** 

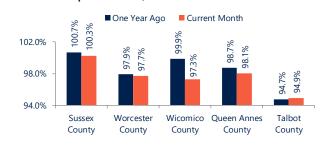


5,000 4,500 4,000

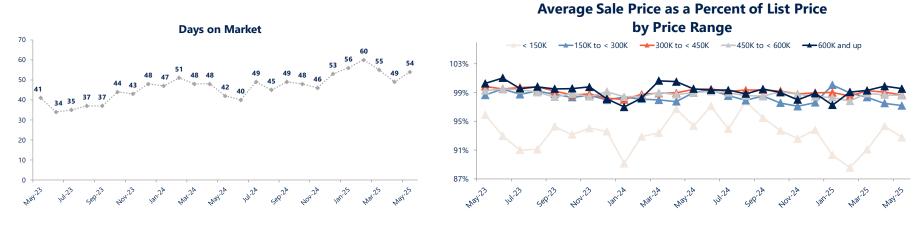




#### Sale Price as % of List Price Of Top Five Counties/Cities Based on Total Units Sold

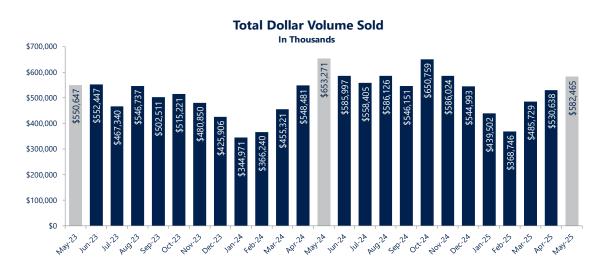


Days or	n Market	Avg Sale Price a	as % of List Price
Current Month	One Year Ago	Current Month	One Year Ago
54	42	98.9%	99.3%
-	29% ear Ago	Down -0.4%	Vs. Year Ago



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# EASTERN SHORE MD/DE AREA - MAY 2025



### **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.

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

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

**Months of Supply Current Month's Active Inventory/Current Month's Unit Sales** 6 5 4 3 2 404-23 Juni2A 101-24 Decila Jan 25 A91.25 141-23 AU923 Sep. 23 000-23 Decili Jan-24 APT-24 May 24 AU924 Septh Febrits Marits May 25 Febrah Maria OCT-24 NOV-24 IT'S THE ONE.

### 94

# EASTERN SHORE MD/DE AREA - MAY 2025





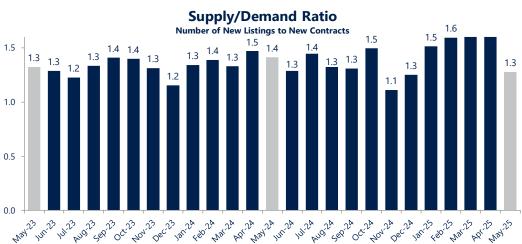


New Listings		
Current One Year		
Month	Ago	
1,451 1,599		
Down -9% Vs. Year Ago		

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

### **Highlights**

 Based on this month's amount of new listings and new contracts, the ratio of home supply (new listings) to current home demand (new contracts) was 1.3, a decrease of 10% from May 2024.



IT'S THE **ONE.** 



# **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 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 Cites 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.

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# **Contacts & Disclaimers**

### MEDIA CONTACT

Email: media@longandfoster.com

### **CREATED BY**

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