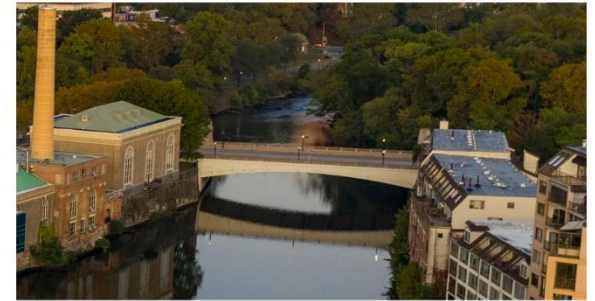
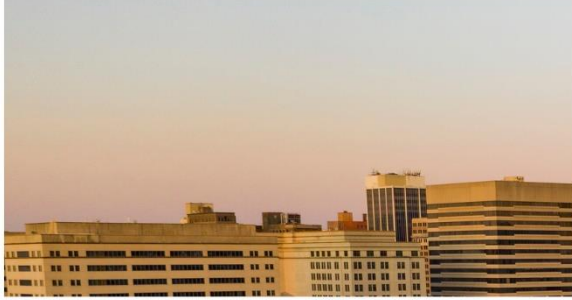


MARKET CONDITIONS REPORT

LONG & FOSTER[®]
REAL ESTATE

WILMINGTON, DE AREA - MAY 2025

IT'S THE **ONE.**



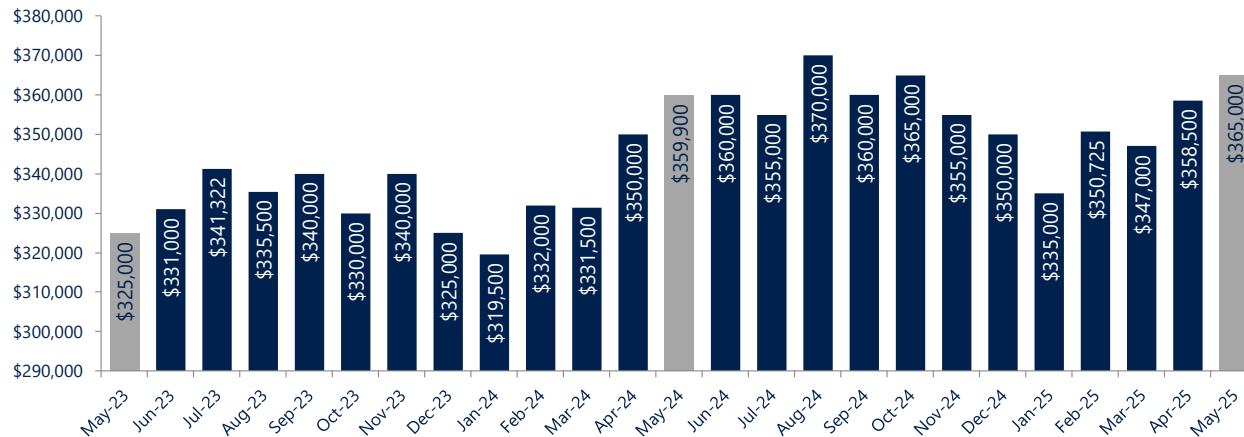
Long & Foster's All-Inclusive Services
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Global Partnerships
Forbes Global Properties | Leading Real Estate Companies of the World® | Luxury Portfolio International | Who's Who in Luxury Real Estate

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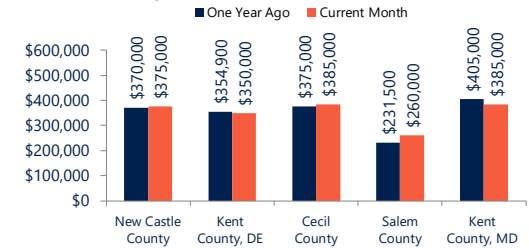
WILMINGTON, DE AREA - MAY 2025

Median Sales Price

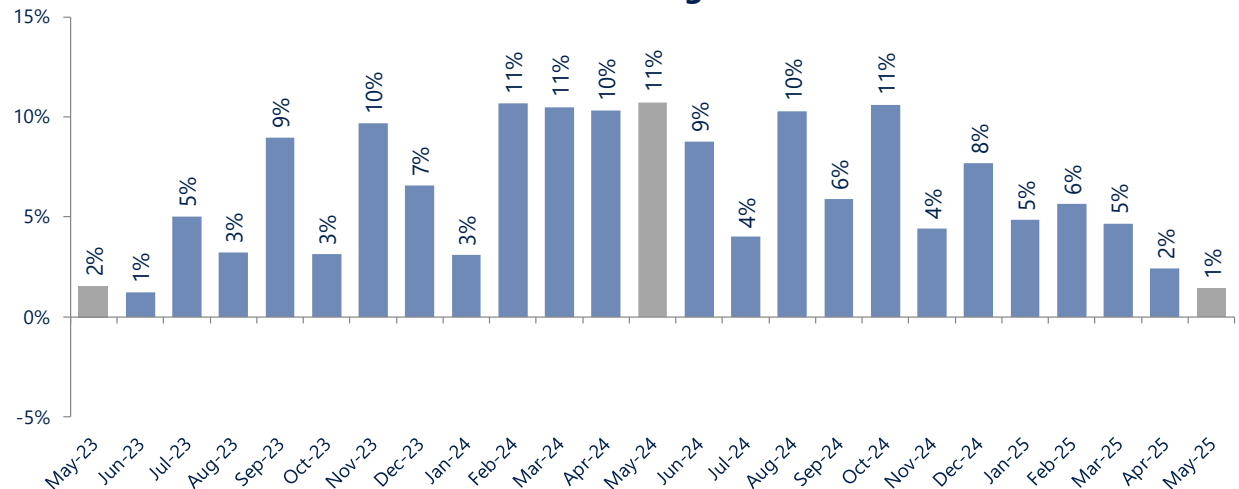


Median Sale Price

Of Top Five Counties/Cities Based on Total Units Sold



Median Sale Price Percent Change Year/Year



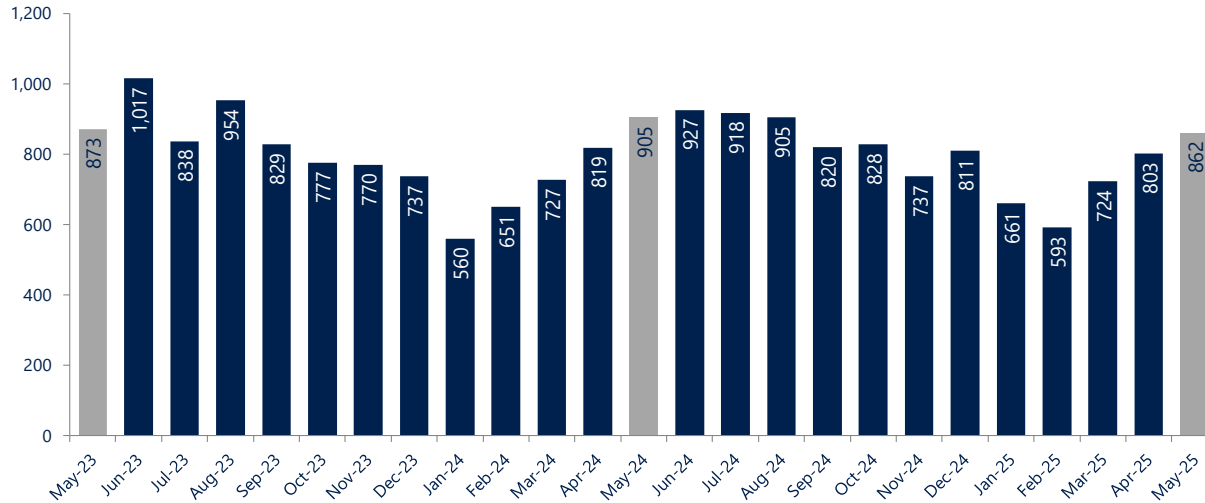
Highlights

- 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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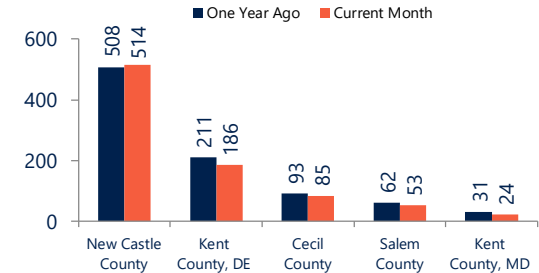
WILMINGTON, DE AREA - MAY 2025

Total Units Sold



Total Units Sold

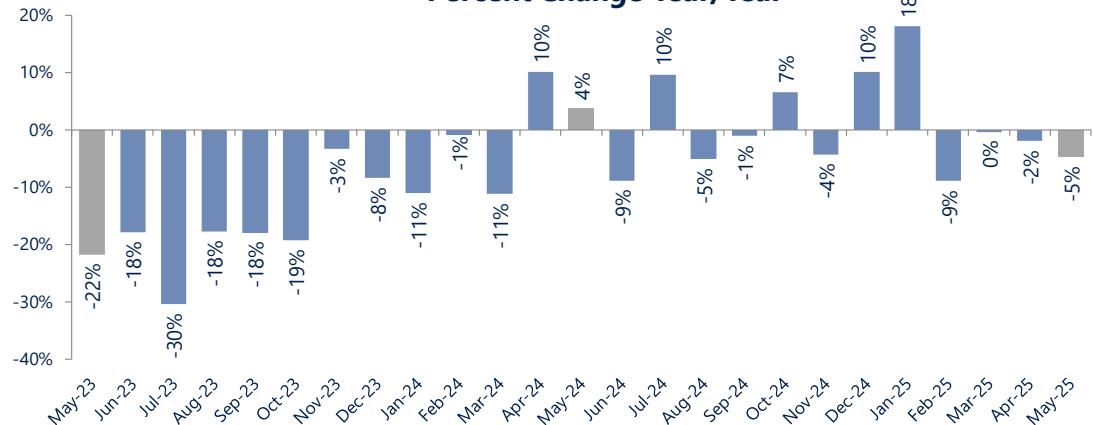
Of Top Five Counties/Cities Based on Total Units Sold



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.

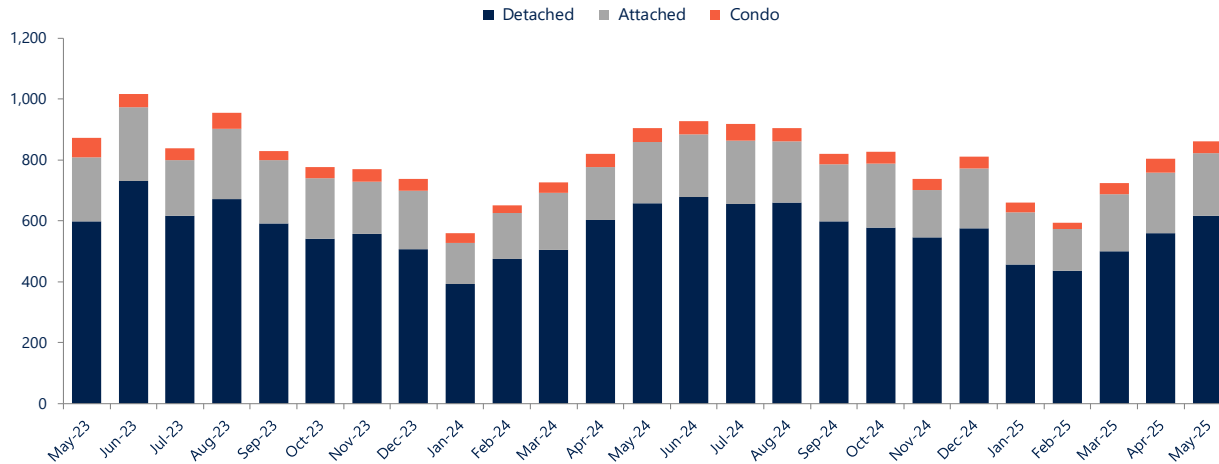
Total Units Sold Percent Change Year/Year



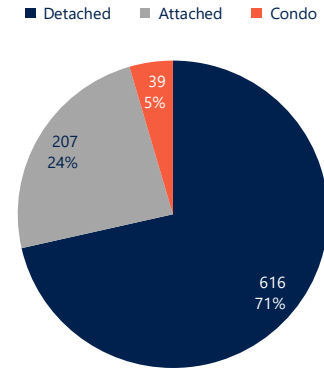
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WILMINGTON, DE AREA - MAY 2025

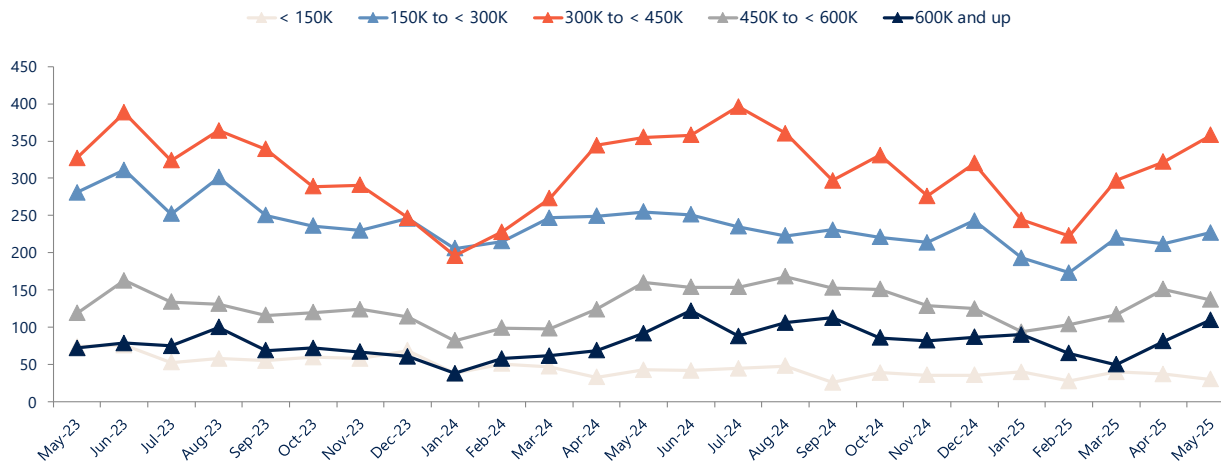
Total Units Sold by Type



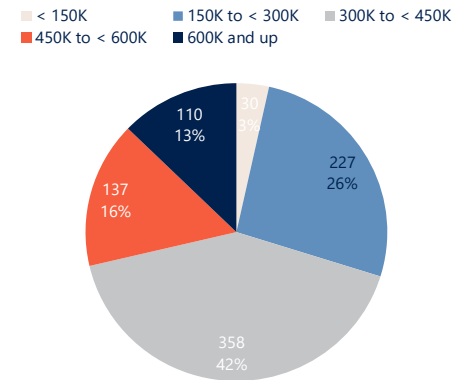
**Total Units Sold by Type
Current Month**



Total Units Sold by Price Range



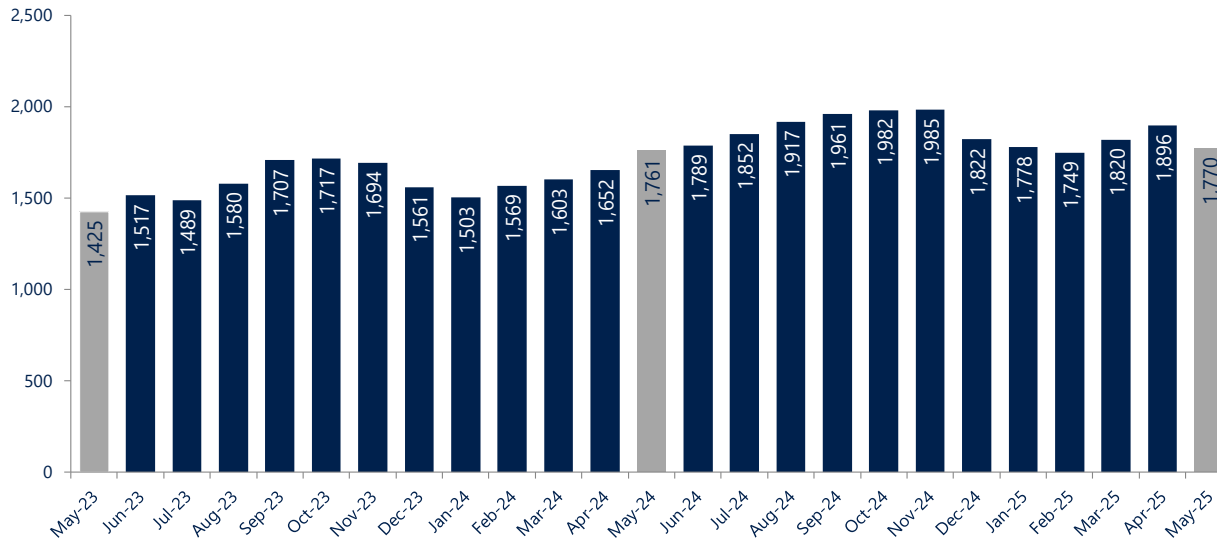
**Total Units Sold by Price Range
Current Month**



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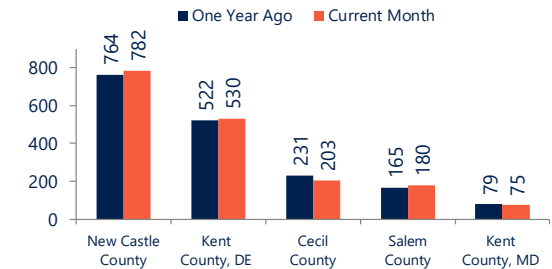
WILMINGTON, DE AREA - MAY 2025

Total Active Inventory



Total Active Inventory

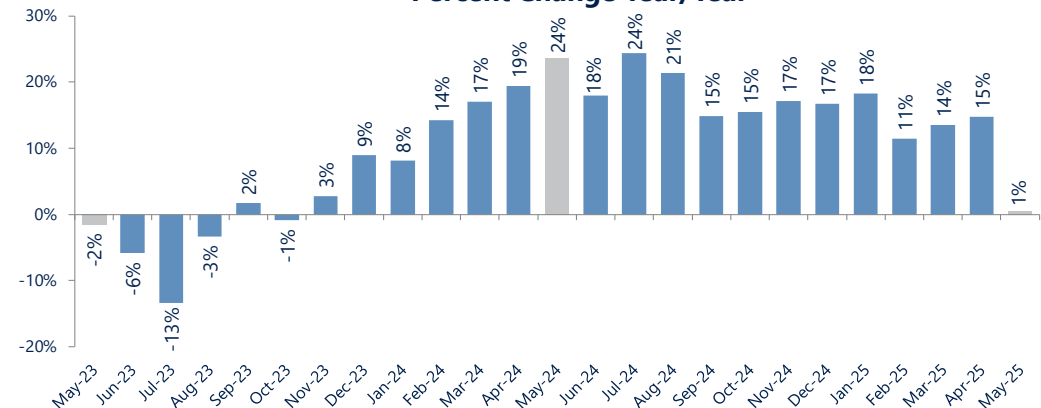
Of Top Five Counties/Cities Based on Total Units Sold



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

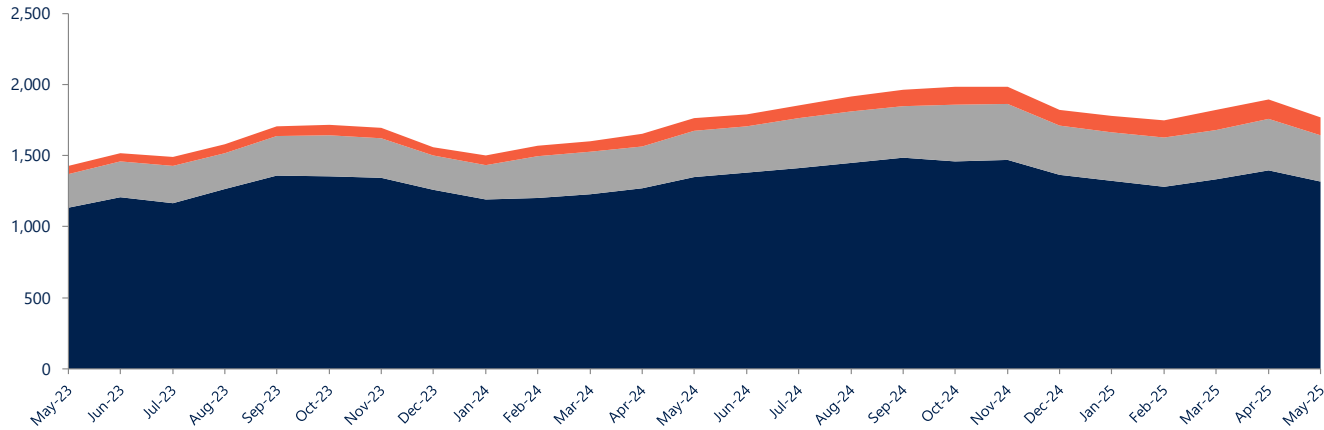


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WILMINGTON, DE AREA - MAY 2025

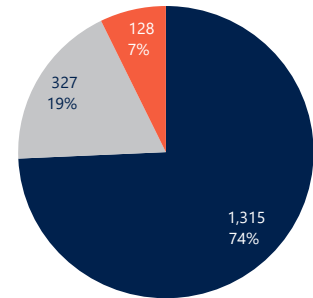
Total Active Inventory by Type

■ Detached ■ Attached ■ Condo



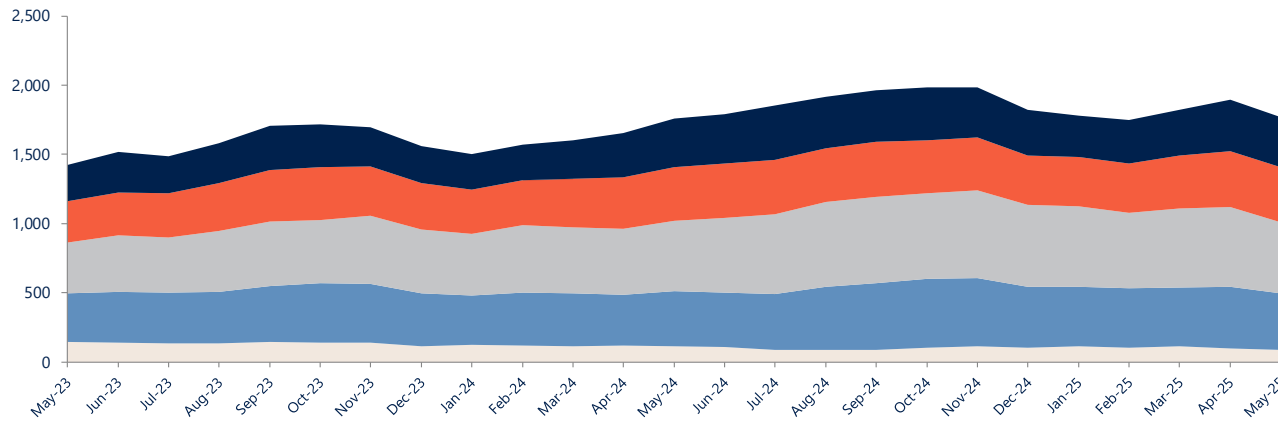
**Total Active Inventory by Type
Current Month**

■ Detached ■ Attached ■ Condo



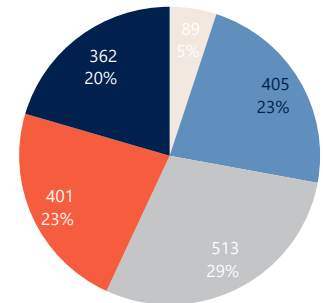
Total Active Inventory by Price Range

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



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

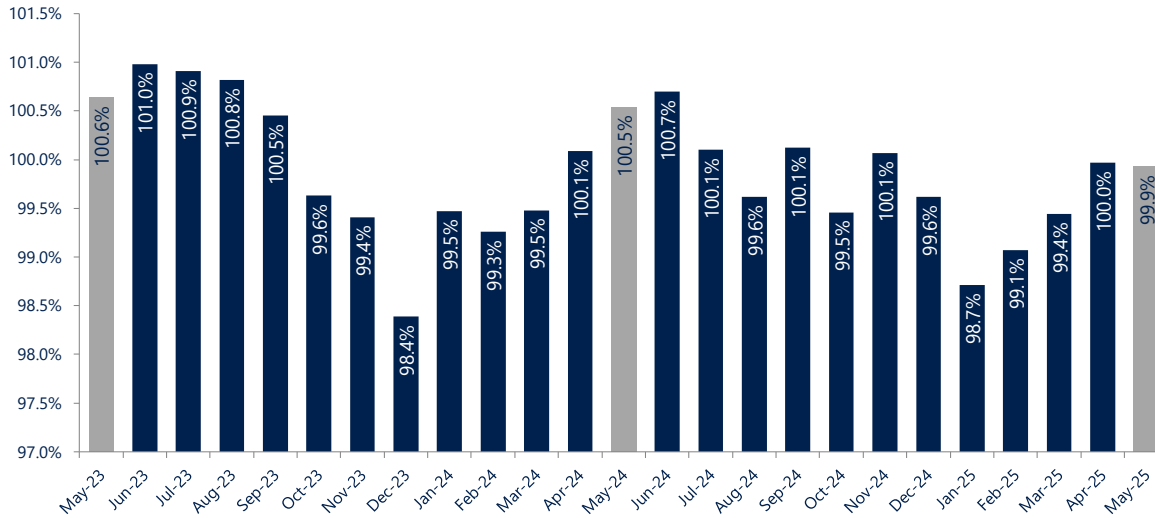
■ < 150K ■ 150K to < 300K ■ 300K to < 450K ■ 450K to < 600K ■ 600K and up



Long & Foster MARKET CONDITIONS REPORT

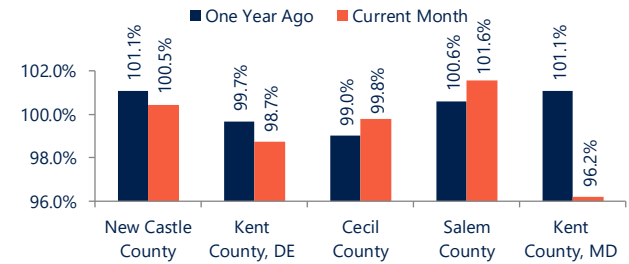
WILMINGTON, DE AREA - MAY 2025

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



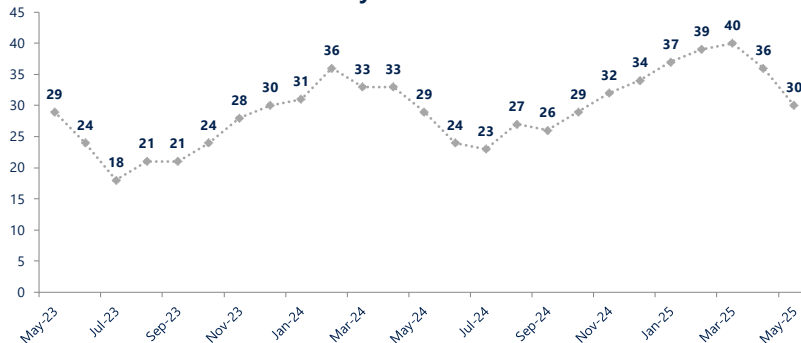
Days on Market

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

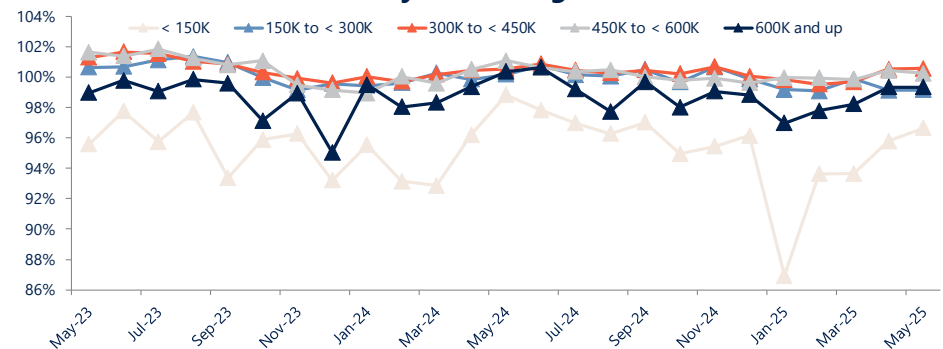
Avg Sale Price as % of List Price

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

Days on Market



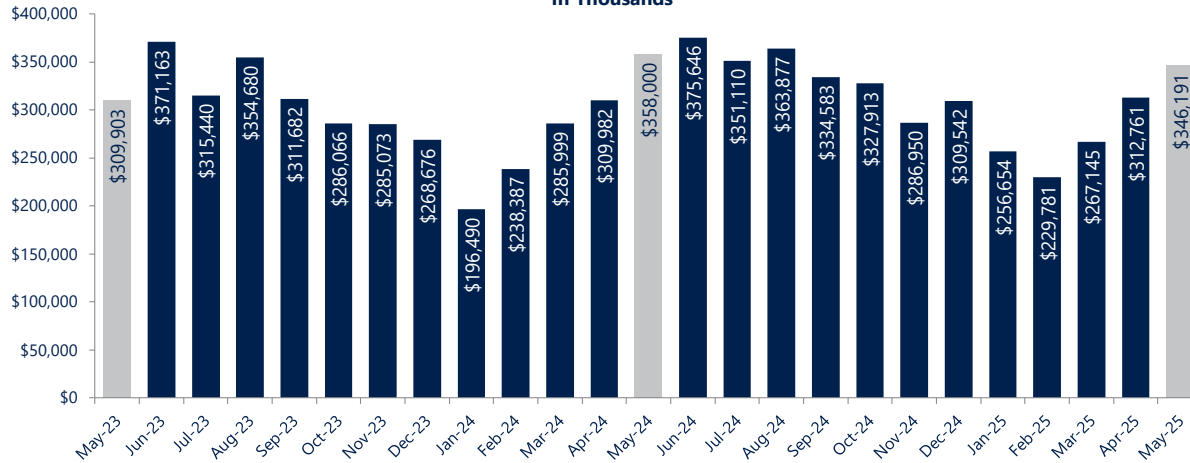
Average Sale Price as a Percent of List Price by Price Range



Long & Foster MARKET CONDITIONS REPORT

WILMINGTON, DE AREA - MAY 2025

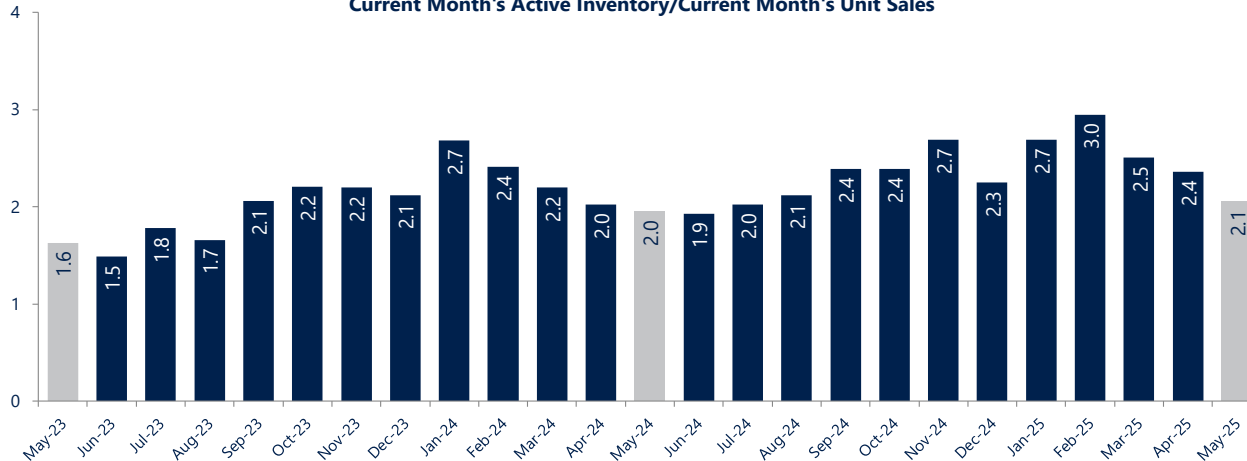
Total Dollar Volume Sold
In Thousands



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	

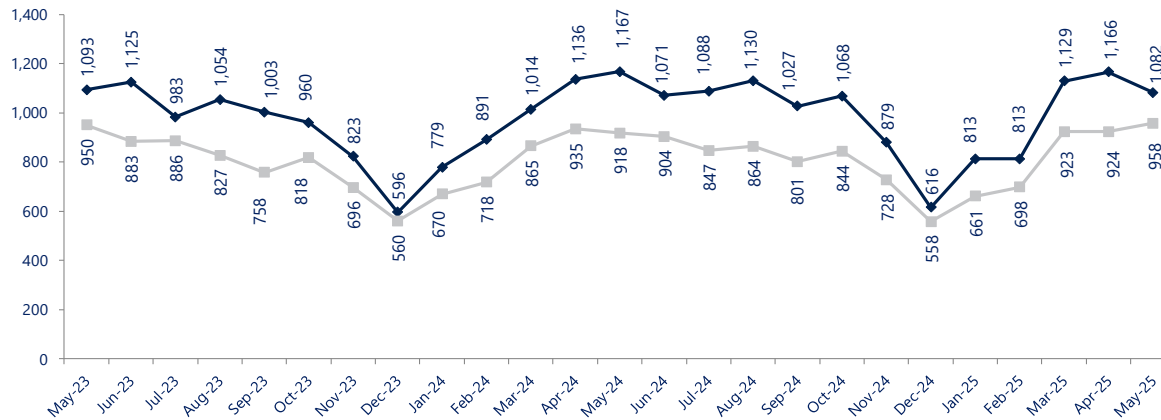
Months of Supply	
Current Month	One Year Ago
2.1	2.0
Up 5% Vs. Year Ago	

Long & Foster MARKET CONDITIONS REPORT

WILMINGTON, DE AREA - MAY 2025

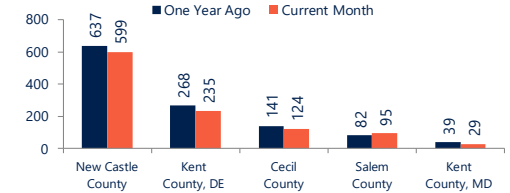
New Listings & New Contracts

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



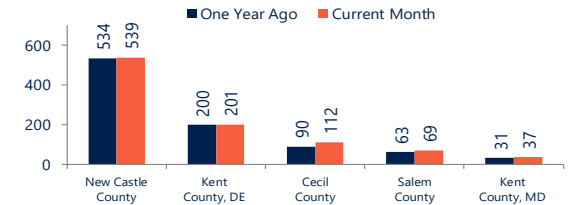
New Listings

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

