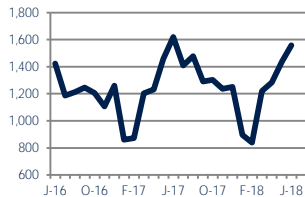
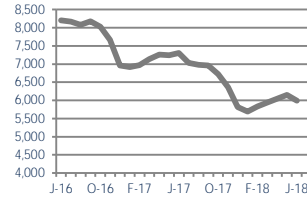


**Units Sold**  
1,559



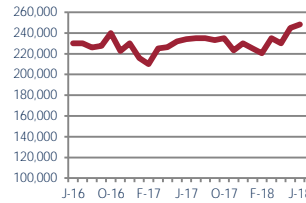
Down -4%  
Vs. Year Ago

**Active Inventory**  
5,991



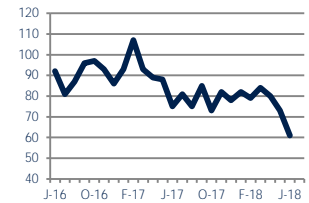
Down -18%  
Vs. Year Ago

**Median Sale Price**  
\$248,236



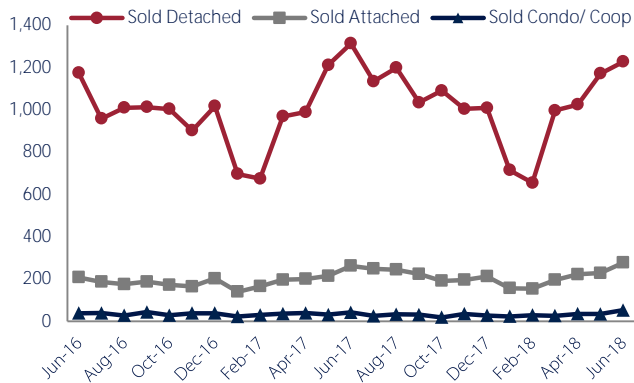
Up 6%  
Vs. Year Ago

**Days On Market**  
61



Down -19%  
Vs. Year Ago

### Units Sold\*



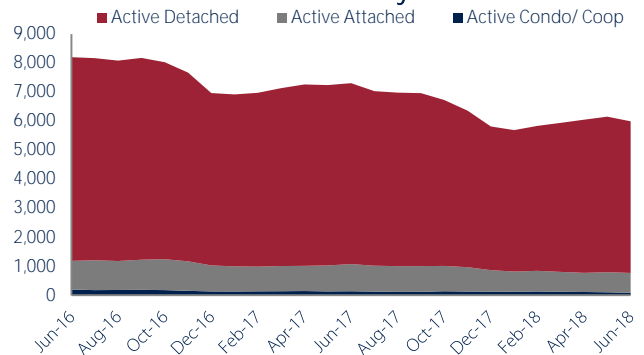
### Units Sold

There was an increase in total units sold in June, with 1,559 sold this month in Delaware versus 1,436 last month, an increase of 9%. This month's total units sold was lower than at this time last year, a decrease of 4% versus June 2017.

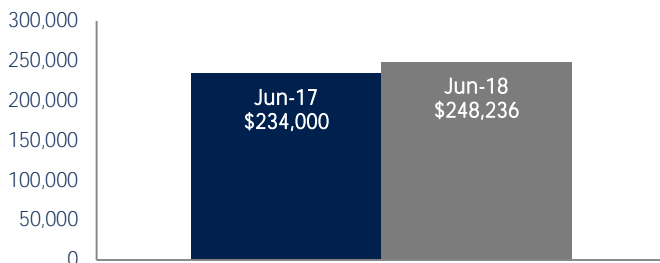
### Active Inventory

Versus last year, the total number of homes available this month is lower by 1,315 units or 18%. The total number of active inventory this June was 5,991 compared to 7,306 in June 2017. This month's total of 5,991 is lower than the previous month's total supply of available inventory of 6,152, a decrease of 3%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last June, the median sale price for Delaware Homes was \$234,000. This June, the median sale price was \$248,236, an increase of 6% or \$14,236 compared to last year. The current median sold price is 1% higher than in May.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



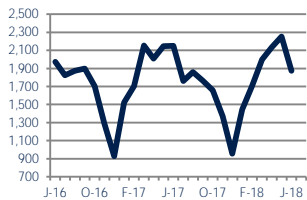
\*Defined as the counties of Kent, New Castle, and Sussex in DE

\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by TREND/BRIGHTMLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of TREND/BRIGHTMLS or Long & Foster Real Estate, Inc.



**New Listings**

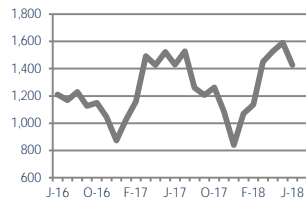
1,875



Down -13%  
Vs. Year Ago

**Current Contracts**

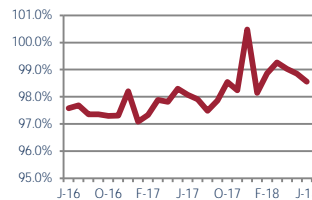
1,427



No Change  
Vs. Year Ago

**Sold Vs. List Price**

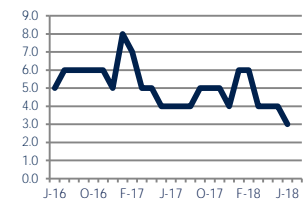
98.6%



No Change  
Vs. Year Ago

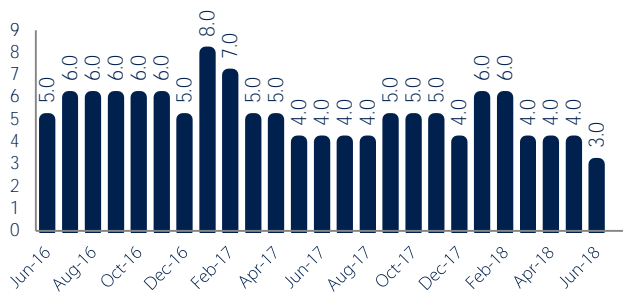
**Months of Supply**

3.0



Down -25%  
Vs. Year Ago

**Months Of Supply**



**Months of Supply**

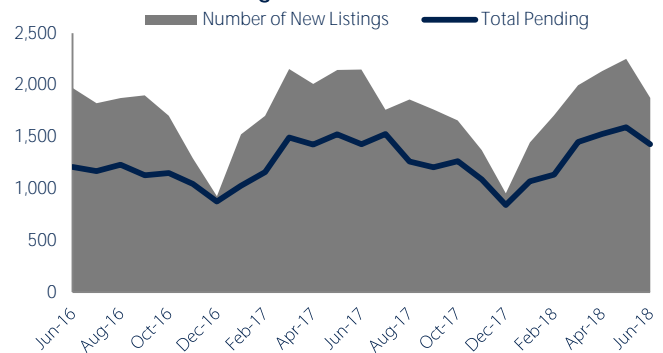
In June, there was 3.8 months of supply available in Delaware, compared to 4.5 in June 2017. That is a decrease of 15% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

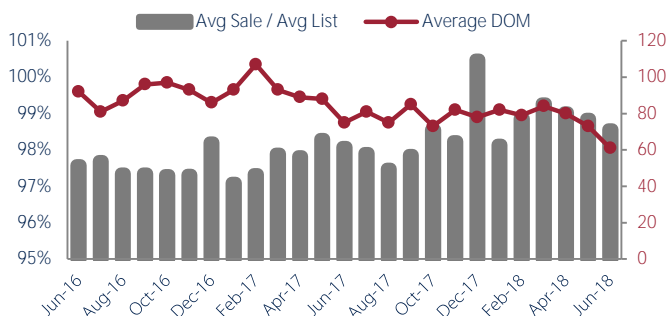
**New Listings & Current Contracts**

This month there were 1,875 homes newly listed for sale in Delaware compared to 2,149 in June 2017, a decrease of 13%. There were 1,427 current contracts pending sale this June, consistent with the volume a year ago. The number of current contracts is 10% lower than last month.

**New Listings & Current Contracts**



**Sale Price/ List Price & DOM**



**Sale Price to List Price Ratio**

In June, the average sale price in Delaware was 98.6% of the average list price, which is similar compared to a year ago.

**Days On Market**

This month, the average number of days on market was 61, lower than the average last year, which was 75, a decrease of 19%.



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