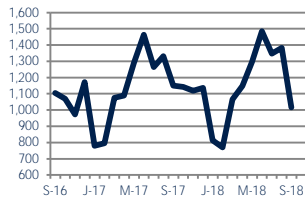
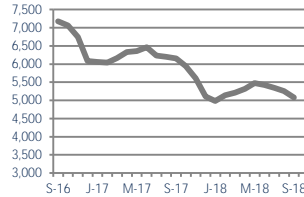


Units Sold 1,017



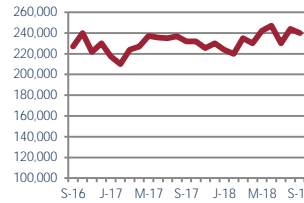
Down -12%
Vs. Year Ago

Active Inventory 5,082



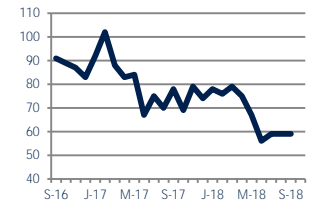
Down -17%
Vs. Year Ago

Median Sale Price \$240,000



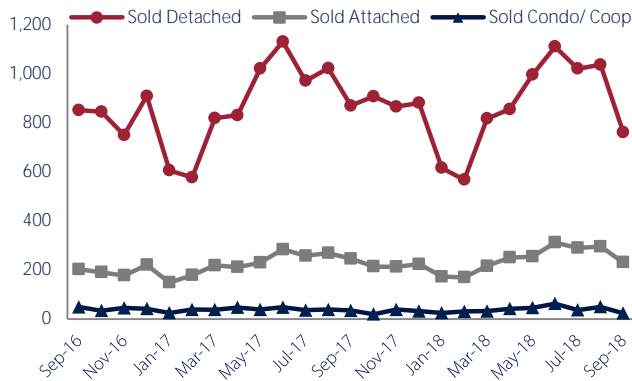
Up 3%
Vs. Year Ago

Days On Market 59



Down -24%
Vs. Year Ago

Units Sold*



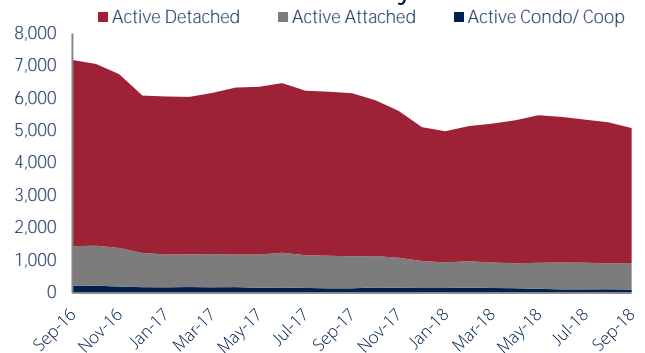
Units Sold

There was a decrease in total units sold in September, with 1,017 sold this month in Delaware versus 1,383 last month, a decrease of 26%. This month's total units sold was lower than at this time last year, a decrease of 12% versus September 2017.

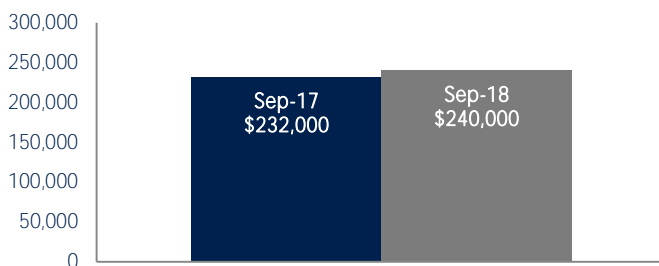
Active Inventory

Versus last year, the total number of homes available this month is lower by 1,074 units or 17%. The total number of active inventory this September was 5,082 compared to 6,156 in September 2017. This month's total of 5,082 is lower than the previous month's total supply of available inventory of 5,259, a decrease of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Delaware Homes was \$232,000. This September, the median sale price was \$240,000, an increase of 3% or \$8,000 compared to last year. The current median sold price is 2% lower than in August.

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

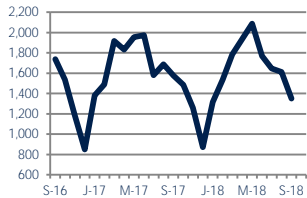
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

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New Listings

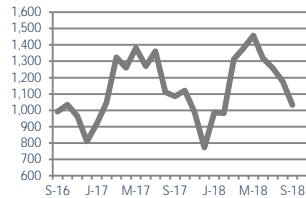
1,351



Down -14%
Vs. Year Ago

Current Contracts

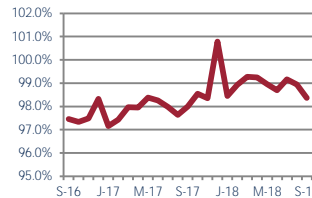
1,033



Down -5%
Vs. Year Ago

Sold Vs. List Price

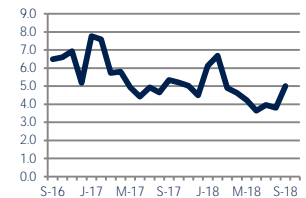
98.4%



No Change
Vs. Year Ago

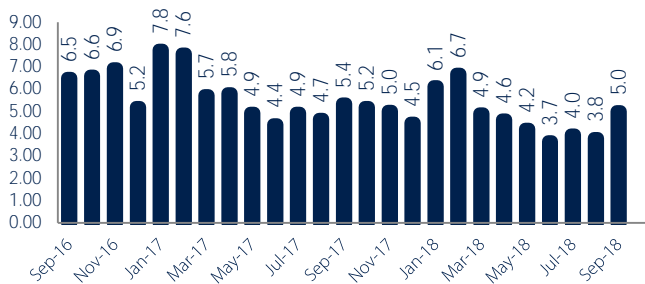
Months of Supply

5.0



Down -7%
Vs. Year Ago

Months Of Supply



Months of Supply

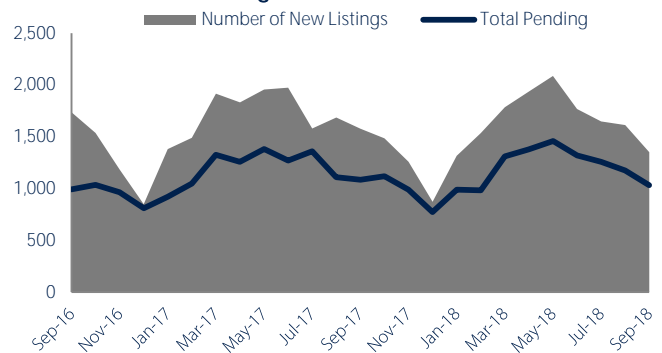
In September, there was 5.0 months of supply available in Delaware, compared to 5.3 in September 2017. That is a decrease of 7% versus a year ago.

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.

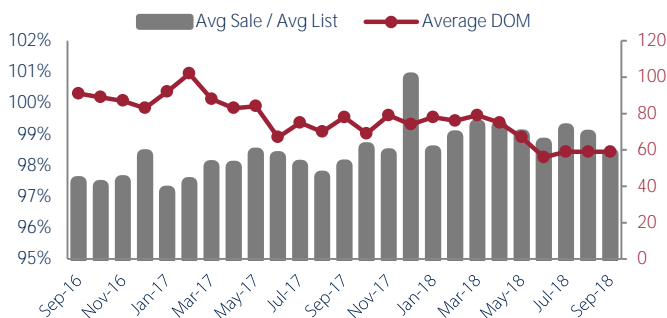
New Listings & Current Contracts

This month there were 1,351 homes newly listed for sale in Delaware compared to 1,578 in September 2017, a decrease of 14%. There were 1,033 current contracts pending sale this September compared to 1,085 a year ago. The number of current contracts is 5% lower than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Delaware was 98.4% 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 59, lower than the average last year, which was 78, a decrease of 24%.



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*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.

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