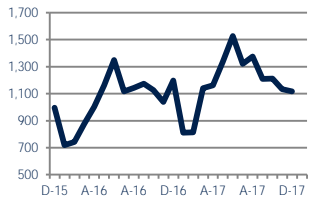


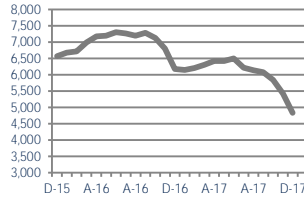


Units Sold
1,116



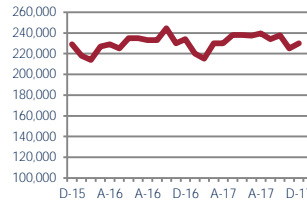
Down -7%
Vs. Year Ago

Active Inventory
4,839



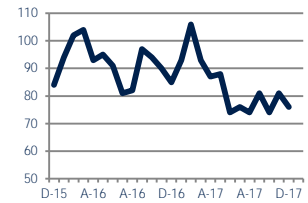
Down -22%
Vs. Year Ago

Median Sale Price
\$230,000



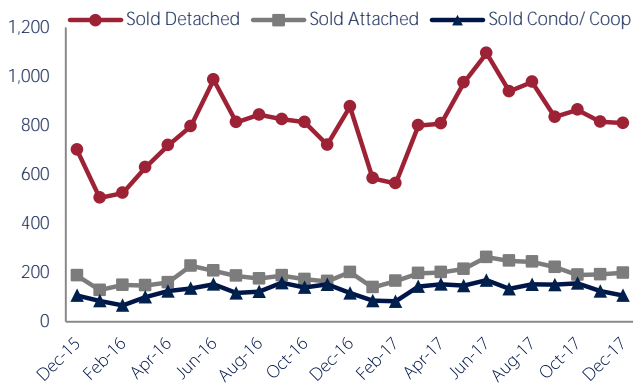
Down -2%
Vs. Year Ago

Days On Market
76



Down -11%
Vs. Year Ago

Units Sold*



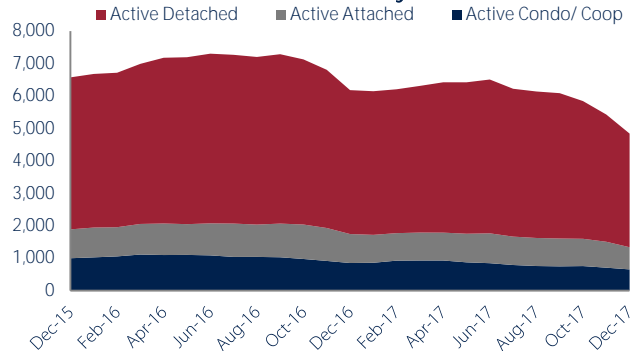
Units Sold

There was a decrease in total units sold in December, with 1,116 sold this month in Delaware versus 1,133 last month, a decrease of 2%. This month's total units sold was lower than at this time last year, a decrease of 7% versus December 2016.

Active Inventory

Versus last year, the total number of homes available this month is lower by 1,341 units or 22%. The total number of active inventory this December was 4,839 compared to 6,180 in December 2016. This month's total of 4,839 is lower than the previous month's total supply of available inventory of 5,427, a decrease of 11%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for Delaware Homes was \$233,900. This December, the median sale price was \$230,000, a decrease of 2% or \$3,900 compared to last year. The current median sold price is 2% higher than in November.

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.

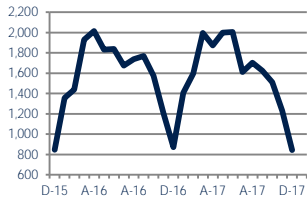
Information included in this report is based on data supplied by SCAOR/TREND and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of SCAOR/TREND or Long & Foster Real Estate, Inc.





New Listings

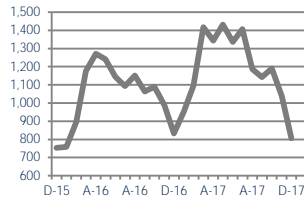
842



Down -3%
Vs. Year Ago

Current Contracts

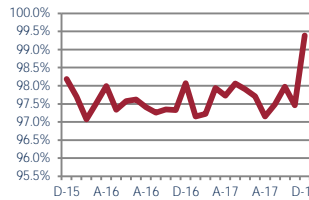
806



Down -3%
Vs. Year Ago

Sold Vs. List Price

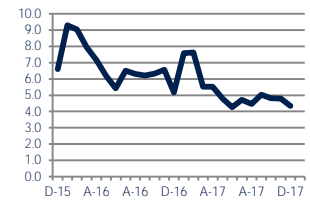
99.4%



Up 1.3%
Vs. Year Ago

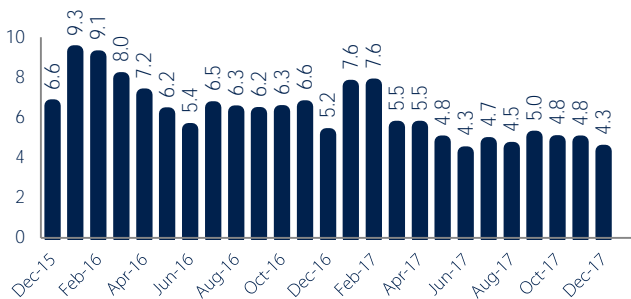
Months of Supply

4.3



Down -16%
Vs. Year Ago

Months Of Supply



Months of Supply

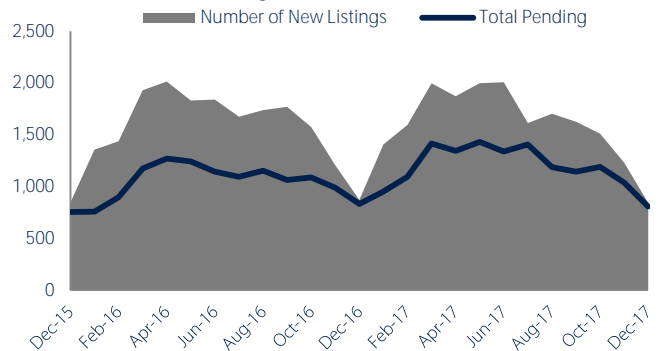
In December, there was 4.3 months of supply available in Delaware, compared to 5.2 in December 2016. That is a decrease of 16% versus a year ago.

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.

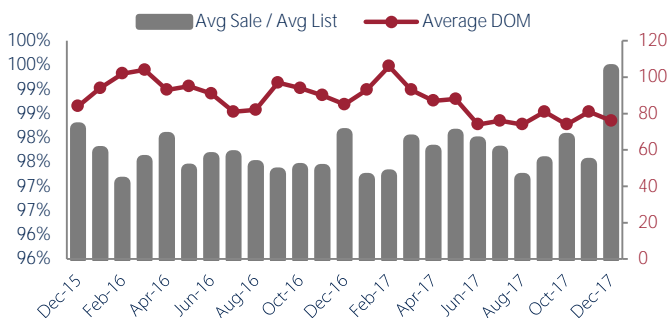
New Listings & Current Contracts

This month there were 842 homes newly listed for sale in Delaware compared to 871 in December 2016, a decrease of 3%. There were 806 current contracts pending sale this December compared to 832 a year ago. The number of current contracts is 3% lower than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Delaware was 99.4% of the average list price, which is 1.3% higher than at this time last year.

Days On Market

This month, the average number of days on market was 76, lower than the average last year, which was 85, a decrease of 11%.



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