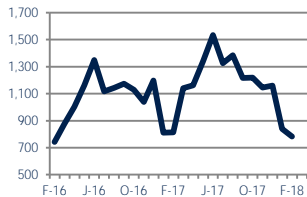




### Units Sold

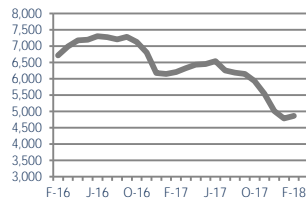
783



Down -4%  
Vs. Year Ago

### Active Inventory

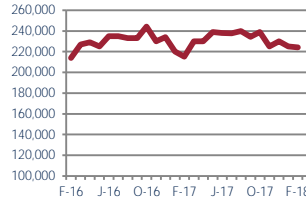
4,869



Down -22%  
Vs. Year Ago

### Median Sale Price

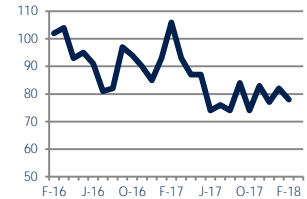
\$224,000



Up 4%  
Vs. Year Ago

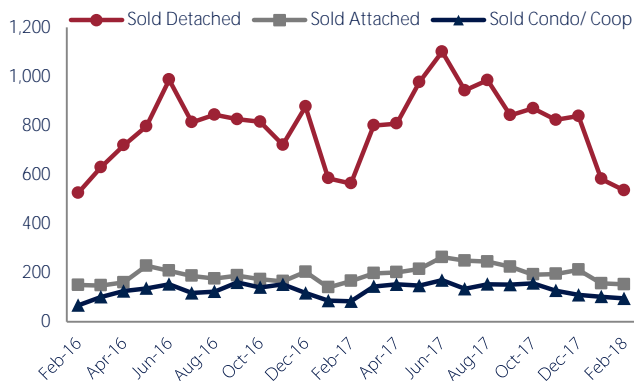
### Days On Market

78



Down -26%  
Vs. Year Ago

### Units Sold\*



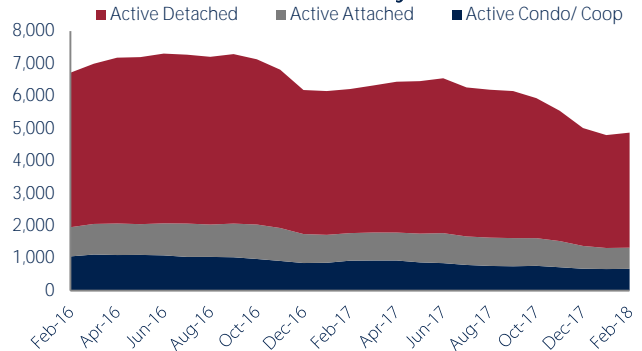
### Units Sold

There was a decrease in total units sold in February, with 783 sold this month in Delaware versus 840 last month, a decrease of 7%. This month's total units sold was lower than at this time last year, a decrease of 4% versus February 2017.

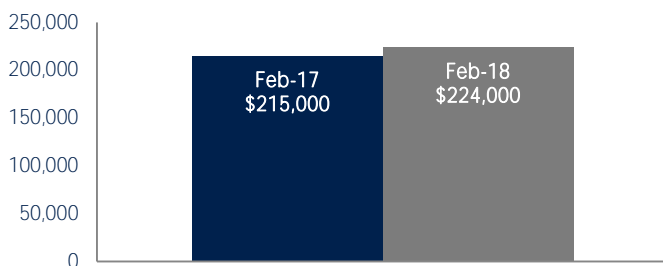
### Active Inventory

Versus last year, the total number of homes available this month is lower by 1,345 units or 22%. The total number of active inventory this February was 4,869 compared to 6,214 in February 2017. This month's total of 4,869 is higher than the previous month's total supply of available inventory of 4,793, an increase of 2%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last February, the median sale price for Delaware Homes was \$215,000. This February, the median sale price was \$224,000, an increase of 4% or \$9,000 compared to last year. The current median sold price is approximately the same as the median price in January.

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

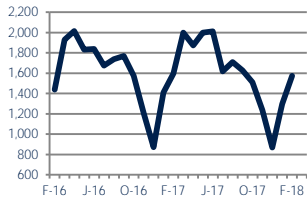
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

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**New Listings**

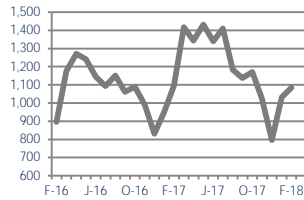
1,573



Down -1%  
Vs. Year Ago

**Current Contracts**

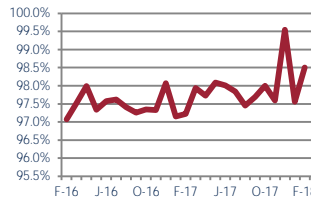
1,085



Down -1%  
Vs. Year Ago

**Sold Vs. List Price**

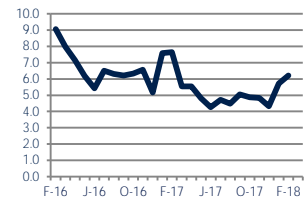
98.5%



Up 1.3%  
Vs. Year Ago

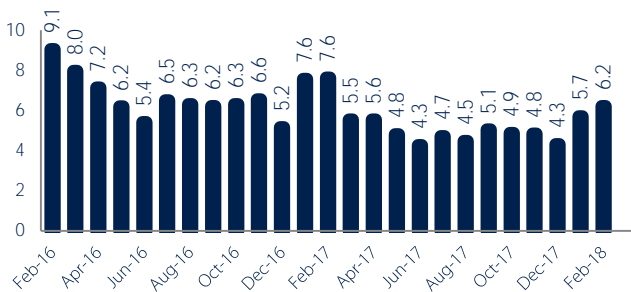
**Months of Supply**

6.2



Down -19%  
Vs. Year Ago

**Months Of Supply**



**Months of Supply**

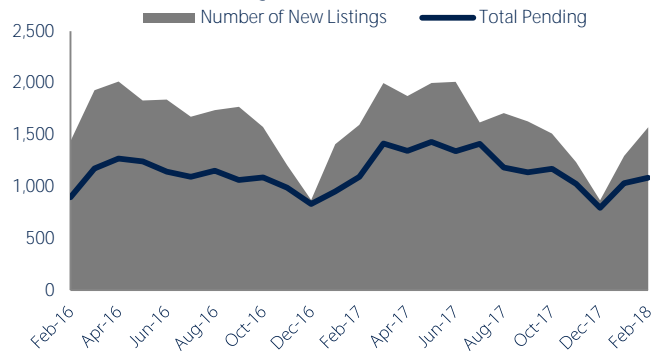
In February, there was 6.2 months of supply available in Delaware, compared to 7.6 in February 2017. That is a decrease of 19% versus a year ago.

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.

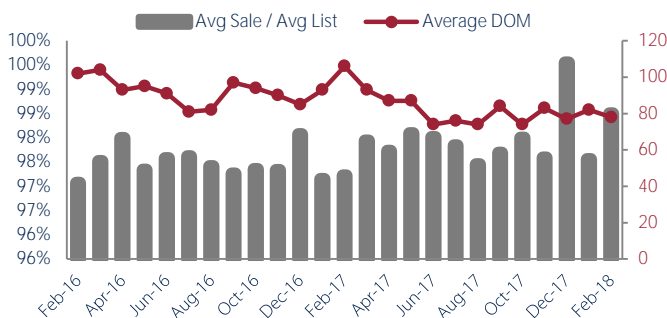
**New Listings & Current Contracts**

This month there were 1,573 homes newly listed for sale in Delaware compared to 1,596 in February 2017, a decrease of 1%. There were 1,085 current contracts pending sale this February compared to 1,095 a year ago. The number of current contracts is 1% lower than last February.

**New Listings & Current Contracts**



**Sale Price/ List Price & DOM**



**Sale Price to List Price Ratio**

In February, the average sale price in Delaware was 98.5% 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 78, lower than the average last year, which was 106, a decrease of 26%.



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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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