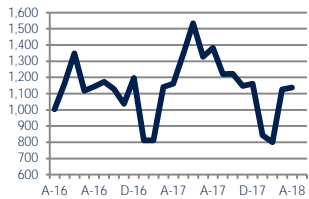


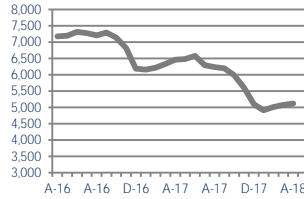


Units Sold
1,137



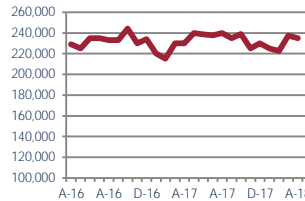
Down -2%
Vs. Year Ago

Active Inventory
5,118



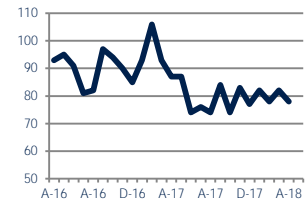
Down -21%
Vs. Year Ago

Median Sale Price
\$235,000



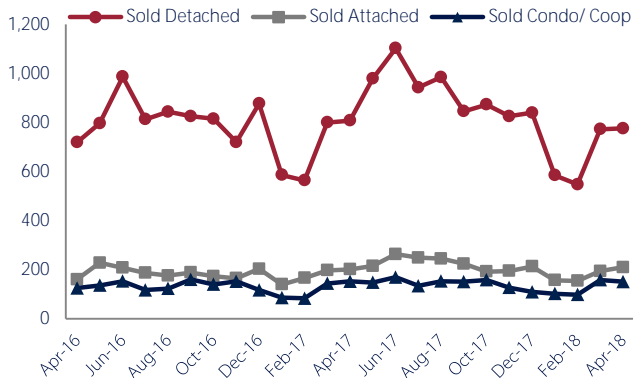
Up 2%
Vs. Year Ago

Days On Market
78



Down -10%
Vs. Year Ago

Units Sold*



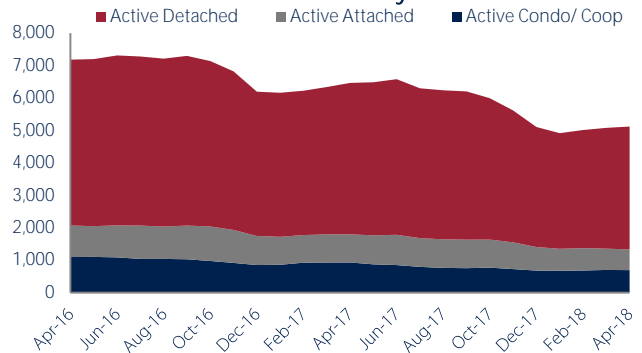
Units Sold

There was an increase in total units sold in April, with 1,137 sold this month in Delaware versus 1,125 last month, an increase of 1%. This month's total units sold was lower than at this time last year, a decrease of 2% versus April 2017.

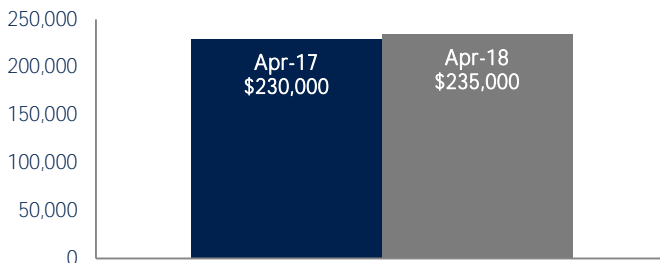
Active Inventory

Versus last year, the total number of homes available this month is lower by 1,346 units or 21%. The total number of active inventory this April was 5,118 compared to 6,464 in April 2017. This month's total of 5,118 is higher than the previous month's total supply of available inventory of 5,078, an increase of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Delaware Homes was \$230,000. This April, the median sale price was \$235,000, an increase of 2% or \$5,000 compared to last year. The current median sold price is 1% lower than in March.

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.

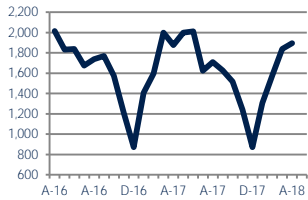
Information included in this report is based on data supplied by SCAOR/TREND and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently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





New Listings

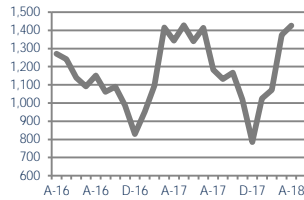
1,896



Up 1%
Vs. Year Ago

Current Contracts

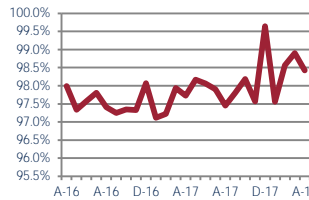
1,426



Up 6%
Vs. Year Ago

Sold Vs. List Price

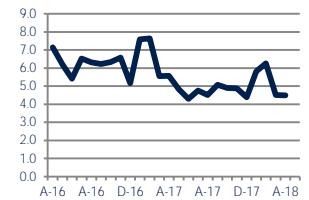
98.4%



Up 0.7%
Vs. Year Ago

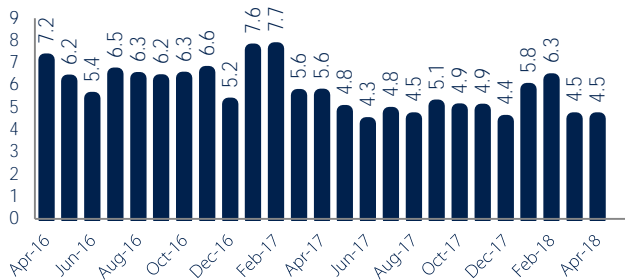
Months of Supply

4.5



Down -19%
Vs. Year Ago

Months Of Supply



Months of Supply

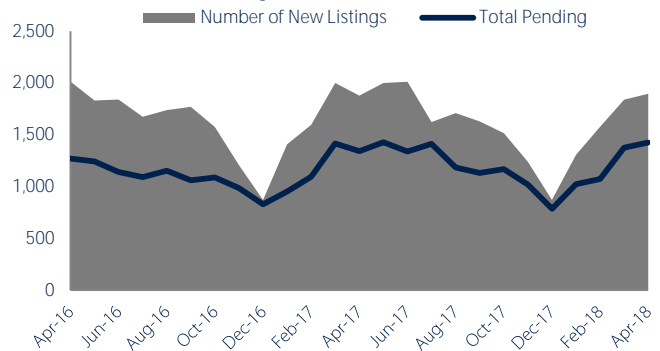
In April, there was 4.5 months of supply available in Delaware, compared to 5.6 in April 2017. That is a decrease of 19% versus a year ago.

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.

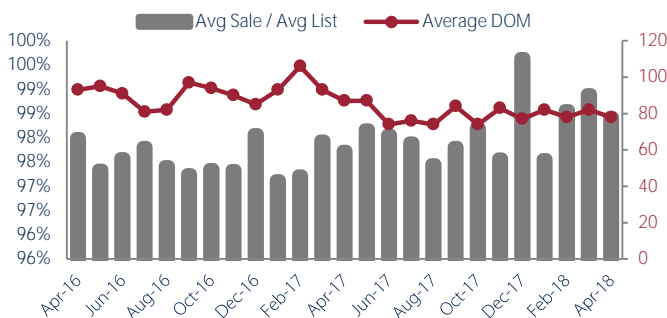
New Listings & Current Contracts

This month there were 1,896 homes newly listed for sale in Delaware compared to 1,878 in April 2017, an increase of 1%. There were 1,426 current contracts pending sale this April compared to 1,343 a year ago. The number of current contracts is 6% higher than last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Delaware was 98.4% of the average list price, which is 0.7% 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 87, a decrease of 10%.



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