



The Long & Foster Market Minute™

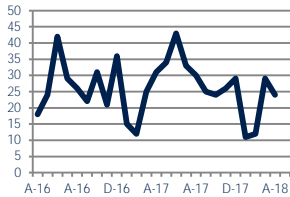
Focus On: Hockessin, Greenville, and Centerville Housing Market

April 2018

Zip Code(s): 19707,19807,19710 and 19736

Units Sold

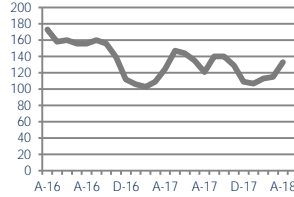
24



Down -23%
Vs. Year Ago

Active Inventory

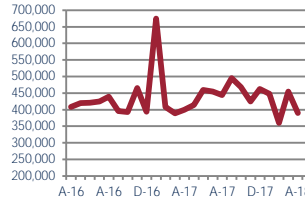
133



Up 6%
Vs. Year Ago

Median Sale Price

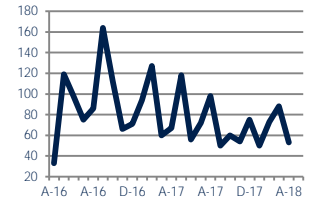
\$390,000



Down -3%
Vs. Year Ago

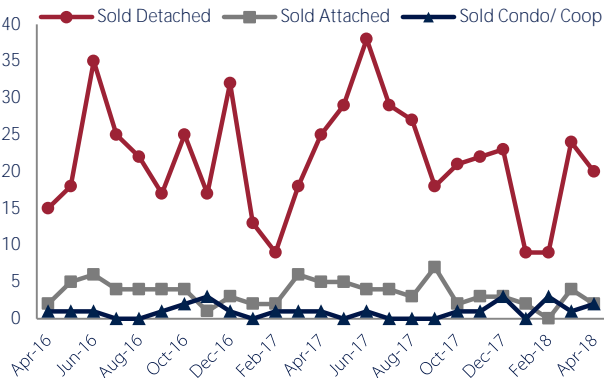
Days On Market

53



Down -21%
Vs. Year Ago

Units Sold*



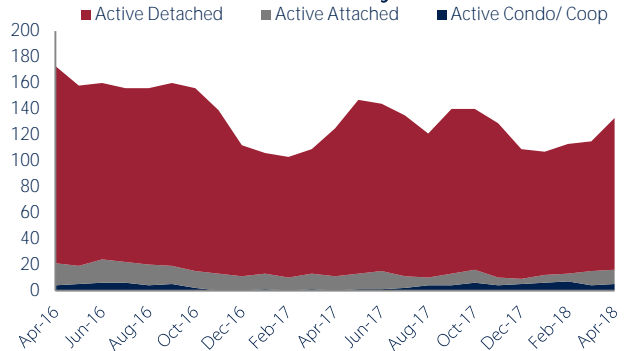
Units Sold

There was a decrease in total units sold in April, with 24 sold this month in Hockessin, Greenville, and Centerville versus 29 last month, a decrease of 17%. This month's total units sold was lower than at this time last year, a decrease of 23% versus April 2017.

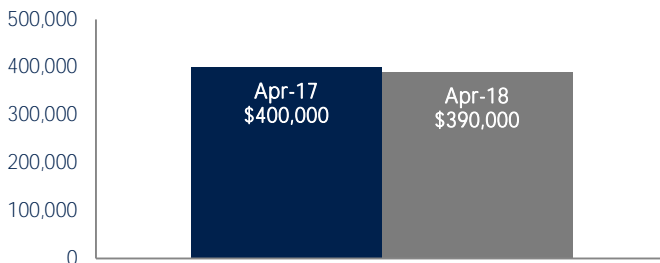
Active Inventory

Versus last year, the total number of homes available this month is higher by 8 units or 6%. The total number of active inventory this April was 133 compared to 125 in April 2017. This month's total of 133 is higher than the previous month's total supply of available inventory of 115, an increase of 16%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Hockessin, Greenville, and Centerville Homes was \$400,000. This April, the median sale price was \$390,000, a decrease of 3% or \$10,000 compared to last year. The current median sold price is 14% 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.

Hockessin, Greenville, and Centerville are defined as properties listed in zip code/s 19707,19807,19710 and 19736.

*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 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 or Long & Foster Real Estate, Inc.



CHRISTIE'S INTERNATIONAL REAL ESTATE





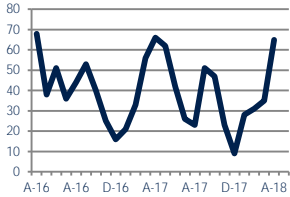
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April 2018

Zip Code(s): 19707,19807,19710 and 19736

New Listings

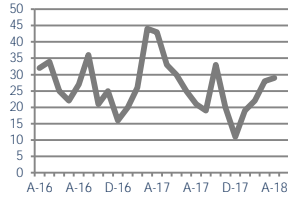
65



Down -2%
Vs. Year Ago

Current Contracts

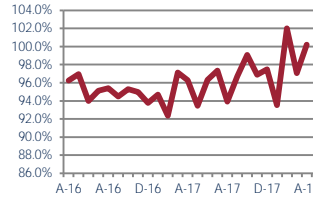
29



Down -33%
Vs. Year Ago

Sold Vs. List Price

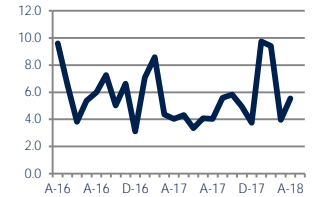
100.2%



Up 4.1%
Vs. Year Ago

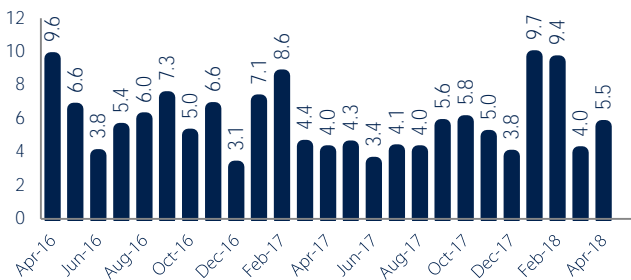
Months of Supply

5.5



Up 37%
Vs. Year Ago

Months Of Supply



Months of Supply

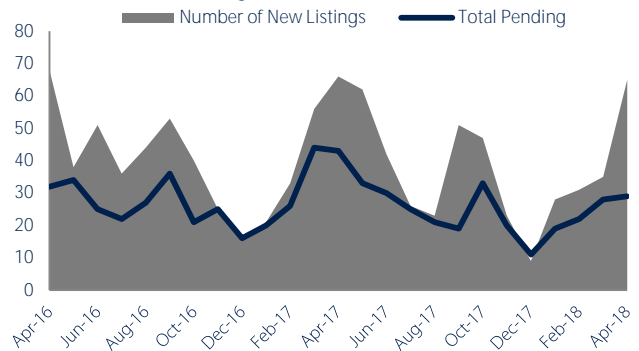
In April, there was 5.5 months of supply available in Hockessin, Greenville, and Centerville, compared to 4.0 in April 2017. That is an increase of 37% versus a year ago.

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.

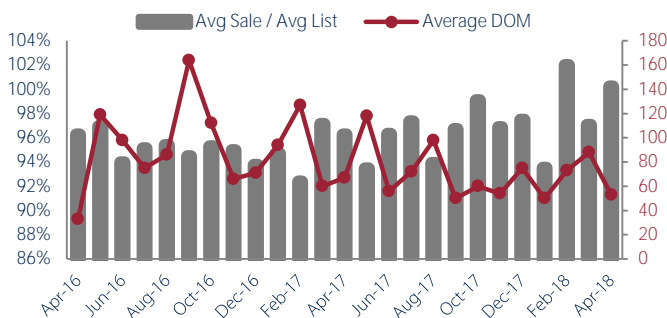
New Listings & Current Contracts

This month there were 65 homes newly listed for sale in Hockessin, Greenville, and Centerville compared to 66 in April 2017, a decrease of 2%. There were 29 current contracts pending sale this April compared to 43 a year ago. The number of current contracts is 33% lower 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 Hockessin, Greenville, and Centerville was 100.2% of the average list price, which is 3.9% higher than at this time last year.

Days On Market

This month, the average number of days on market was 53, lower than the average last year, which was 67, a decrease of 21%.



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