



The Long & Foster Market Minute™

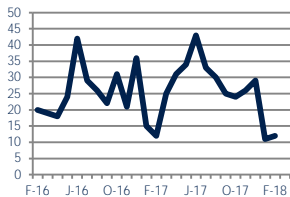
Focus On: Hockessin, Greenville, and Centerville Housing Market

February 2018

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

Units Sold

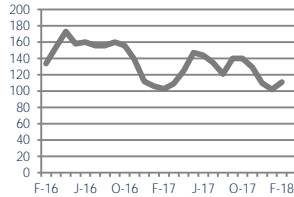
12



No Change
Vs. Year Ago

Active Inventory

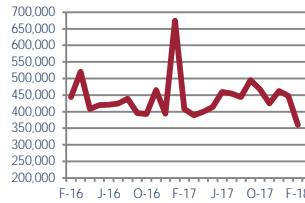
111



Up 8%
Vs. Year Ago

Median Sale Price

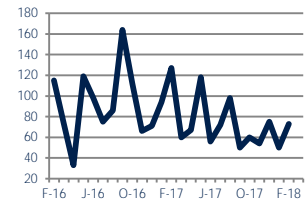
\$359,950



Down -12%
Vs. Year Ago

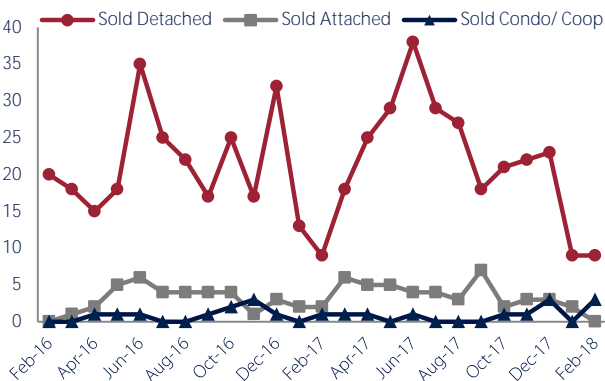
Days On Market

73



Down -43%
Vs. Year Ago

Units Sold*



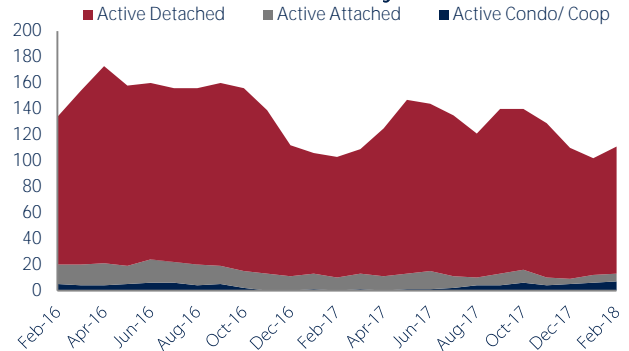
Units Sold

There was an increase in total units sold in February, with 12 sold this month in Hockessin, Greenville, and Centerville, an increase of 9%. This month's total units sold is similar compared to a year ago.

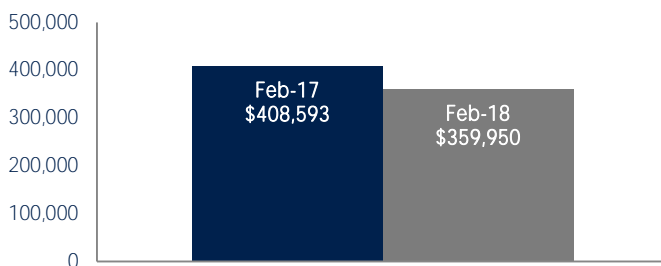
Active Inventory

Versus last year, the total number of homes available this month is higher by 8 units or 8%. The total number of active inventory this February was 111 compared to 103 in February 2017. This month's total of 111 is higher than the previous month's total supply of available inventory of 102, an increase of 9%.

Active Inventory*



Median Sale Price



Median Sale Price

Last February, the median sale price for Hockessin, Greenville, and Centerville Homes was \$408,593. This February, the median sale price was \$359,950, a decrease of 12% or \$48,643 compared to last year. The current median sold price is 20% lower than in January.

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.



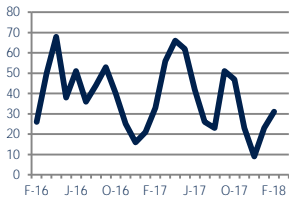
CHRISTIE'S
INTERNATIONAL REAL ESTATE



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

New Listings

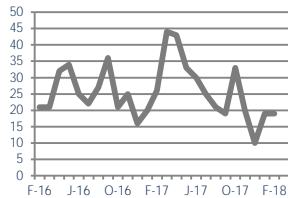
31



Down -6%
Vs. Year Ago

Current Contracts

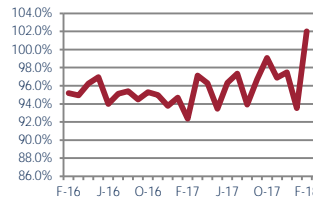
19



Down -27%
Vs. Year Ago

Sold Vs. List Price

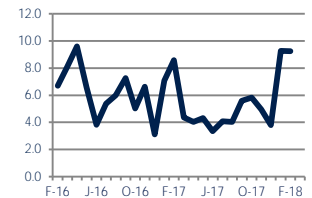
102.0%



Up
Vs. Year Ago

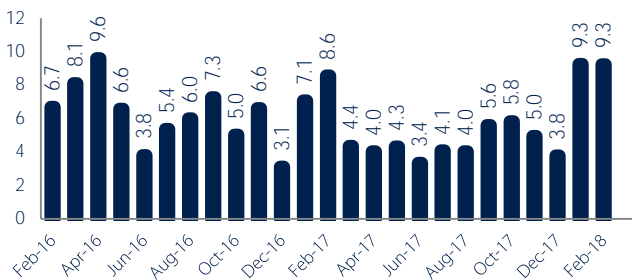
Months of Supply

9.3



Up 8%
Vs. Year Ago

Months Of Supply



Months of Supply

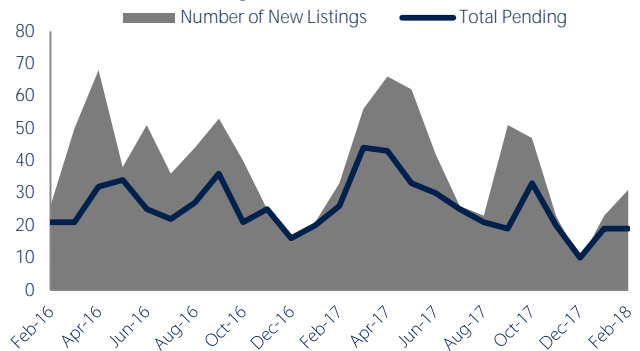
In February, there was 9.3 months of supply available in Hockessin, Greenville, and Centerville, compared to 8.6 in February 2017. That is an increase of 8% versus a year ago.

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.

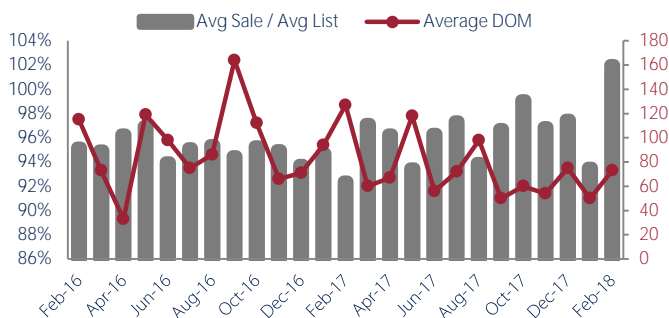
New Listings & Current Contracts

This month there were 31 homes newly listed for sale in Hockessin, Greenville, and Centerville compared to 33 in February 2017, a decrease of 6%. There were 19 current contracts pending sale this February compared to 26 a year ago. The number of current contracts remained stable as compared to last February.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In February, the average sale price in Hockessin, Greenville, and Centerville was 102.0% of the average list price, which is higher than at this time last year.

Days On Market

This month, the average number of days on market was 73, lower than the average last year, which was 127, a decrease of 43%.



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