



The Long & Foster Market Minute™

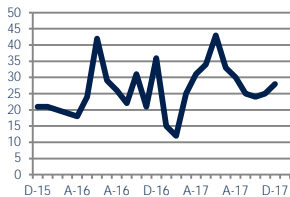
Focus On: Hockessin, Greenville, and Centerville Housing Market

December 2017

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

Units Sold

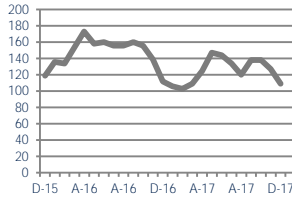
28



Down -22%
Vs. Year Ago

Active Inventory

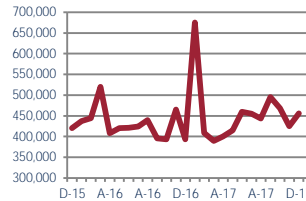
109



Down -3%
Vs. Year Ago

Median Sale Price

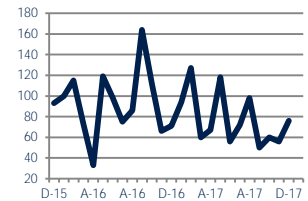
\$456,000



Up 16%
Vs. Year Ago

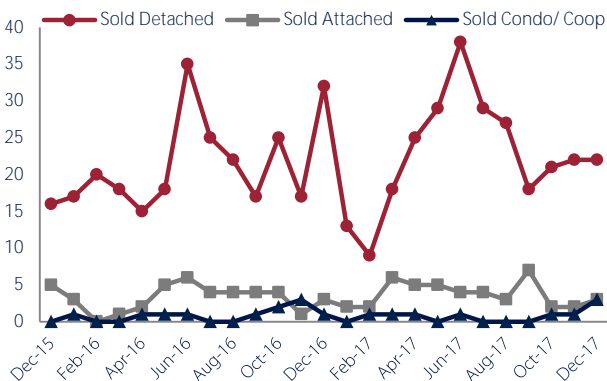
Days On Market

76



Up 7%
Vs. Year Ago

Units Sold*



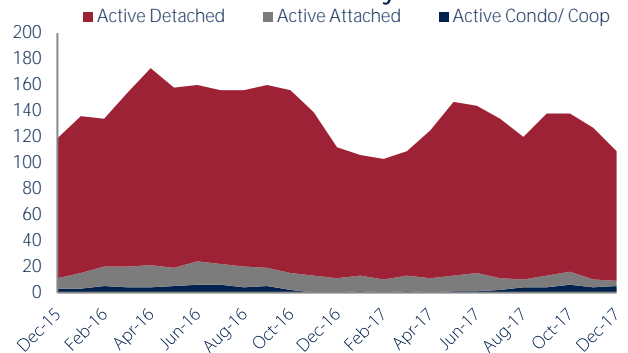
Units Sold

There was an increase in total units sold in December, with 28 sold this month in Hockessin, Greenville, and Centerville versus 25 last month, an increase of 12%. This month's total units sold was lower than at this time last year, a decrease of 22% versus December 2016.

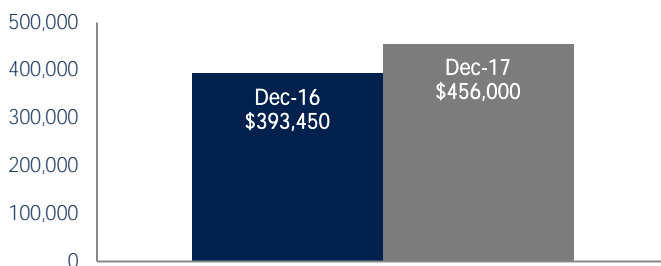
Active Inventory

Versus last year, the total number of homes available this month is lower by 3 units or 3%. The total number of active inventory this December was 109 compared to 112 in December 2016. This month's total of 109 is lower than the previous month's total supply of available inventory of 127, a decrease of 14%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for Hockessin, Greenville, and Centerville Homes was \$393,450. This December, the median sale price was \$456,000, an increase of 16% or \$62,550 compared to last year. The current median sold price is 7% 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.

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.



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INTERNATIONAL REAL ESTATE



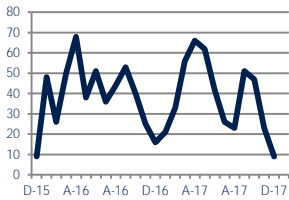
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December 2017

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New Listings

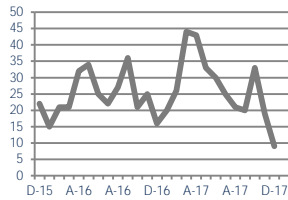
9



Down -44%
Vs. Year Ago

Current Contracts

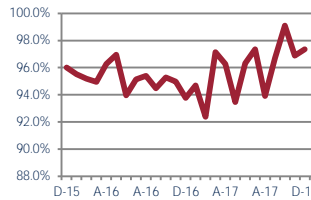
9



Down -44%
Vs. Year Ago

Sold Vs. List Price

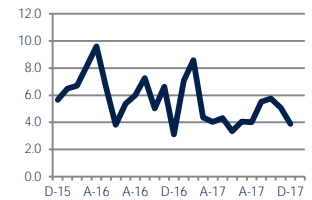
97.4%



Up 3.8%
Vs. Year Ago

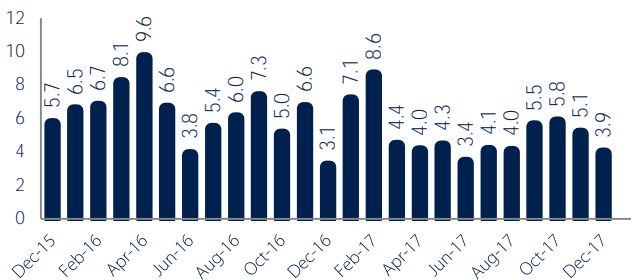
Months of Supply

3.9



Up 25%
Vs. Year Ago

Months Of Supply



Months of Supply

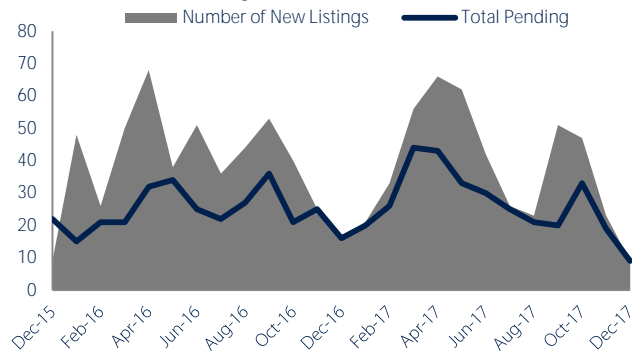
In December, there was 3.9 months of supply available in Hockessin, Greenville, and Centerville, compared to 3.1 in December 2016. That is an increase of 25% versus a year ago.

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.

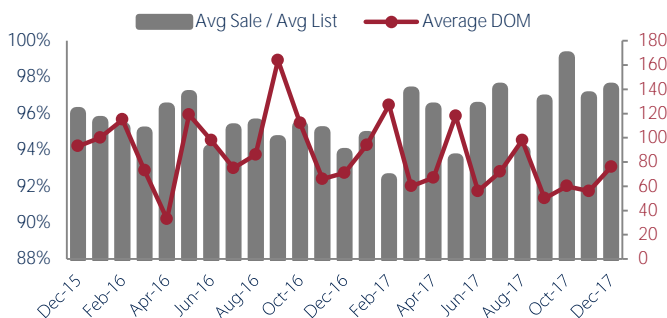
New Listings & Current Contracts

This month there were 9 homes newly listed for sale in Hockessin, Greenville, and Centerville compared to 16 in December 2016, a decrease of 44%. There were 9 current contracts pending sale this December compared to 16 a year ago. The number of current contracts is 44% 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 Hockessin, Greenville, and Centerville was 97.4% of the average list price, which is 3.6% higher than at this time last year.

Days On Market

This month, the average number of days on market was 76, higher than the average last year, which was 71, an increase of 7%.



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