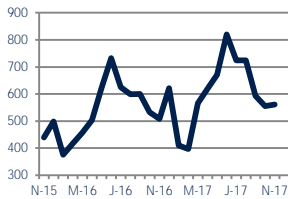




Units Sold

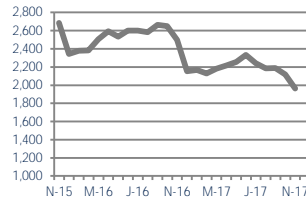
561



Up 10%
Vs. Year Ago

Active Inventory

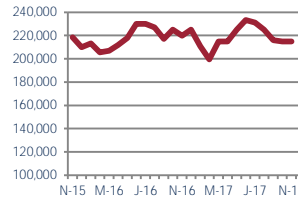
1,963



Down -21%
Vs. Year Ago

Median Sale Price

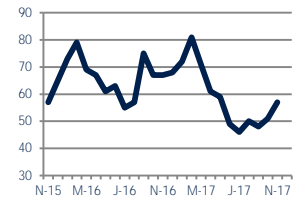
\$215,000



Down -2%
Vs. Year Ago

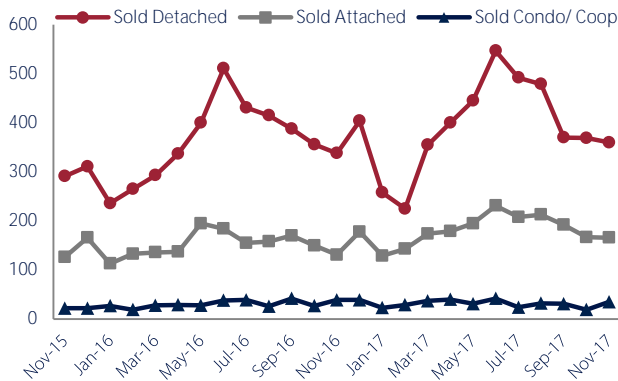
Days On Market

57



Down -15%
Vs. Year Ago

Units Sold*



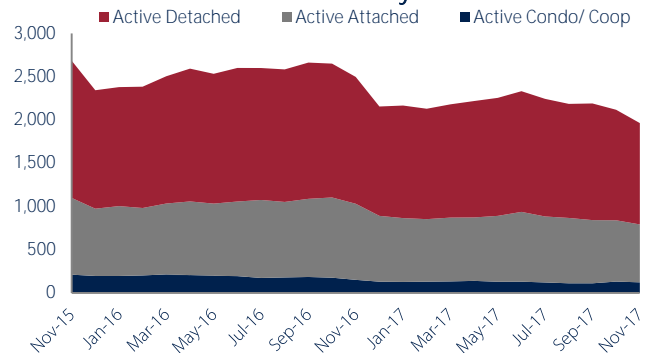
Units Sold

There was an increase in total units sold in November, with 561 sold this month in New Castle County versus 555 last month, an increase of 1%. This month's total units sold was higher than at this time last year, an increase of 10% versus November 2016.

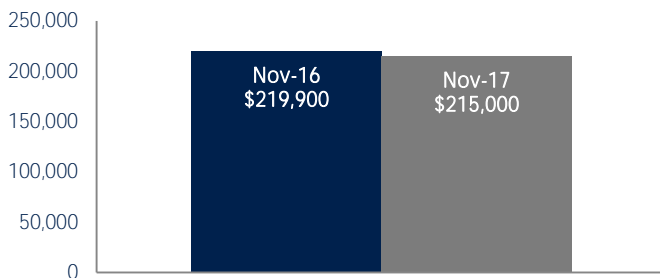
Active Inventory

Versus last year, the total number of homes available this month is lower by 534 units or 21%. The total number of active inventory this November was 1,963 compared to 2,497 in November 2016. This month's total of 1,963 is lower than the previous month's total supply of available inventory of 2,117, a decrease of 7%.

Active Inventory*



Median Sale Price



Median Sale Price

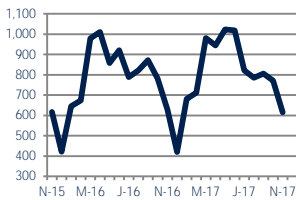
Last November, the median sale price for New Castle County Homes was \$219,900. This November, the median sale price was \$215,000, a decrease of 2% or \$4,900 compared to last year. The current median sold price is approximately the same as the median price in October.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



New Listings

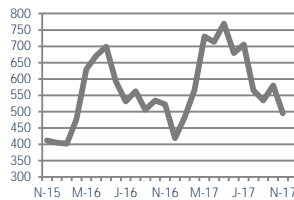
616



Down -2%
Vs. Year Ago

Current Contracts

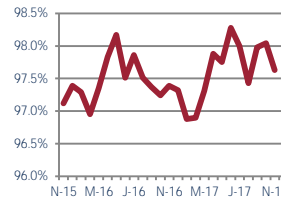
495



Down -5%
Vs. Year Ago

Sold Vs. List Price

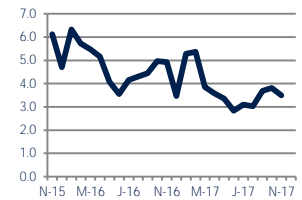
97.6%



No Change
Vs. Year Ago

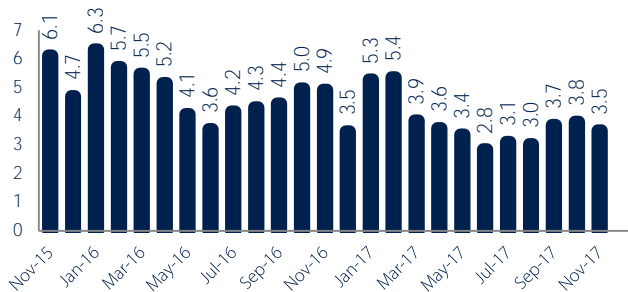
Months of Supply

3.5



Down -29%
Vs. Year Ago

Months Of Supply



Months of Supply

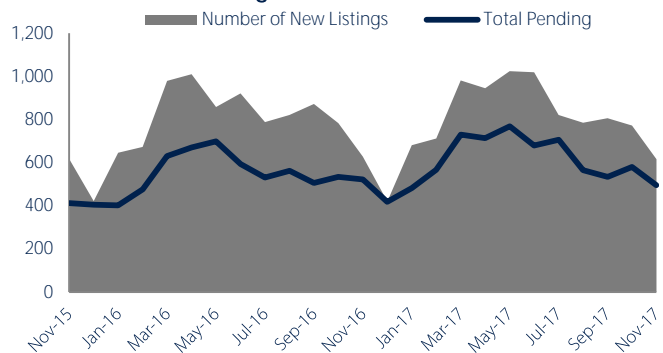
In November, there was 3.5 months of supply available in New Castle County, compared to 4.9 in November 2016. That is a decrease of 29% versus a year ago.

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.

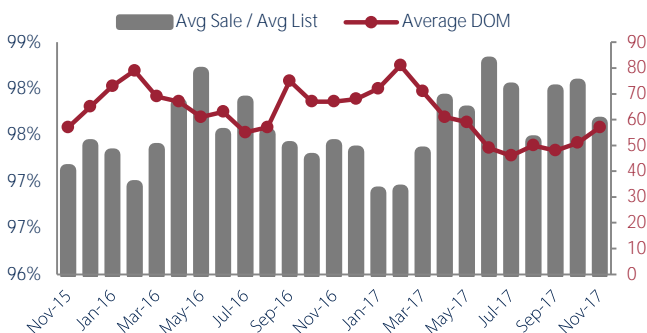
New Listings & Current Contracts

This month there were 616 homes newly listed for sale in New Castle County compared to 628 in November 2016, a decrease of 2%. There were 495 current contracts pending sale this November compared to 523 a year ago. The number of current contracts is 5% lower than last November.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In November, the average sale price in New Castle County was 97.6% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 57, lower than the average last year, which was 67, a decrease of 15%.