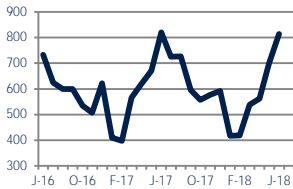


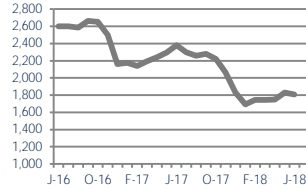


Units Sold
814



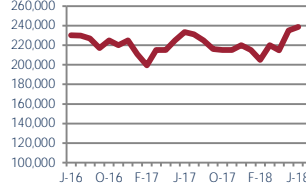
Down -1%
Vs. Year Ago

Active Inventory
1,808



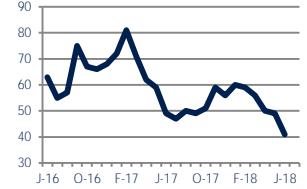
Down -24%
Vs. Year Ago

Median Sale Price
\$238,778



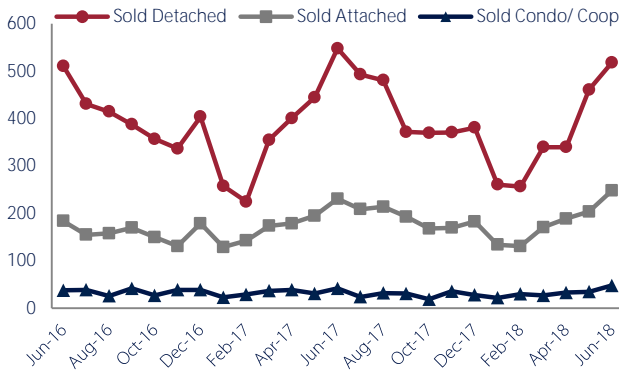
Up 2%
Vs. Year Ago

Days On Market
41



Down -16%
Vs. Year Ago

Units Sold*



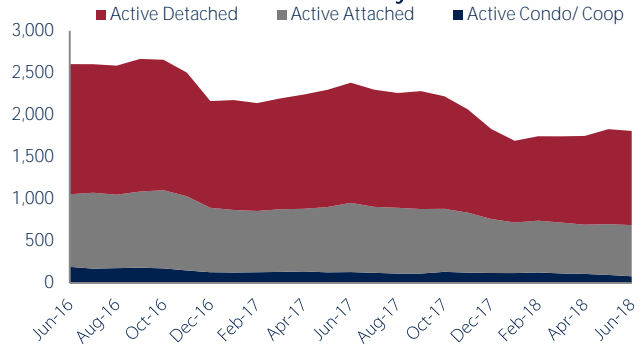
Units Sold

There was an increase in total units sold in June, with 814 sold this month in New Castle County versus 700 last month, an increase of 16%. This month's total units sold was lower than at this time last year, a decrease of 1% versus June 2017.

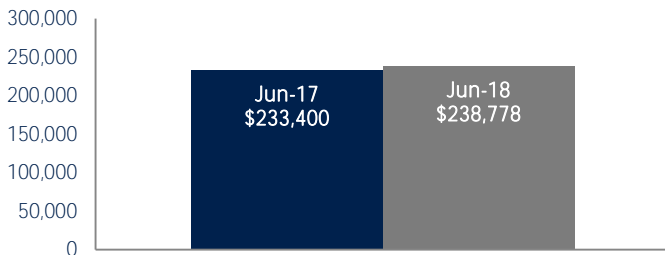
Active Inventory

Versus last year, the total number of homes available this month is lower by 573 units or 24%. The total number of active inventory this June was 1,808 compared to 2,381 in June 2017. This month's total of 1,808 is lower than the previous month's total supply of available inventory of 1,829, a decrease of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for New Castle County Homes was \$233,400. This June, the median sale price was \$238,778, an increase of 2% or \$5,378 compared to last year. The current median sold price is 2% higher than in May.

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



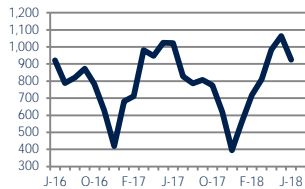
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by TREND and 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.





New Listings

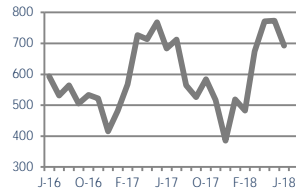
925



Down -9%
Vs. Year Ago

Current Contracts

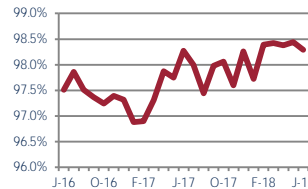
693



Up 1%
Vs. Year Ago

Sold Vs. List Price

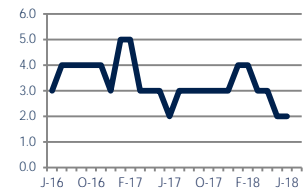
98.3%



No Change
Vs. Year Ago

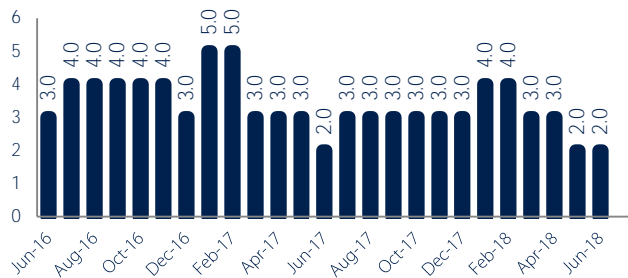
Months of Supply

2.0



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

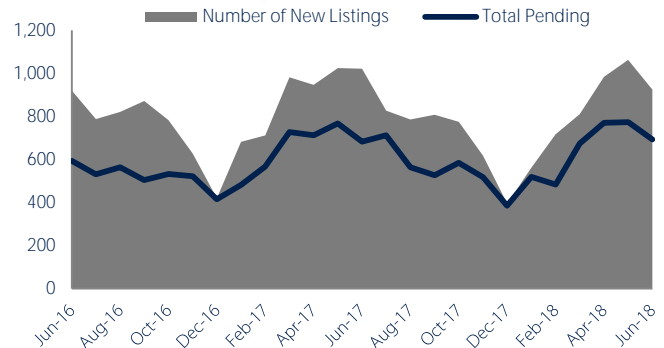
In June, there was 2.2 months of supply available in New Castle County, compared to 2.9 in June 2017. That is a decrease of 23% versus a year ago.

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.

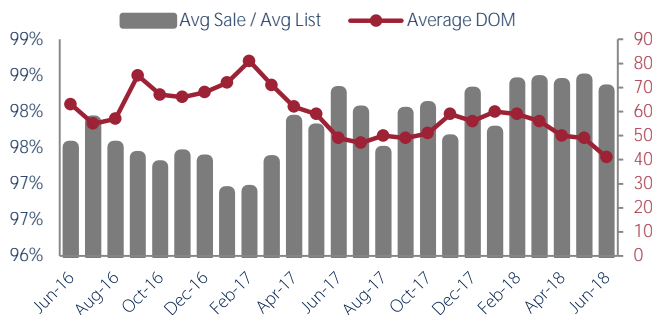
New Listings & Current Contracts

This month there were 925 homes newly listed for sale in New Castle County compared to 1,022 in June 2017, a decrease of 9%. There were 693 current contracts pending sale this June compared to 683 a year ago. The number of current contracts is 1% higher than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in New Castle County was 98.3% 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 41, lower than the average last year, which was 49, a decrease of 16%.



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