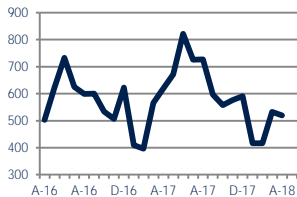




Units Sold

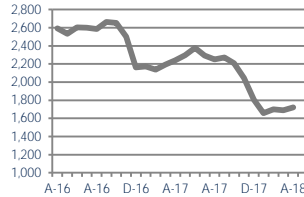
519



Down -16%
Vs. Year Ago

Active Inventory

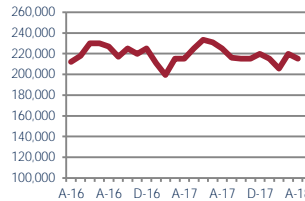
1,722



Down -23%
Vs. Year Ago

Median Sale Price

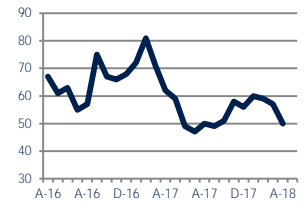
\$215,000



No Change
Vs. Year Ago

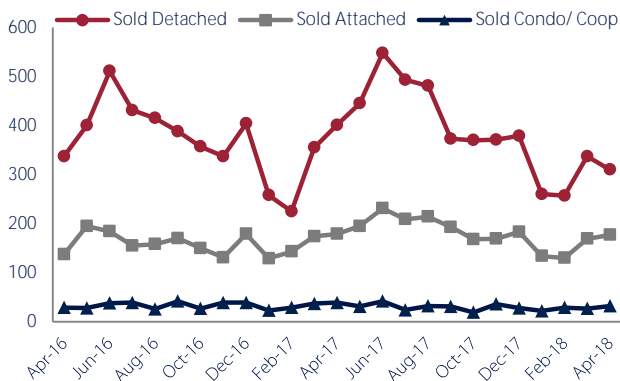
Days On Market

50



Down -19%
Vs. Year Ago

Units Sold*



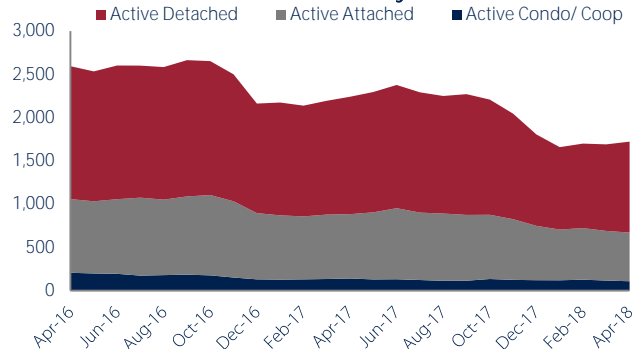
Units Sold

There was a decrease in total units sold in April, with 519 sold this month in New Castle County versus 533 last month, a decrease of 3%. This month's total units sold was lower than at this time last year, a decrease of 16% versus April 2017.

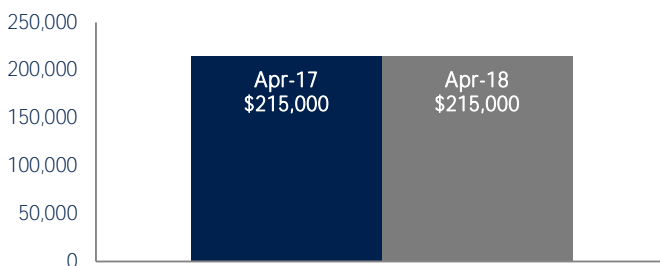
Active Inventory

Versus last year, the total number of homes available this month is lower by 519 units or 23%. The total number of active inventory this April was 1,722 compared to 2,241 in April 2017. This month's total of 1,722 is higher than the previous month's total supply of available inventory of 1,690, an increase of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for New Castle County Homes was \$215,000. This April, the median sale price was \$215,000, which is similar compared to a year ago. The current median sold price is 2% higher than in March.

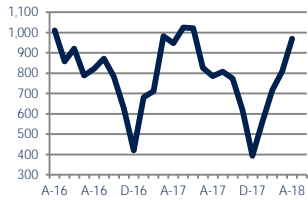
Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



*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 TRiND 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 TRiND or Long & Foster Real Estate, Inc.

New Listings

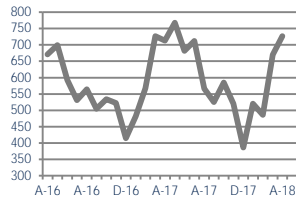
970



Up 2%
Vs. Year Ago

Current Contracts

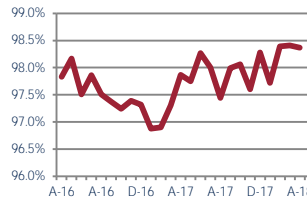
727



Up 2%
Vs. Year Ago

Sold Vs. List Price

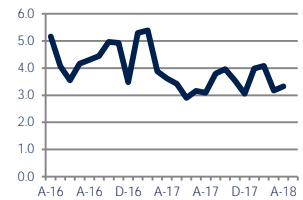
98.4%



Up 0.5%
Vs. Year Ago

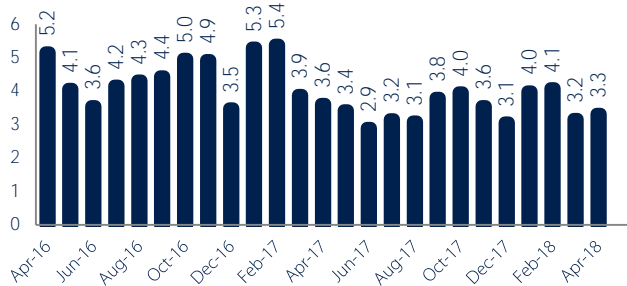
Months of Supply

3.3



Down -8%
Vs. Year Ago

Months Of Supply



Months of Supply

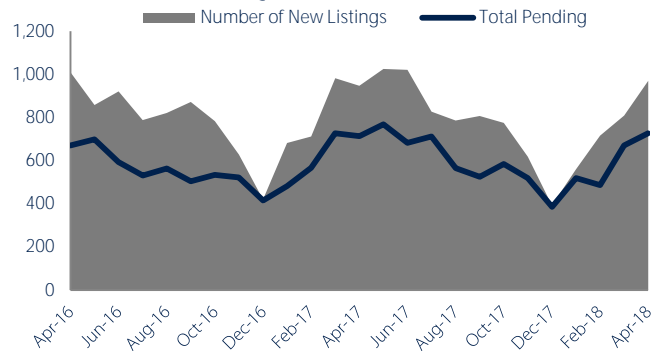
In April, there was 3.3 months of supply available in New Castle County, compared to 3.6 in April 2017. That is a decrease of 8% versus a year ago.

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.

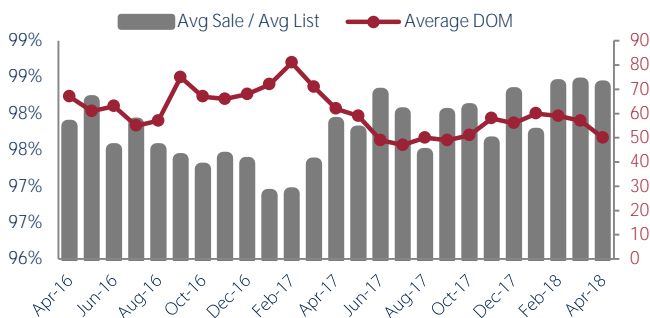
New Listings & Current Contracts

This month there were 970 homes newly listed for sale in New Castle County compared to 947 in April 2017, an increase of 2%. There were 727 current contracts pending sale this April compared to 713 a year ago. The number of current contracts is 2% higher 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 New Castle County was 98.4% of the average list price, which is 0.5% higher than at this time last year.

Days On Market

This month, the average number of days on market was 50, lower than the average last year, which was 62, a decrease of 19%.



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