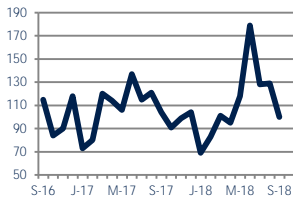


Focus On: City of Wilmington Housing Market

September 2018

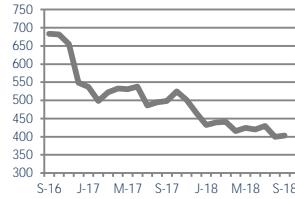
Zip Code(s): 19805, 19802, 19801 and 19806

Units Sold
100



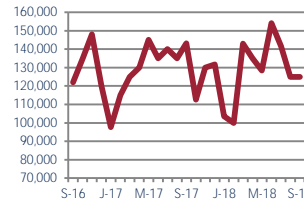
Down -4%
Vs. Year Ago

Active Inventory
403



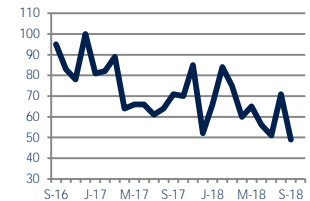
Down -19%
Vs. Year Ago

Median Sale Price
\$124,950



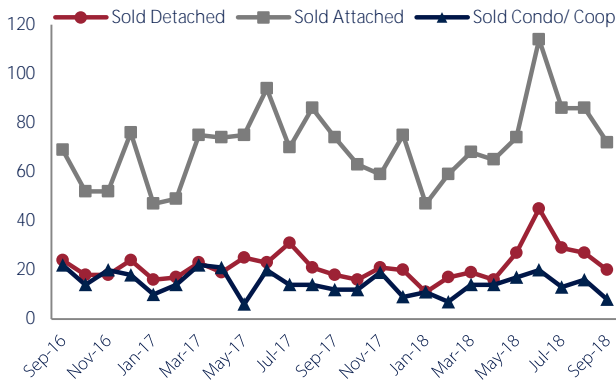
Down -13%
Vs. Year Ago

Days On Market
49



Down -31%
Vs. Year Ago

Units Sold*



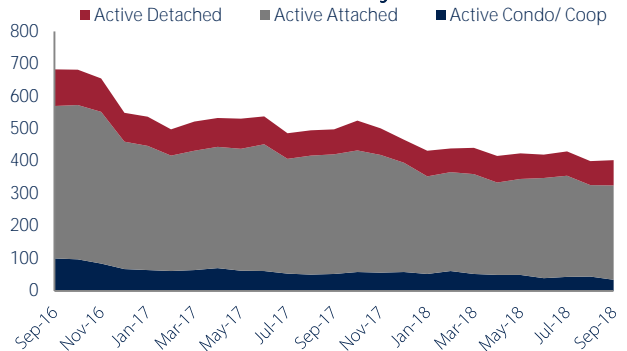
Units Sold

There was a decrease in total units sold in September, with 100 sold this month in City of Wilmington versus 129 last month, a decrease of 22%. This month's total units sold was lower than at this time last year, a decrease of 4% versus September 2017.

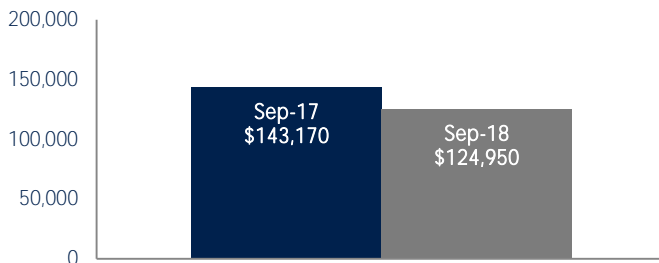
Active Inventory

Versus last year, the total number of homes available this month is lower by 95 units or 19%. The total number of active inventory this September was 403 compared to 498 in September 2017. This month's total of 403 is higher than the previous month's total supply of available inventory of 400, an increase of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for City of Wilmington Homes was \$143,170. This September, the median sale price was \$124,950, a decrease of 13% or \$18,220 compared to last year. The current median sold price is approximately the same as the median price in August.

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



City of Wilmington are defined as properties listed in zip code/s 19805, 19802, 19801 and 19806.

*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.

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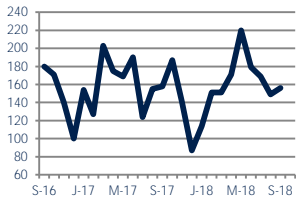
Focus On: City of Wilmington Housing Market

September 2018

Zip Code(s): 19805, 19802, 19801 and 19806

New Listings

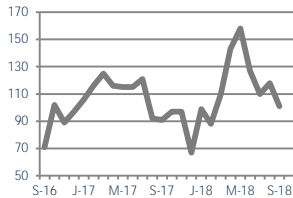
156



Down -1%
Vs. Year Ago

Current Contracts

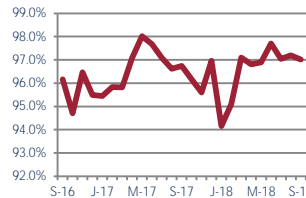
101



Up 11%
Vs. Year Ago

Sold Vs. List Price

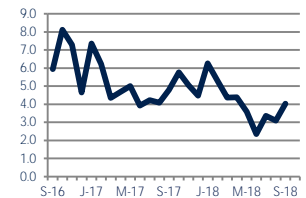
97.0%



No Change
Vs. Year Ago

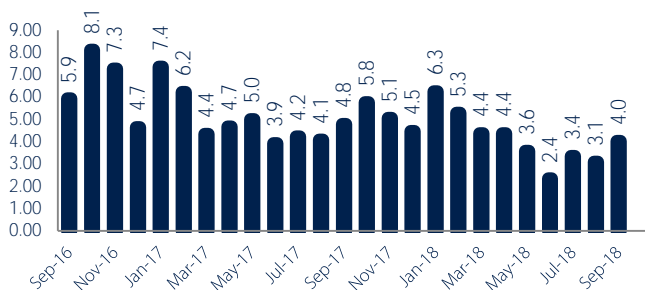
Months of Supply

4.0



Down -16%
Vs. Year Ago

Months Of Supply



Months of Supply

In September, there was 4.0 months of supply available in City of Wilmington, compared to 4.8 in September 2017. That is a decrease of 16% versus a year ago.

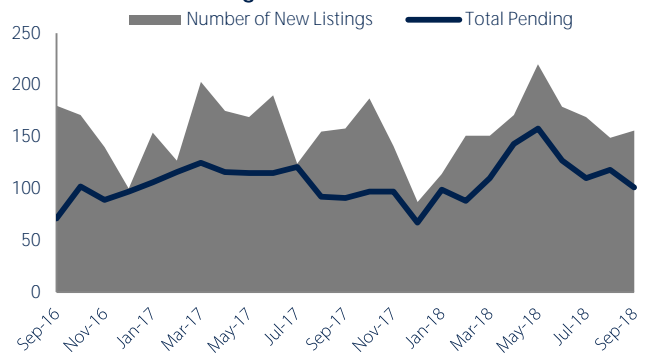
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

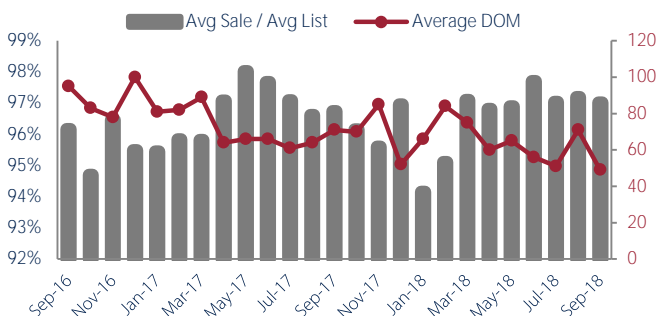
This month there were 156 homes newly listed for sale in City of Wilmington compared to 158 in September 2017, a decrease of 1%.

There were 101 current contracts pending sale this September compared to 91 a year ago. The number of current contracts is 11% higher than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in City of Wilmington was 97.0% 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 49, lower than the average last year, which was 71, a decrease of 31%.



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