



The Long & Foster Market Minute™

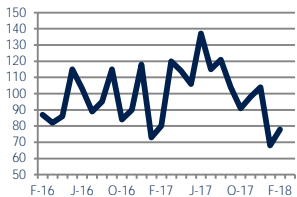
Focus On: City of Wilmington Housing Market

February 2018

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

Units Sold

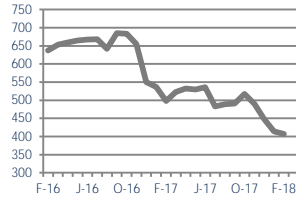
78



Down -3%
Vs. Year Ago

Active Inventory

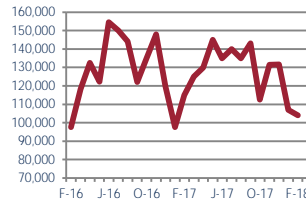
407



Down -18%
Vs. Year Ago

Median Sale Price

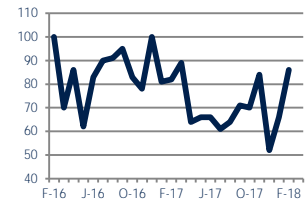
\$104,000



Down -10%
Vs. Year Ago

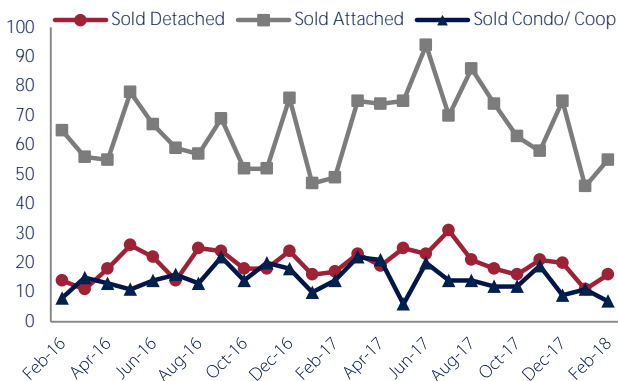
Days On Market

86



Up 5%
Vs. Year Ago

Units Sold*



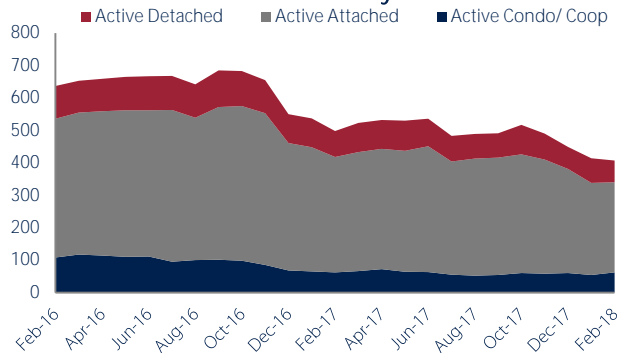
Units Sold

There was an increase in total units sold in February, with 78 sold this month in City of Wilmington versus 68 last month, an increase of 15%. This month's total units sold was lower than at this time last year, a decrease of 3% versus February 2017.

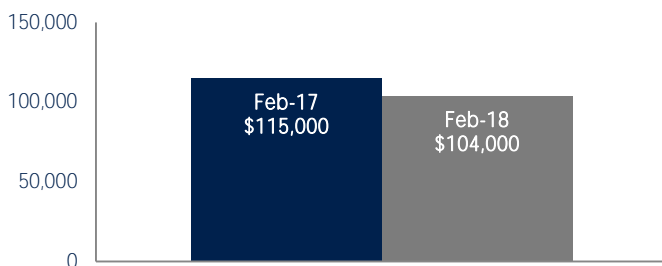
Active Inventory

Versus last year, the total number of homes available this month is lower by 91 units or 18%. The total number of active inventory this February was 407 compared to 498 in February 2017. This month's total of 407 is lower than the previous month's total supply of available inventory of 414, a decrease of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last February, the median sale price for City of Wilmington Homes was \$115,000. This February, the median sale price was \$104,000, a decrease of 10% or \$11,000 compared to last year. The current median sold price is 3% lower than in January.

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.

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.



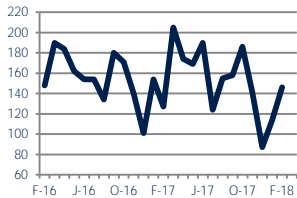
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February 2018

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

New Listings

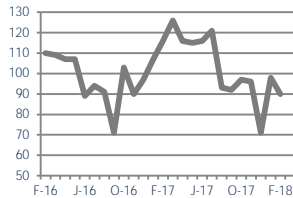
146



Up 15%
Vs. Year Ago

Current Contracts

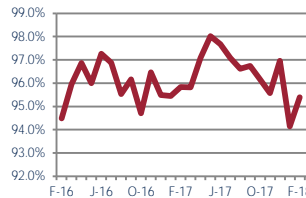
90



Down -22%
Vs. Year Ago

Sold Vs. List Price

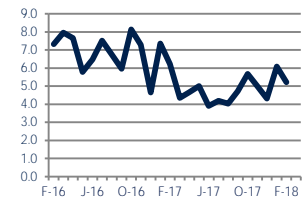
95.4%



No Change
Vs. Year Ago

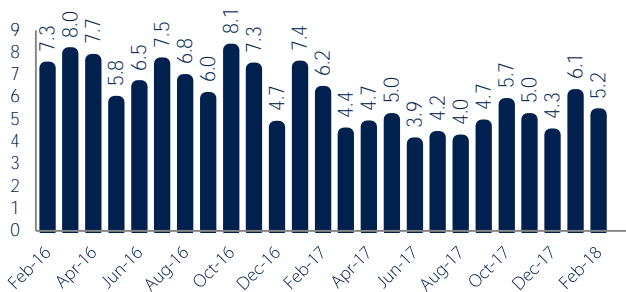
Months of Supply

5.2



Down -16%
Vs. Year Ago

Months Of Supply



Months of Supply

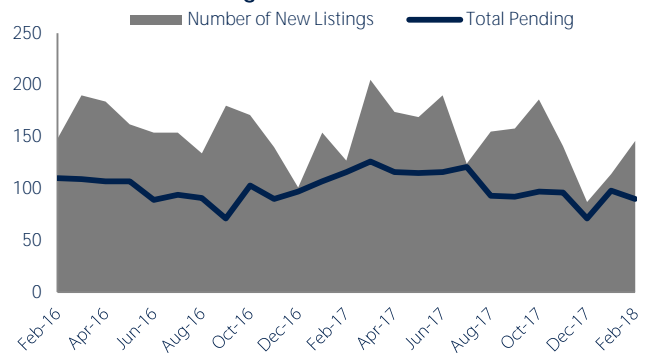
In February, there was 5.2 months of supply available in City of Wilmington, compared to 6.2 in February 2017. That is a decrease of 16% versus a year ago.

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.

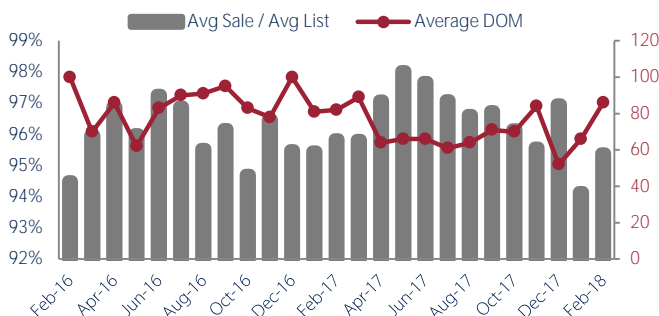
New Listings & Current Contracts

This month there were 146 homes newly listed for sale in City of Wilmington compared to 127 in February 2017, an increase of 15%. There were 90 current contracts pending sale this February compared to 116 a year ago. The number of current contracts is 22% lower than last February.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In February, the average sale price in City of Wilmington was 95.4% 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 86, higher than the average last year, which was 82, an increase of 5%.



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