



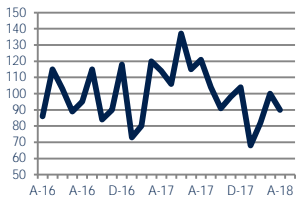
Focus On: City of Wilmington Housing Market

April 2018

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

Units Sold

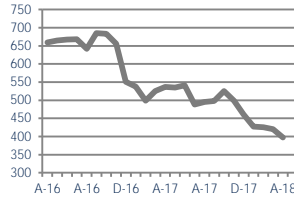
90



Down -21%
Vs. Year Ago

Active Inventory

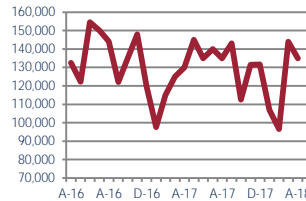
397



Down -26%
Vs. Year Ago

Median Sale Price

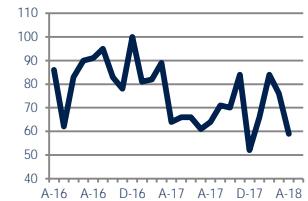
\$135,000



Up 4%
Vs. Year Ago

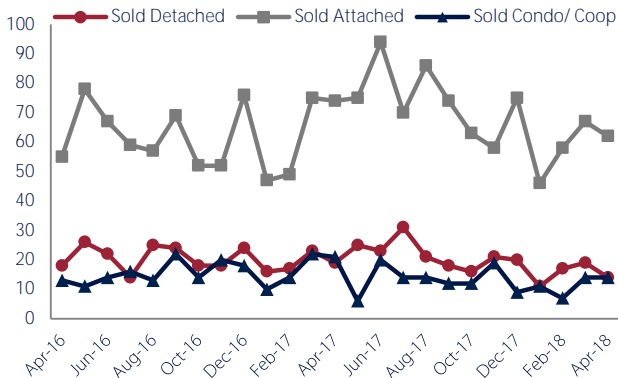
Days On Market

59



Down -8%
Vs. Year Ago

Units Sold*



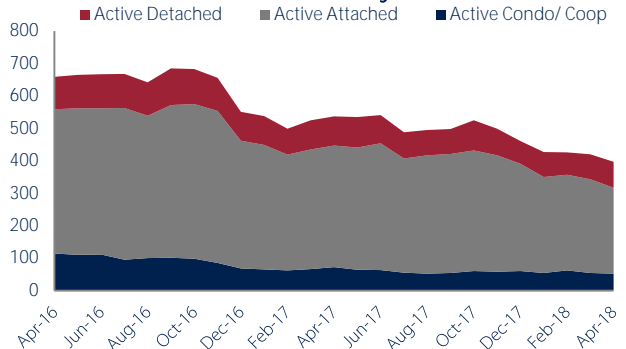
Units Sold

There was a decrease in total units sold in April, with 90 sold this month in City of Wilmington versus 100 last month, a decrease of 10%. This month's total units sold was lower than at this time last year, a decrease of 21% versus April 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 140 units or 26%. The total number of active inventory this April was 397 compared to 537 in April 2017. This month's total of 397 is lower than the previous month's total supply of available inventory of 420, a decrease of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for City of Wilmington Homes was \$129,900. This April, the median sale price was \$135,000, an increase of 4% or \$5,100 compared to last year. The current median sold price is 6% lower 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.

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.



CHRISTIE'S
INTERNATIONAL REAL ESTATE



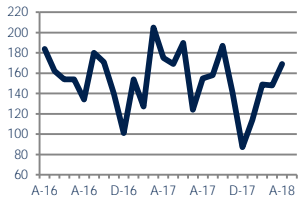
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April 2018

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

New Listings

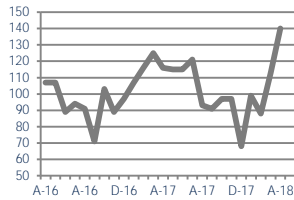
169



Down -3%
Vs. Year Ago

Current Contracts

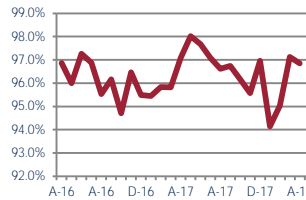
140



Up 21%
Vs. Year Ago

Sold Vs. List Price

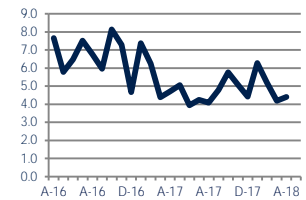
96.9%



No Change
Vs. Year Ago

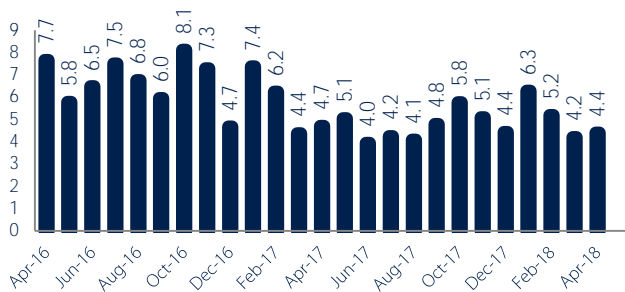
Months of Supply

4.4



Down -6%
Vs. Year Ago

Months Of Supply



Months of Supply

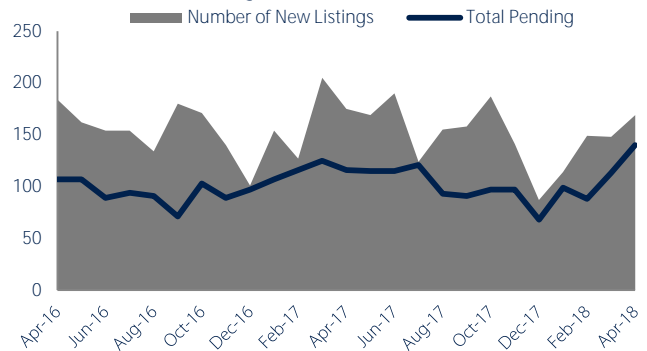
In April, there was 4.4 months of supply available in City of Wilmington, compared to 4.7 in April 2017. That is a decrease of 6% versus a year ago.

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.

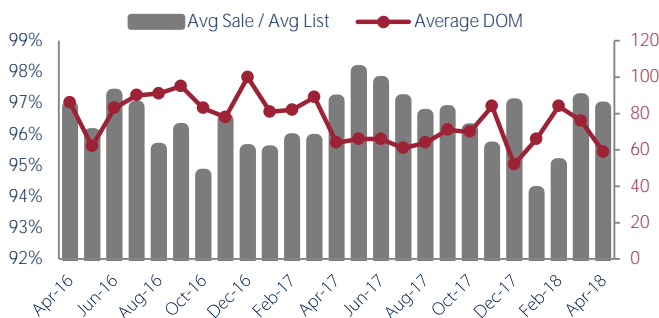
New Listings & Current Contracts

This month there were 169 homes newly listed for sale in City of Wilmington compared to 175 in April 2017, a decrease of 3%. There were 140 current contracts pending sale this April compared to 116 a year ago. The number of current contracts is 21% 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 City of Wilmington was 96.9% 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 59, lower than the average last year, which was 64, a decrease of 8%.



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