



The Long & Foster Market Minute™

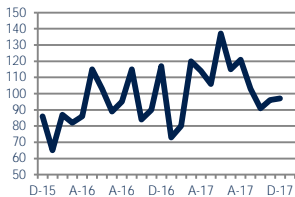
Focus On: City of Wilmington Housing Market

December 2017

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

Units Sold

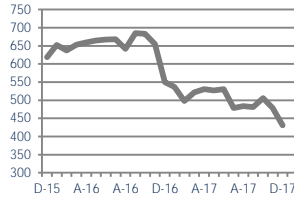
97



Down -17%
Vs. Year Ago

Active Inventory

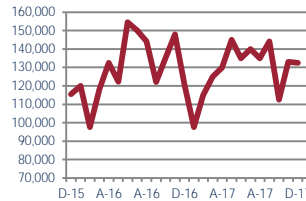
431



Down -22%
Vs. Year Ago

Median Sale Price

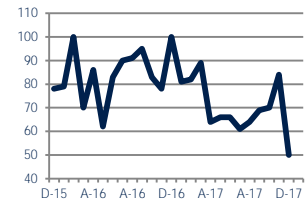
\$132,500



Up 9%
Vs. Year Ago

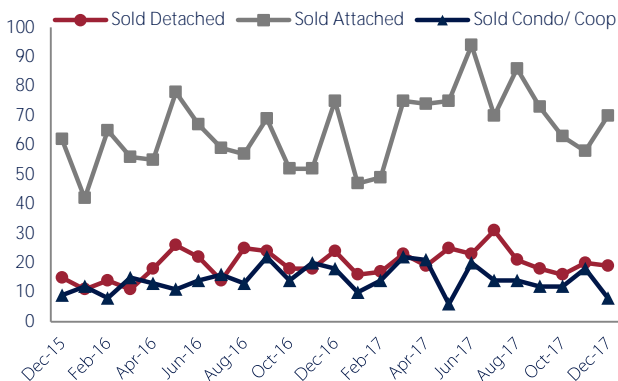
Days On Market

50



Down -50%
Vs. Year Ago

Units Sold*



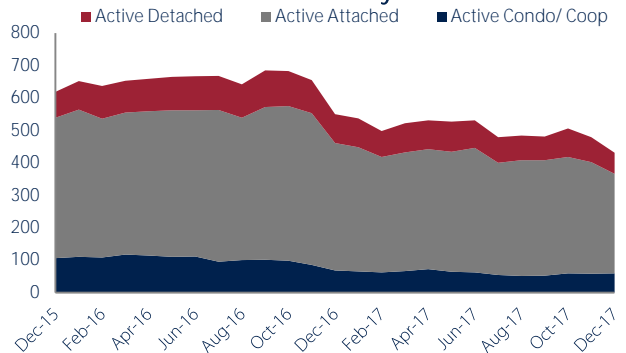
Units Sold

There was an increase in total units sold in December, with 97 sold this month in City of Wilmington versus 96 last month, an increase of 1%. This month's total units sold was lower than at this time last year, a decrease of 17% versus December 2016.

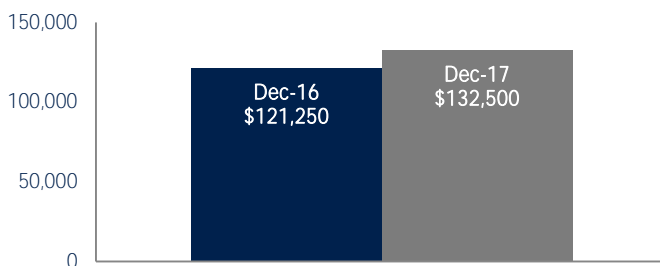
Active Inventory

Versus last year, the total number of homes available this month is lower by 119 units or 22%. The total number of active inventory this December was 431 compared to 550 in December 2016. This month's total of 431 is lower than the previous month's total supply of available inventory of 479, a decrease of 10%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for City of Wilmington Homes was \$121,250. This December, the median sale price was \$132,500, an increase of 9% or \$11,250 compared to last year. The current median sold price is approximately the same as the median price in November.

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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INTERNATIONAL REAL ESTATE





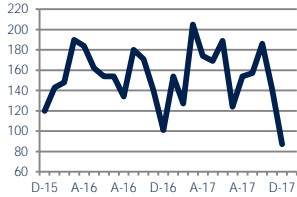
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December 2017

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

New Listings

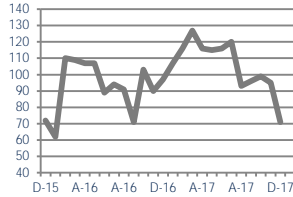
87



Down -14%
Vs. Year Ago

Current Contracts

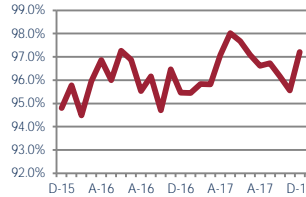
71



Down -27%
Vs. Year Ago

Sold Vs. List Price

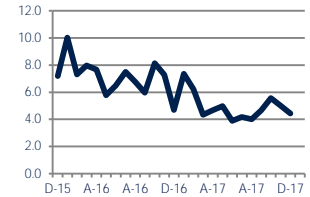
97.2%



Up 1.8%
Vs. Year Ago

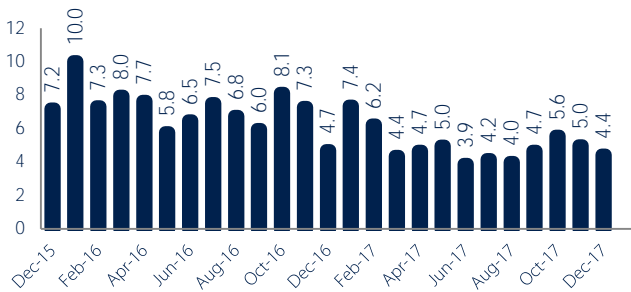
Months of Supply

4.4



Down -6%
Vs. Year Ago

Months Of Supply



Months of Supply

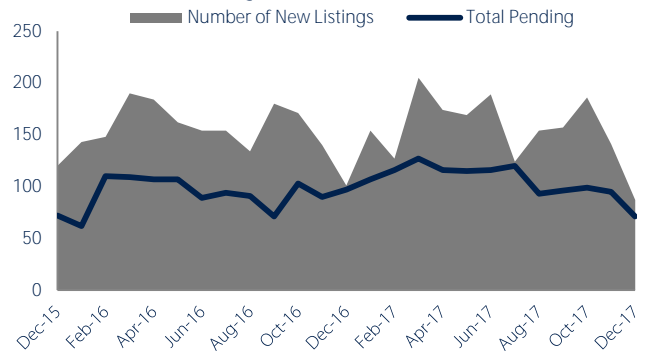
In December, there was 4.4 months of supply available in City of Wilmington, compared to 4.7 in December 2016. That is a decrease of 5% versus a year ago.

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.

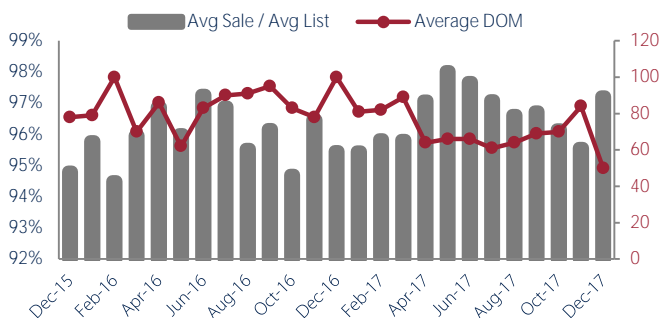
New Listings & Current Contracts

This month there were 87 homes newly listed for sale in City of Wilmington compared to 101 in December 2016, a decrease of 14%. There were 71 current contracts pending sale this December compared to 97 a year ago. The number of current contracts is 27% lower than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in City of Wilmington was 97.2% of the average list price, which is 1.8% 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 100, a decrease of 50%.



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