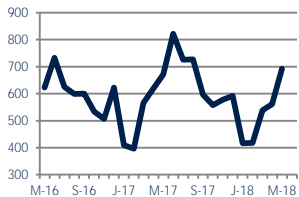




Units Sold

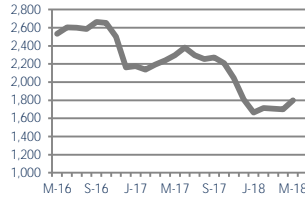
692



Up 3%
Vs. Year Ago

Active Inventory

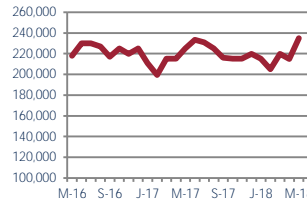
1,799



Down -22%
Vs. Year Ago

Median Sale Price

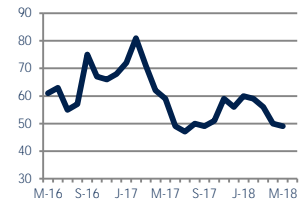
\$235,000



Up 4%
Vs. Year Ago

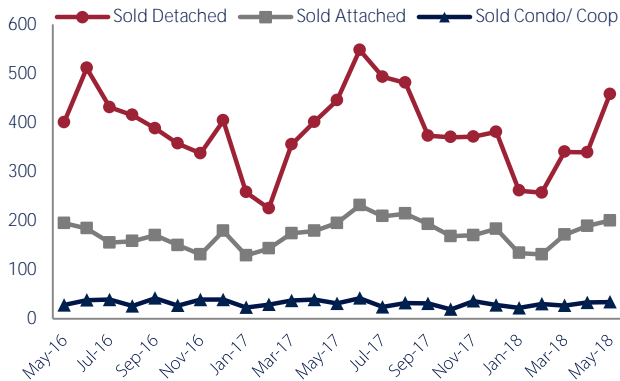
Days On Market

49



Down -17%
Vs. Year Ago

Units Sold*



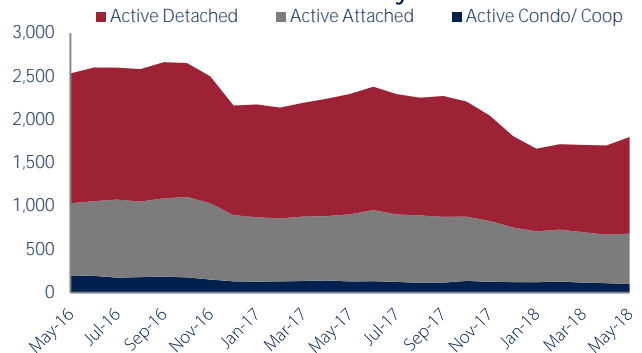
Units Sold

There was an increase in total units sold in May, with 692 sold this month in New Castle County versus 561 last month, an increase of 23%. This month's total units sold was higher than at this time last year, an increase of 3% versus May 2017.

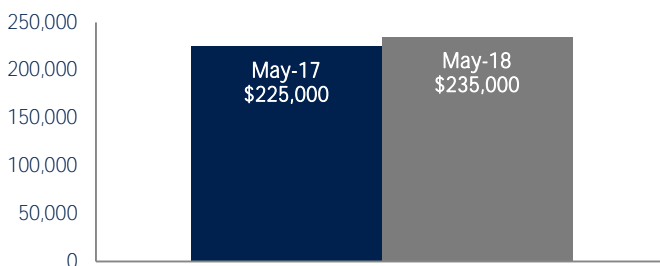
Active Inventory

Versus last year, the total number of homes available this month is lower by 498 units or 22%. The total number of active inventory this May was 1,799 compared to 2,297 in May 2017. This month's total of 1,799 is higher than the previous month's total supply of available inventory of 1,701, an increase of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for New Castle County Homes was \$225,000. This May, the median sale price was \$235,000, an increase of 4% or \$10,000 compared to last year. The current median sold price is 9% higher than in April.

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

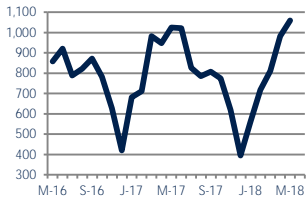


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by TREND and 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.



New Listings

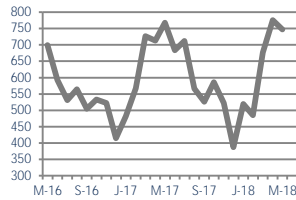
1,059



Up 3%
Vs. Year Ago

Current Contracts

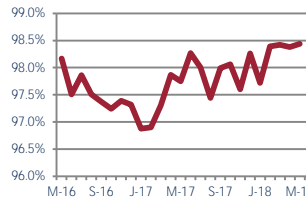
747



Down -3%
Vs. Year Ago

Sold Vs. List Price

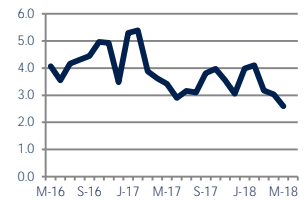
98.4%



Up 0.7%
Vs. Year Ago

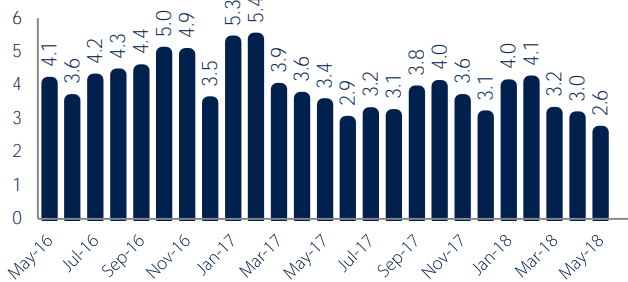
Months of Supply

2.6



Down -24%
Vs. Year Ago

Months Of Supply



Months of Supply

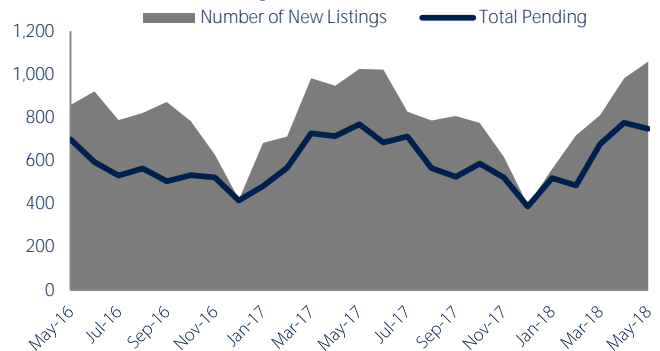
In May, there was 2.6 months of supply available in New Castle County, compared to 3.4 in May 2017. That is a decrease of 24% versus a year ago.

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.

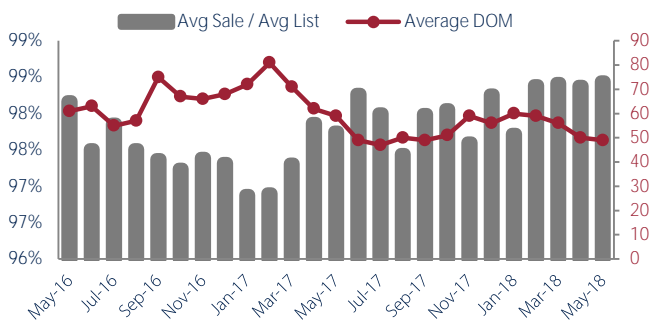
New Listings & Current Contracts

This month there were 1,059 homes newly listed for sale in New Castle County compared to 1,025 in May 2017, an increase of 3%. There were 747 current contracts pending sale this May compared to 768 a year ago. The number of current contracts is 3% lower than last May.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In May, the average sale price in New Castle County was 98.4% of the average list price, which is 0.7% higher than at this time last year.

Days On Market

This month, the average number of days on market was 49, lower than the average last year, which was 59, a decrease of 17%.



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