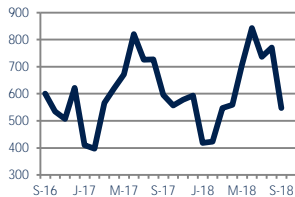


Units Sold

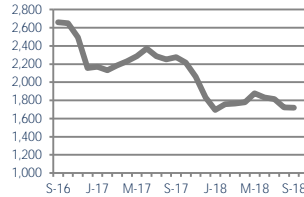
547



Down -8%
Vs. Year Ago

Active Inventory

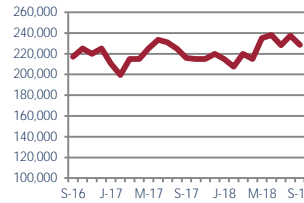
1,721



Down -24%
Vs. Year Ago

Median Sale Price

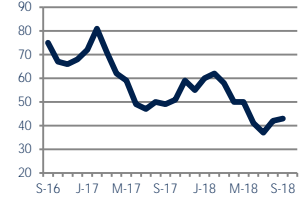
\$228,465



Up 6%
Vs. Year Ago

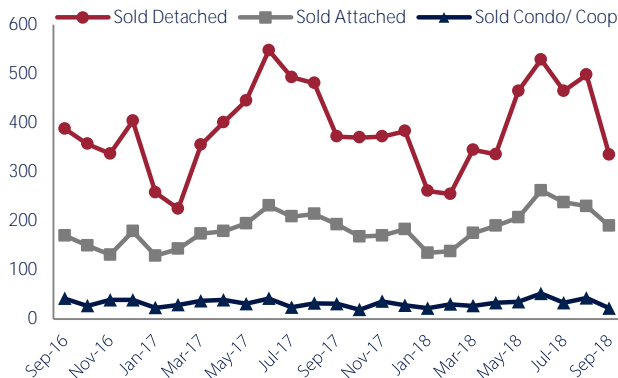
Days On Market

43



Down -12%
Vs. Year Ago

Units Sold*



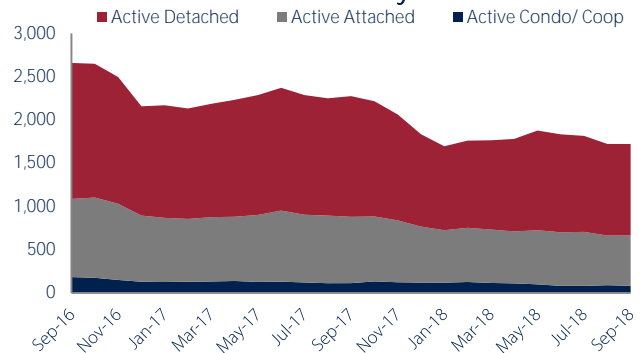
Units Sold

There was a decrease in total units sold in September, with 547 sold this month in New Castle County versus 771 last month, a decrease of 29%. This month's total units sold was lower than at this time last year, a decrease of 8% versus September 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 554 units or 24%. The total number of active inventory this September was 1721 compared to 2,275 in September 2017. This month's supply remained stable as compared to last month.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for New Castle County Homes was \$216,000. This September, the median sale price was \$228,465, an increase of 6% or \$12,465 compared to last year. The current median sold price is 4% lower than in August.

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

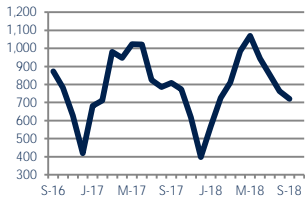


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by TReND and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

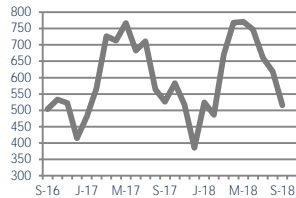
721



Down -11%
Vs. Year Ago

Current Contracts

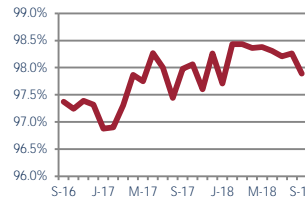
515



Down -2%
Vs. Year Ago

Sold Vs. List Price

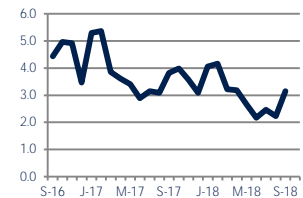
97.9%



No Change
Vs. Year Ago

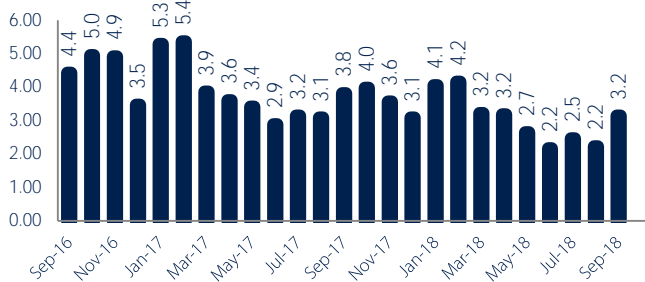
Months of Supply

3.2



Down -18%
Vs. Year Ago

Months Of Supply



Months of Supply

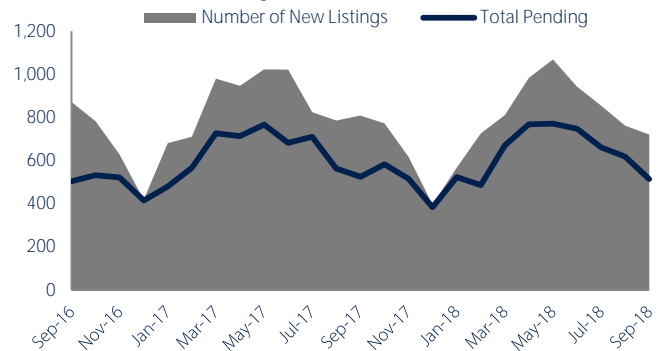
In September, there was 3.1 months of supply available in New Castle County, compared to 3.8 in September 2017. That is a decrease of 18% versus a year ago.

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.

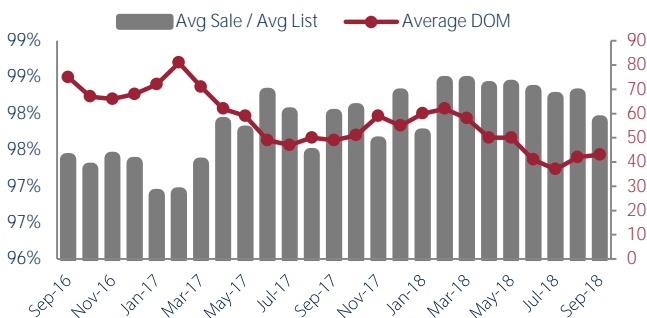
New Listings & Current Contracts

This month there were 721 homes newly listed for sale in New Castle County compared to 809 in September 2017, a decrease of 11%. There were 515 current contracts pending sale this September compared to 526 a year ago. The number of current contracts is 2% lower 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 New Castle County was 97.9% 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 43, lower than the average last year, which was 49, a decrease of 12%.



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