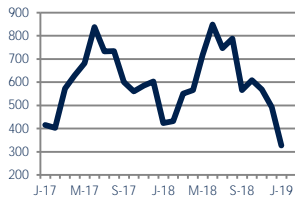


Units Sold

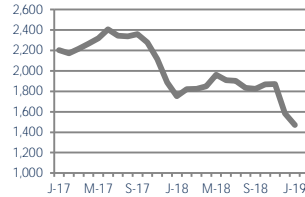
327



Down -23%
Vs. Year Ago

Active Inventory

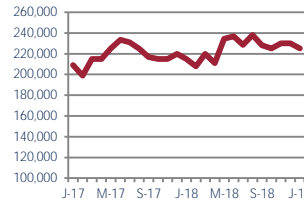
1,469



Down -16%
Vs. Year Ago

Median Sale Price

\$225,000



Up 5%
Vs. Year Ago

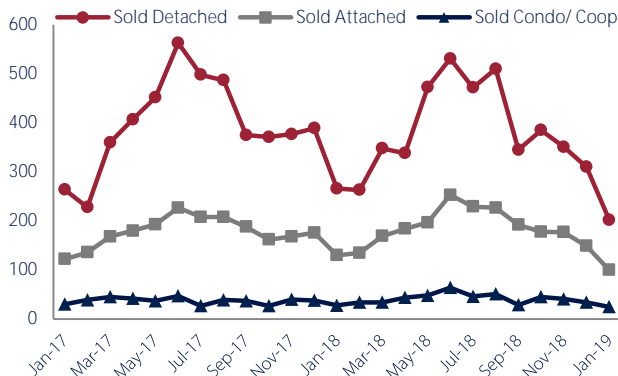
Days On Market

64



Up 3%
Vs. Year Ago

Units Sold*



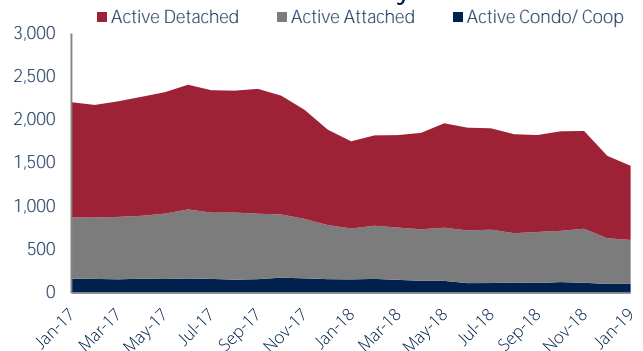
Units Sold

There was a decrease in total units sold in January, with 327 sold this month in New Castle County versus 493 last month, a decrease of 34%. This month's total units sold was lower than at this time last year, a decrease of 23% versus January 2018.

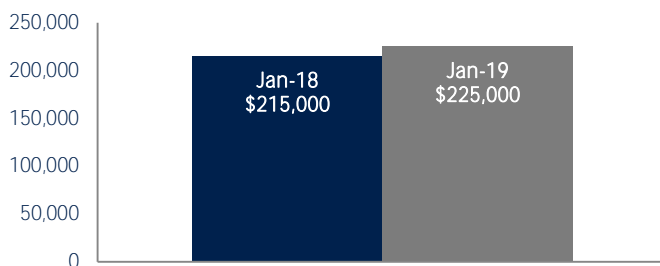
Active Inventory

Versus last year, the total number of homes available this month is lower by 283 units or 16%. The total number of active inventory this January was 1,469 compared to 1,752 in January 2018. This month's total of 1,469 is lower than the previous month's total supply of available inventory of 1,584, a decrease of 7%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for New Castle County Homes was \$215,000. This January, the median sale price was \$225,000, an increase of 5% or \$10,000 compared to last year. The current median sold price is 2% lower than in December.

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

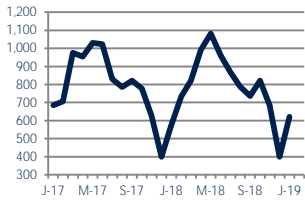


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by BRIGHTMLS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



New Listings

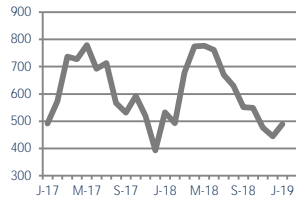
621



Up 8%
Vs. Year Ago

Current Contracts

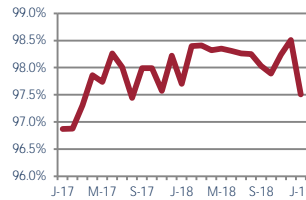
489



Down -8%
Vs. Year Ago

Sold Vs. List Price

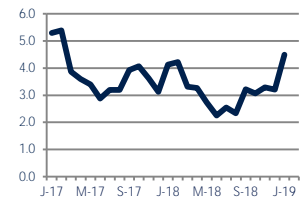
97.5%



No Change
Vs. Year Ago

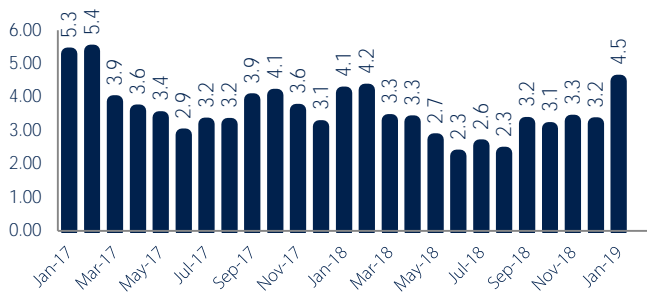
Months of Supply

4.5



Up 9%
Vs. Year Ago

Months Of Supply



Months of Supply

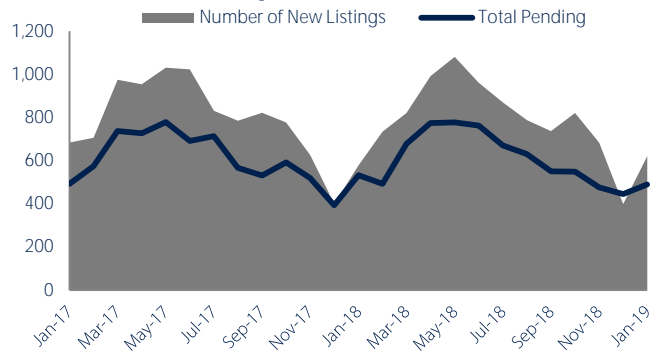
In January, there was 4.5 months of supply available in New Castle County, compared to 4.1 in January 2018. That is an increase of 9% versus a year ago.

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.

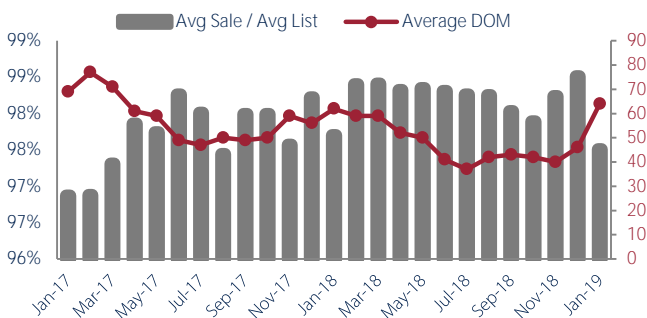
New Listings & Current Contracts

This month there were 621 homes newly listed for sale in New Castle County compared to 577 in January 2018, an increase of 8%. There were 489 current contracts pending sale this January compared to 533 a year ago. The number of current contracts is 8% lower than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in New Castle County was 97.5% 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 64, higher than the average last year, which was 62, an increase of 3%.



*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 BRIGHTMLS 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 BRIGHTMLS or Long & Foster Real Estate, Inc.

