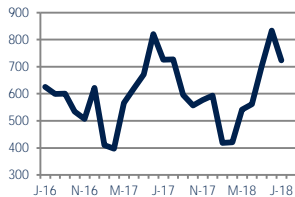


### Units Sold

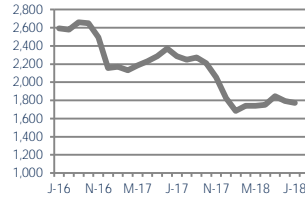
723



No Change  
Vs. Year Ago

### Active Inventory

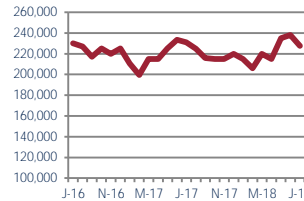
1,773



Down -22%  
Vs. Year Ago

### Median Sale Price

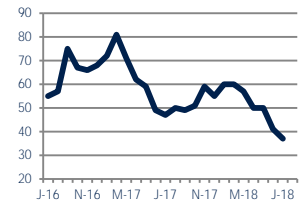
\$227,500



Down -2%  
Vs. Year Ago

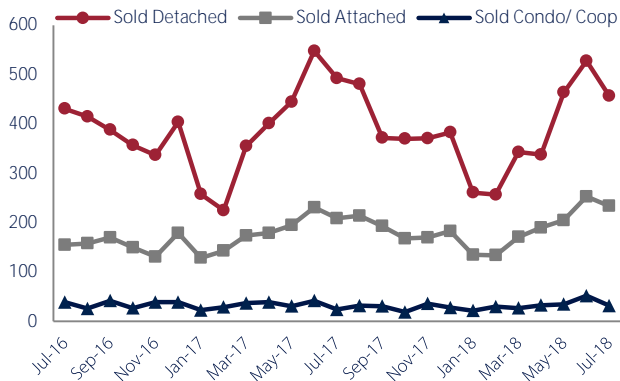
### Days On Market

37



Down -21%  
Vs. Year Ago

### Units Sold\*



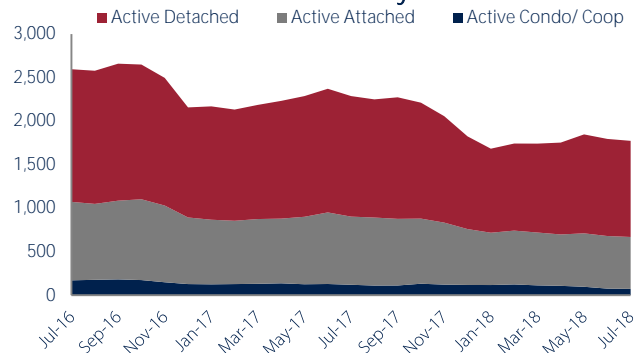
### Units Sold

There was a decrease in total units sold in July, with 723 sold this month in New Castle County, a decrease of 13%. This month's total units sold is similar compared to a year ago.

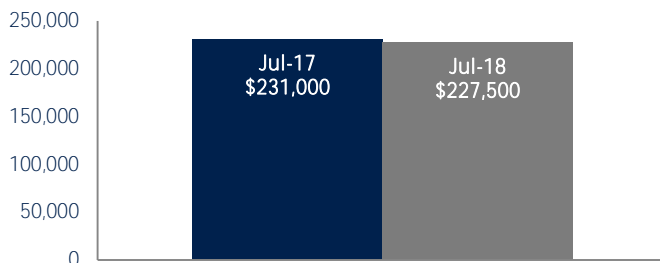
### Active Inventory

Versus last year, the total number of homes available this month is lower by 514 units or 22%. The total number of active inventory this July was 1,773 compared to 2,287 in July 2017. This month's total of 1,773 is lower than the previous month's total supply of available inventory of 1,795, a decrease of 1%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last July, the median sale price for New Castle County Homes was \$231,000. This July, the median sale price was \$227,500, a decrease of 2% or \$3,500 compared to last year. The current median sold price is 4% lower than in June.

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

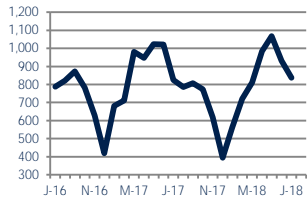


\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by TREND and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

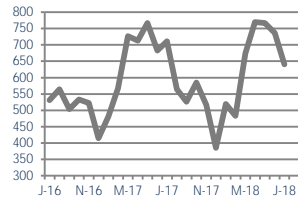
837



Up 1%  
Vs. Year Ago

### Current Contracts

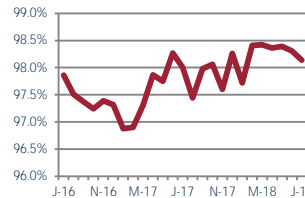
641



Down -10%  
Vs. Year Ago

### Sold Vs. List Price

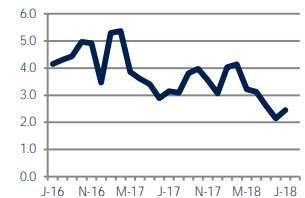
98.1%



No Change  
Vs. Year Ago

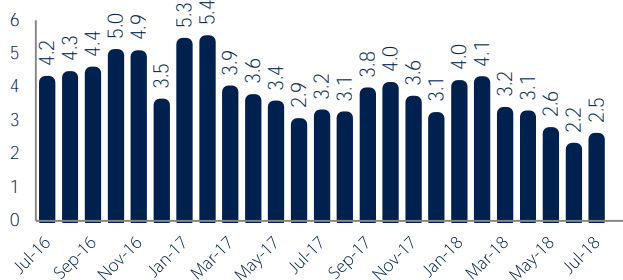
### Months of Supply

2.5



Down -22%  
Vs. Year Ago

### Months Of Supply



### New Listings & Current Contracts

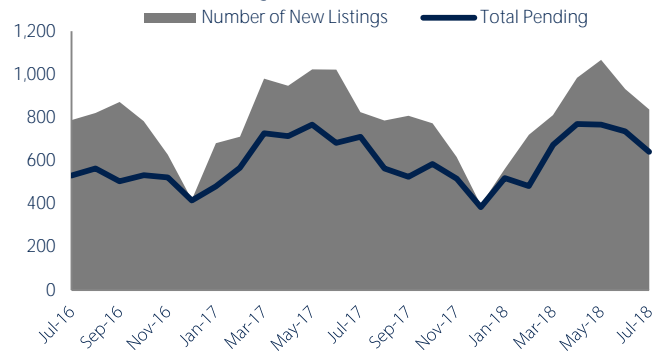
This month there were 837 homes newly listed for sale in New Castle County compared to 825 in July 2017, an increase of 1%. There were 641 current contracts pending sale this July compared to 711 a year ago. The number of current contracts is 10% lower than last July.

### Months of Supply

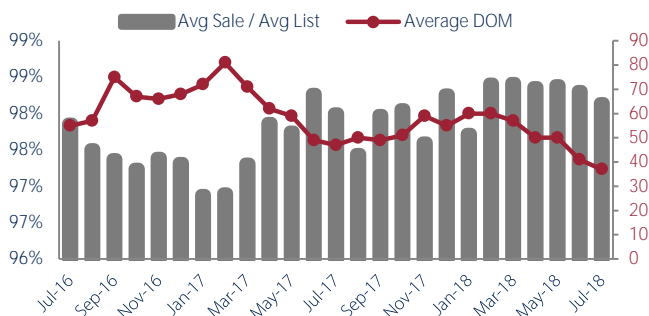
In July, there was 2.5 months of supply available in New Castle County, compared to 3.2 in July 2017. That is a decrease of 22% versus a year ago.

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



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In July, the average sale price in New Castle County was 98.1% 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 37, lower than the average last year, which was 47, a decrease of 21%.



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