



LuxInsight

Wilmington, DE
Area
Luxury Housing Market
Update
August 2020



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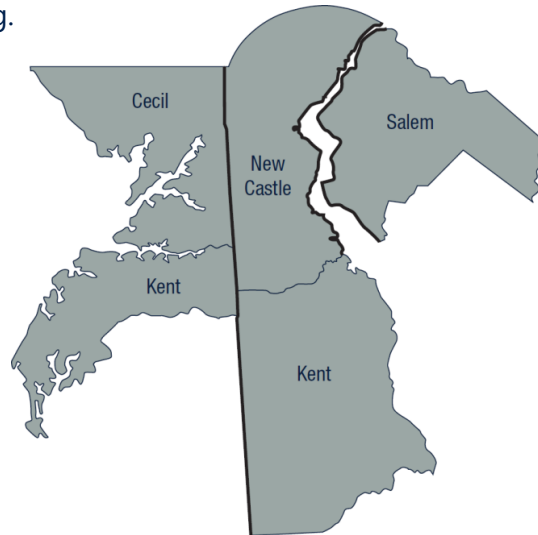
Wilmington, DE Area - August 2020

The real estate market is always changing, and if you're buying or selling a home—especially a luxury property—it's critical to understand the current market conditions. More than simply seeing what's happening to real estate as a whole in your local area, you need insights on what's taking place in the high-end market, specifically with uncommon and unique homes like yours or those for which you're shopping.

That's why Long & Foster publishes our exclusive LuxInsight report—giving consumers like you invaluable information on the luxury market performance in your local area.

Published monthly, LuxInsight provides you with A broad overview of real estate trends in the high-end real estate market. From median sale prices and active inventory to the current housing Demand and available active listings, LuxInsight gives you access to essential statistics you need to know.

Beyond this valuable market information, Long & Foster's team of luxury sales associates is available to guide you through the real estate process. We believe luxury real estate is all about the individual, and when you work with us, you'll receive an experience tailored to your unique needs. You'll enjoy exceptional service and expertise, provided by agents who specialize in marketing and selling the most stunning luxury homes. You'll gain our exclusive connections around the world and get a luxury home experience with proven results.



AT A GLANCE

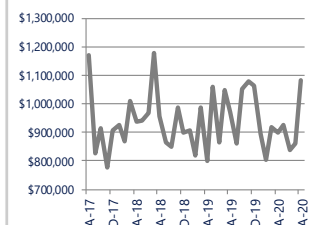
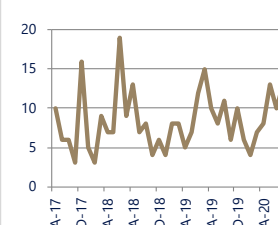
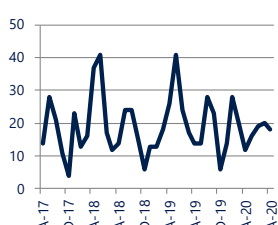
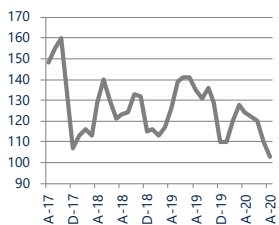
Homes \$750,000+

Active Inventory
103

New Listings
18

Units Sold
18

Median Sale Price
\$1,082,500



Down -23.7%
Vs. Year Ago

Up 28.6%
Vs. Year Ago

Up 80.0%
Vs. Year Ago

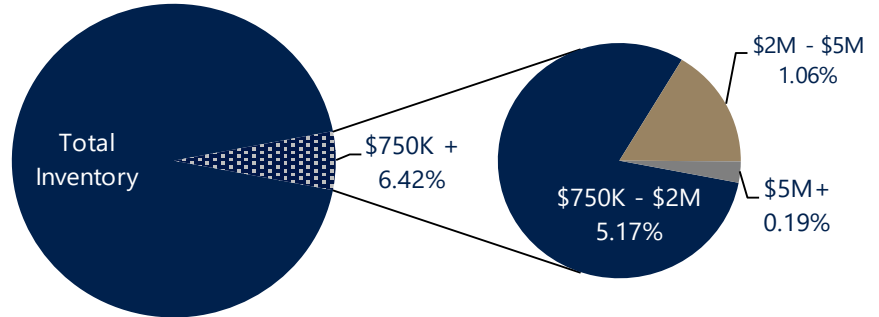
Up 11.6%
Vs. Year Ago

Wilmington, DE Area - August 2020

Compared to last August, the total number of homes more than \$750,000 available this month was lower by 23.7% and lower by 16.3% compared to August 2018.

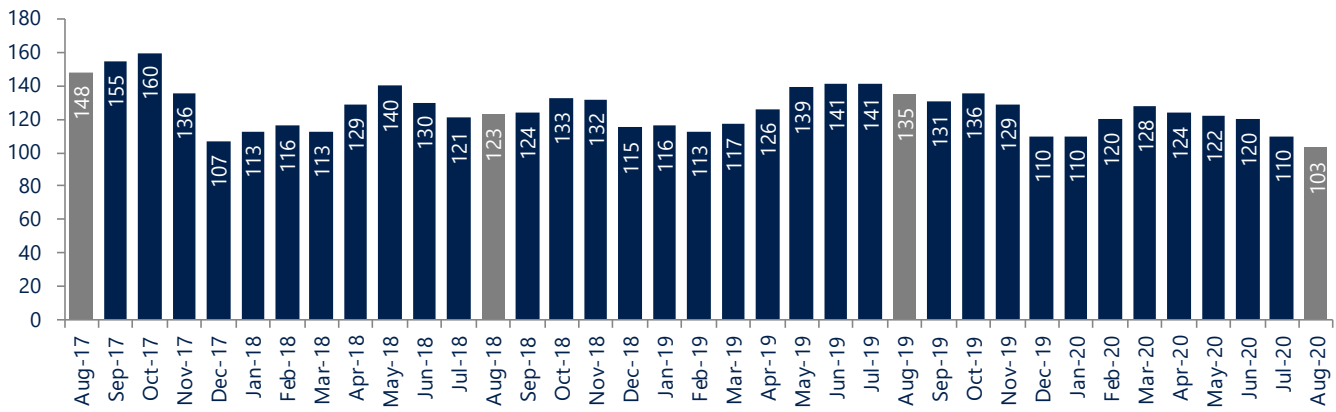
Active inventory this August was 6.4% lower than the previous month's supply of available inventory.

INVENTORY PRICE RANGES



ACTIVE INVENTORY

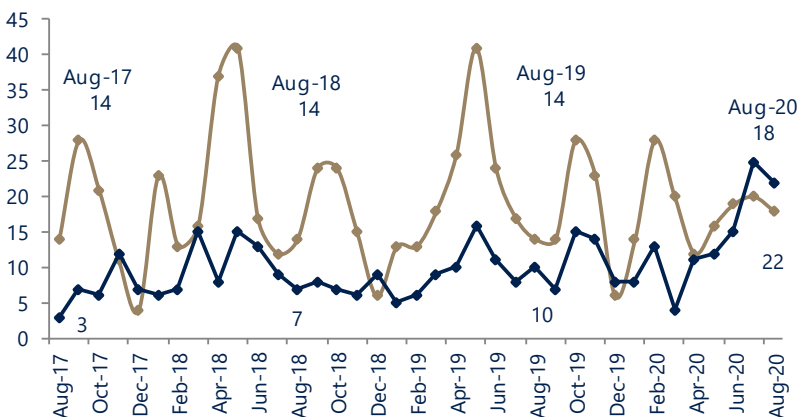
Homes \$750,000+



NEW LISTINGS & NEW CONTRACTS

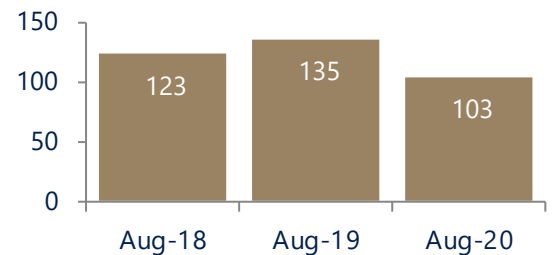
Homes \$750,000+

— New Listings — New Contracts



ACTIVE INVENTORY

Versus Previous Years
Homes \$750,000+

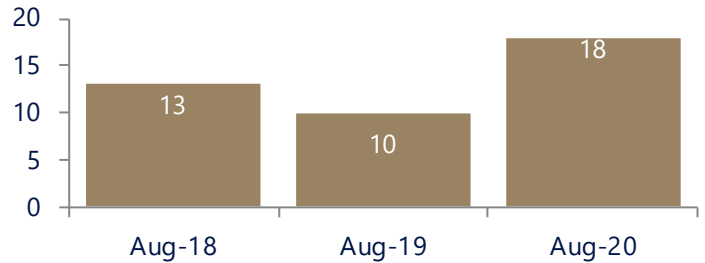


Wilmington, DE Area - August 2020

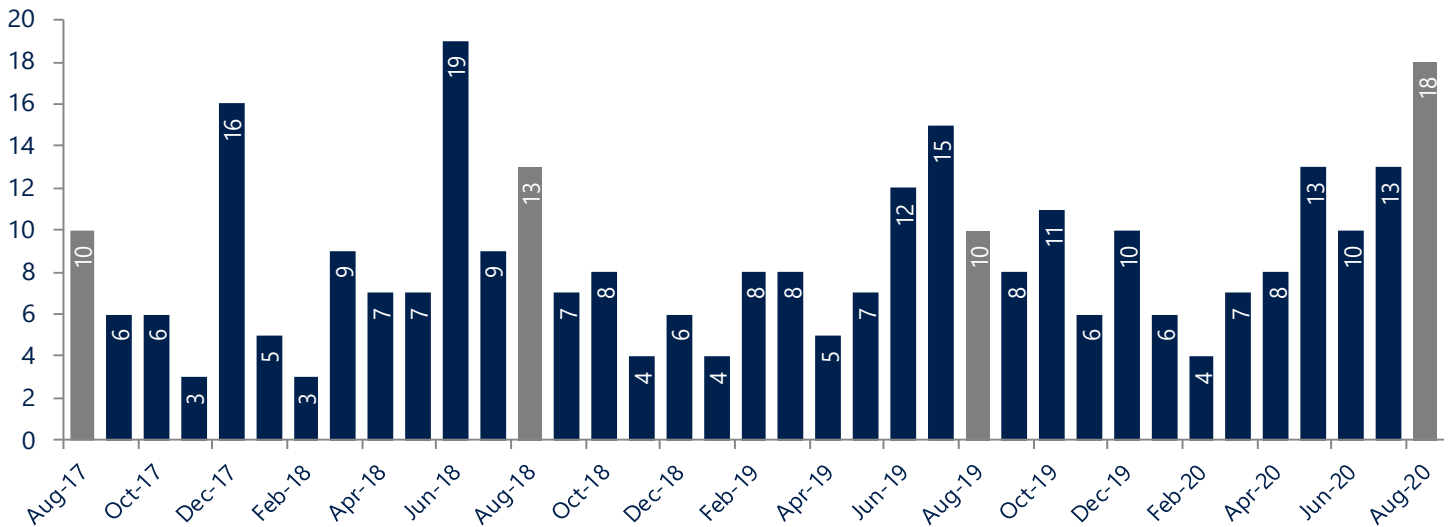
This month's units sold for homes more than \$750,000 was higher than at this time last year, an increase of 80.0% versus last August and an increase of 38.5% versus August of 2018.

There was an increase of 38.5% in luxury units sold in August compared to July of this year.

UNITS SOLD
Versus Previous Years
Homes \$750,000+



UNITS SOLD
Homes \$750,000+



RECENT SELECTED LUXURY SALES

Homes \$750,000+

Sold Date	City	Zip Code	Final List Price	Final Sale Price	Sale Price as % of List Price	DOM	Long & Foster Represented	
							Buyer	Seller
August 14, 2020	Wilmington	19807	\$1,875,000	\$1,600,000	85.3%	388	✓	
August 21, 2020	Wilmington	19807	\$1,495,000	\$1,375,000	92.0%	16	✓	
August 24, 2020	Wilmington	19807	\$1,265,000	\$1,122,500	88.7%	175	✓	✓
August 7, 2020	Greenville	19807	\$1,200,000	\$1,050,000	87.5%	23	✓	
August 24, 2020	Wilmington	19803	\$925,000	\$928,000	100.3%	5	✓	
August 5, 2020	Wilmington	19807	\$969,000	\$895,000	92.4%	120	✓	✓
July 15, 2020	Wilmington	19807	\$1,422,683	\$1,422,683	100.0%	2	✓	
July 14, 2020	Wilmington	19803	\$1,075,000	\$1,075,000	100.0%	5		✓
July 16, 2020	Wilmington	19807	\$897,500	\$1,000,000	111.4%	13		✓
July 31, 2020	Greenville	19807	\$950,000	\$862,500	90.8%	109	✓	

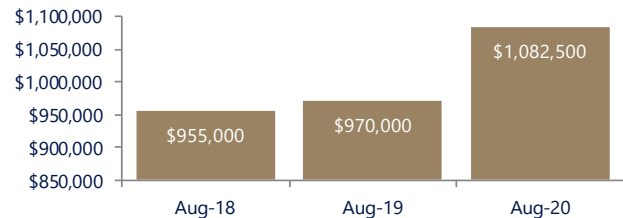
Wilmington, DE Area - August 2020

In August, the median sales price for homes more than \$750,000 was \$1,082,500, an increase of 11.6% compared to last year.

The current median sales price was higher by 25.5% than in July.

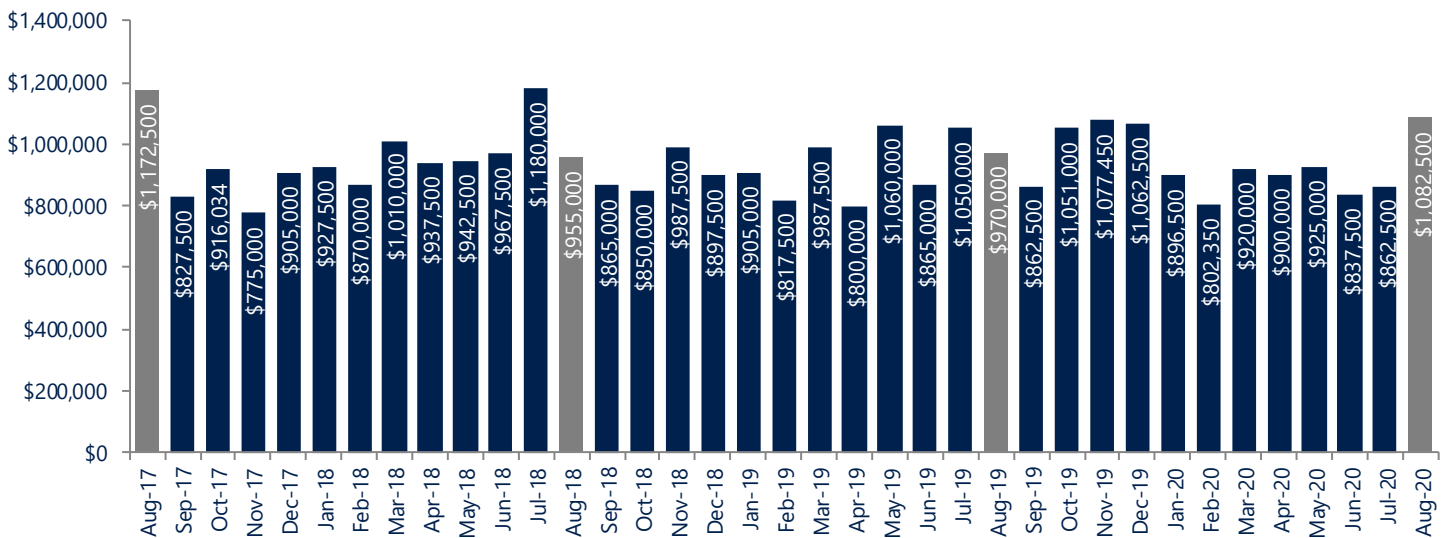
MEDIAN SALES PRICE

Versus Previous Years
Homes \$750,000+



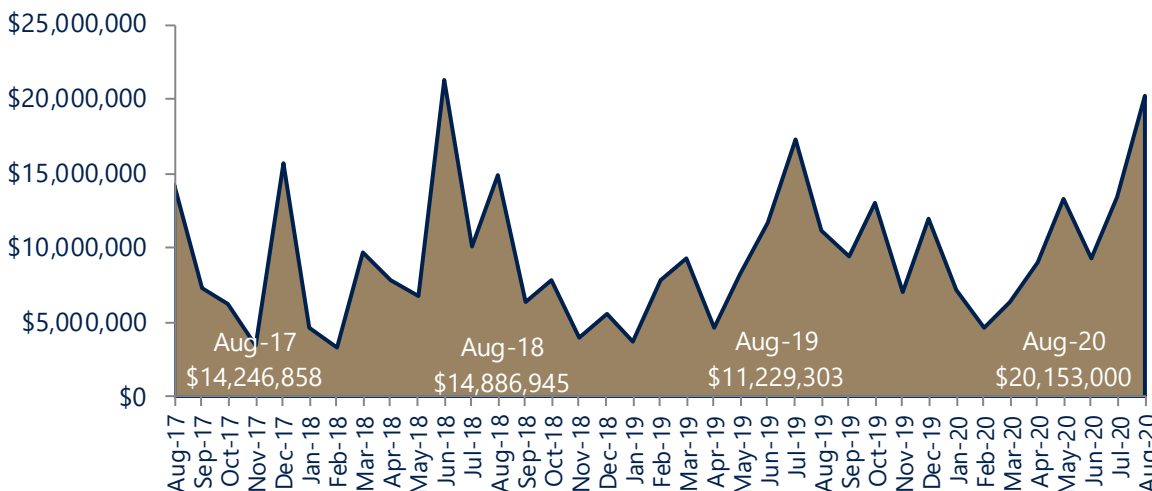
MEDIAN SALES PRICE

Homes \$750,000+



TOTAL DOLLAR VOLUME SOLD

Homes \$750,000+



Total volume sold this August was 79.5% higher than the same month one year ago.

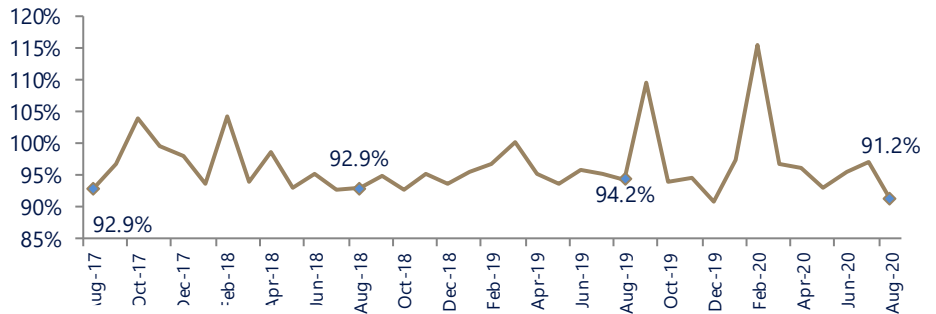
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In August, the average sale price for homes more than \$750,000 was 91.2% of the average list price, which is 3.0% lower than at this time last year.

This month, the average number of days on market was 164, higher than the average last year, which was 92.

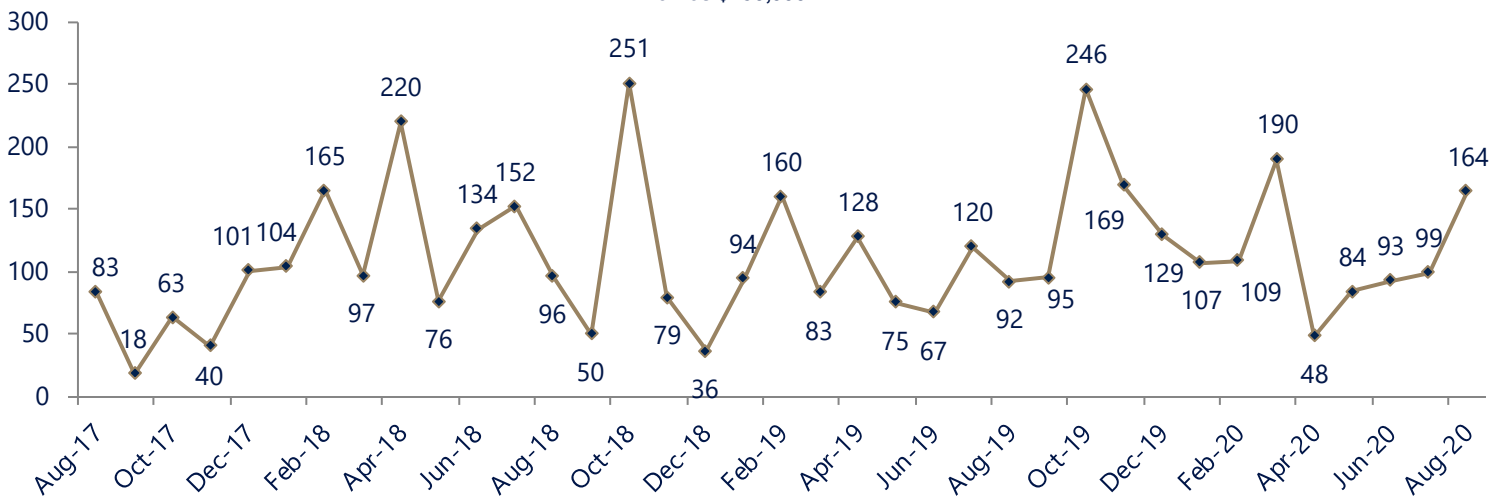
SALE PRICE AS % OF LIST PRICE

Homes \$750,000+



DAYS ON MARKET

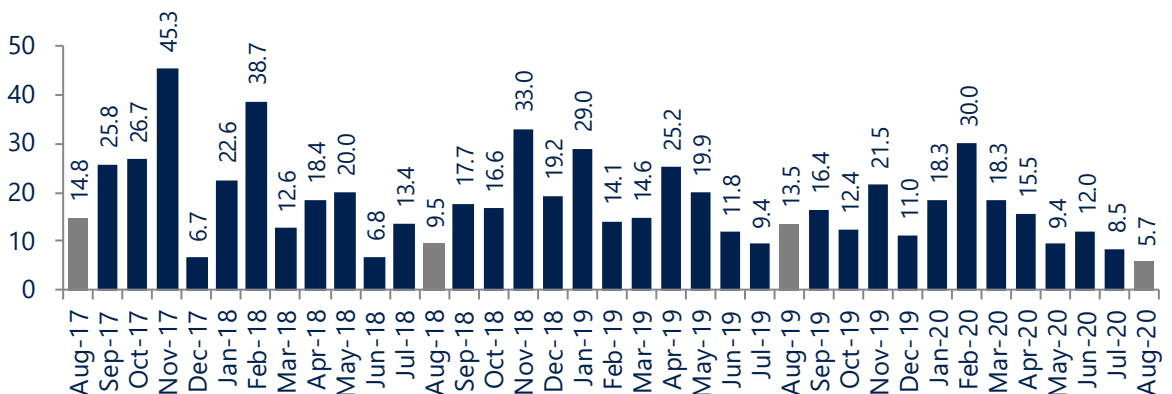
Homes \$750,000+



MONTHS OF SUPPLY

Homes \$750,000+

In August, there were 5.7 months of supply available, compared to 13.5 in August of 2019. That is a decrease of 57.8% versus a year ago.





Wilmington, DE Area - August 2020

References & Definitions

WILMINGTON, DE AREA: LISTING SOURCE, REPORTING AREA, & DEFINITION

Based on data supplied by Bright MLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Counties & Cities included in this area are: Kent and New Castle Counties in Delaware, Cecil and Kent Counties in Maryland, and Salem County in New Jersey. Analysis dates for all regions are August 1, 2017 through August 31, 2020.

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