

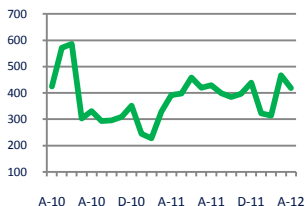


Focus On: New Castle County Housing Market

April 2012

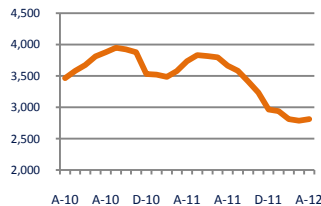
Units Sold

419



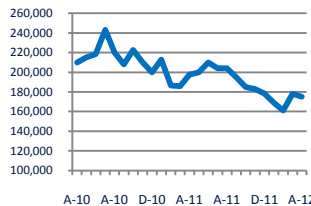
Active Inventory

2,813



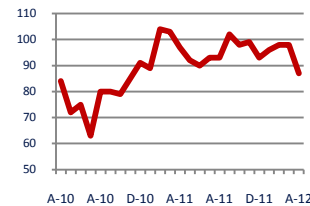
Median Sale Price

\$175,000



Days On Market

87



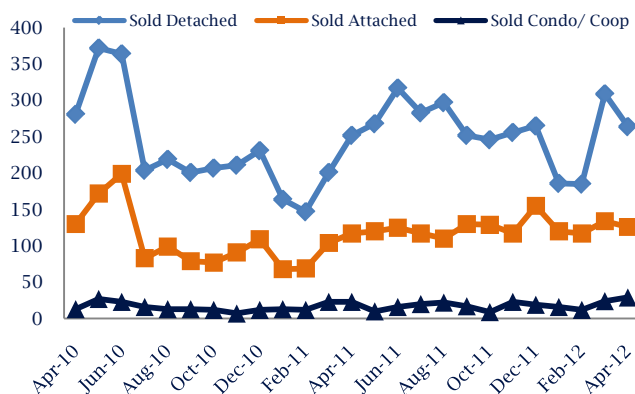
Up 7%
Vs. Year Ago

Down -25%
Vs. Year Ago

Down -11%
Vs. Year Ago

Down -10%
Vs. Year Ago

Units Sold*



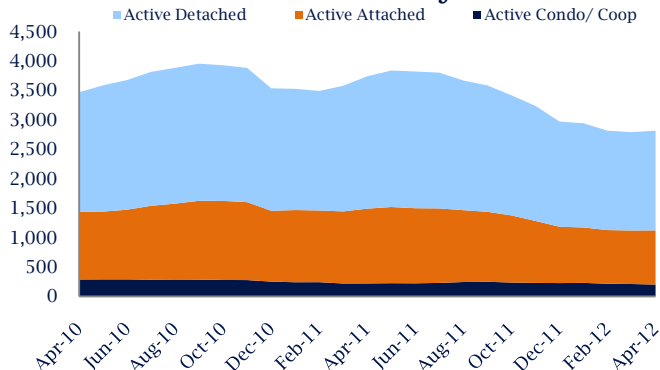
Units Sold

There was a decrease in total units sold in April, with 419 sold this month in New Castle County versus 467 last month, a decrease of 10%. This month's total units sold was higher than at this time last year, an increase of 7% versus April 2011.

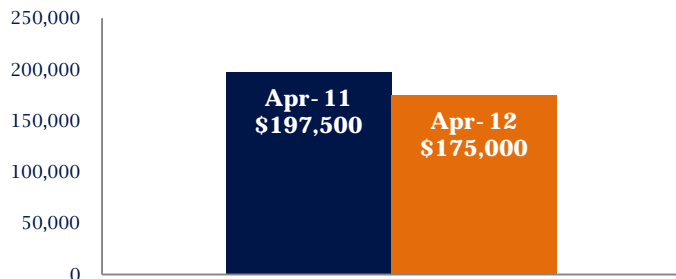
Active Inventory

Versus last year, the total number of homes available this month is lower by 924 units or 25%. The total number of active inventory this April was 2,813 compared to 3,737 in April 2011. This month's total of 2,813 is higher than the previous month's total supply of available inventory of 2,788, an increase of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for New Castle County Homes was \$197,500. This April, the median sale price was \$175,000, a decrease of 11% or \$22,500 compared to last year. The current median sold price is 2% lower than in March.

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.



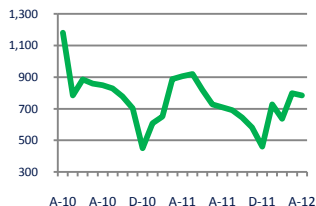


Focus On: New Castle County Housing Market

April 2012

New Listings

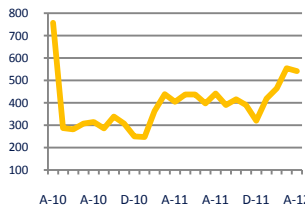
785



Down - 13%
Vs. Year Ago

Current Contracts

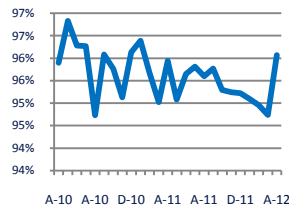
542



Up 34%
Vs. Year Ago

Sold Vs. List Price

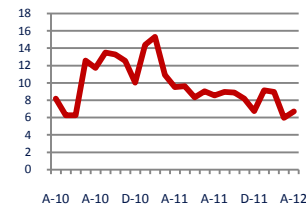
96.1%



No Change
Vs. Year Ago

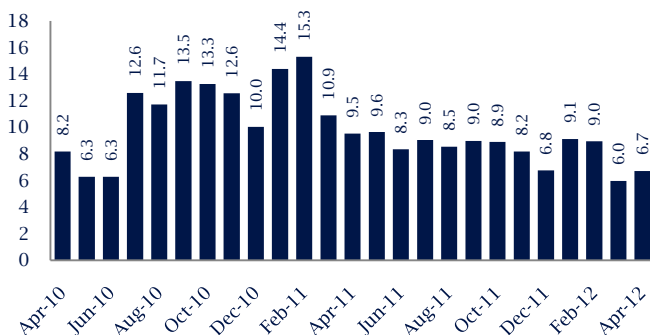
Months of Supply

6.7



Down - 30%
Vs. Year Ago

Months Of Supply



Months of Supply

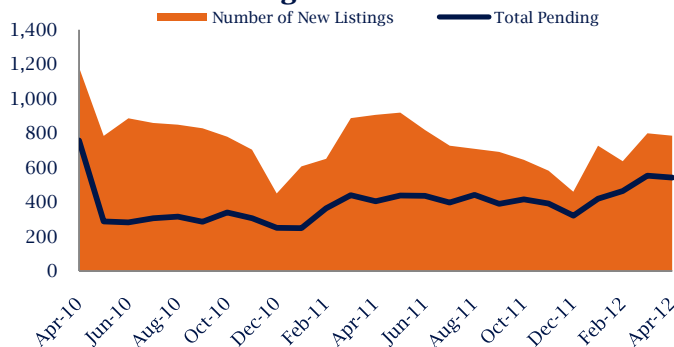
In April, there was 6.7 months of supply available in New Castle County, compared to 9.5 in April 2011. That is a decrease of 30% versus a year ago.

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.

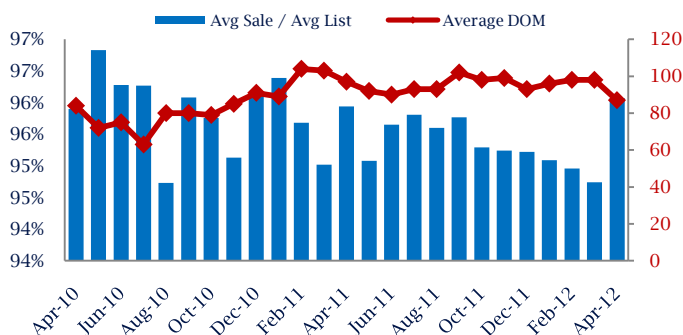
New Listings & Current Contracts

This month there were 785 homes newly listed for sale in New Castle County compared to 906 in April 2011, a decrease of 13%. There were 542 current contracts pending sale this April compared to 404 a year ago. The number of current contracts is 34% higher than last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in New Castle County was 96.1% 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 87, lower than the average last year, which was 97, a decrease of 10%.

*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.

