

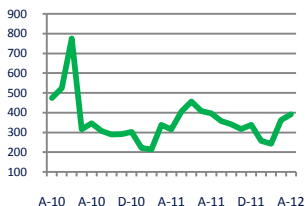


## Focus On: Delaware County Housing Market

### April 2012

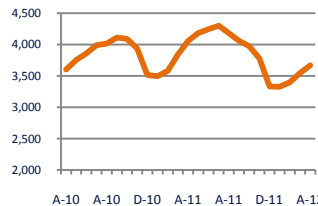
### Units Sold

392



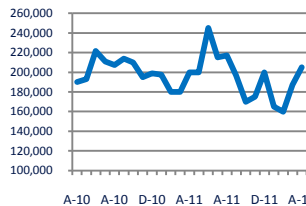
### Active Inventory

3,672



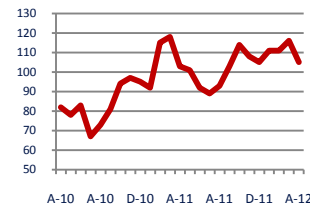
### Median Sale Price

\$205,000



### Days On Market

105



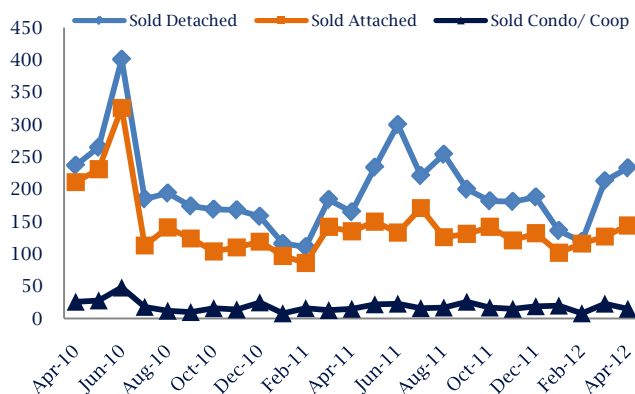
**Up 24%**  
Vs. Year Ago

**Down -9%**  
Vs. Year Ago

**Up 2%**  
Vs. Year Ago

**Up 2%**  
Vs. Year Ago

### Units Sold\*



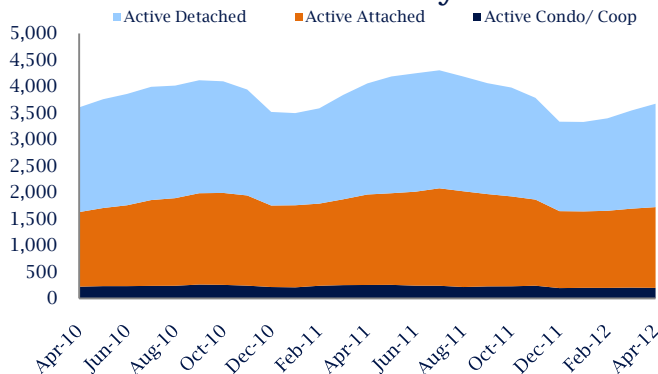
### Units Sold

There was an increase in total units sold in April, with 392 sold this month in Delaware County versus 363 last month, an increase of 8%. This month's total units sold was higher than at this time last year, an increase of 24% versus April 2011.

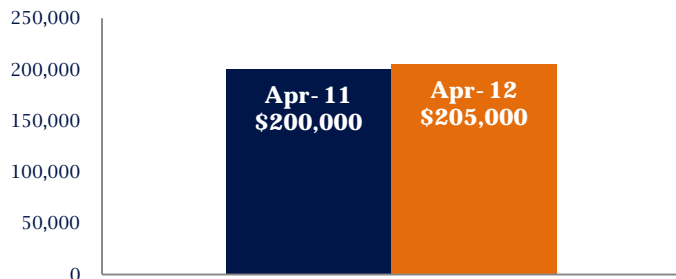
### Active Inventory

Versus last year, the total number of homes available this month is lower by 383 units or 9%. The total number of active inventory this April was 3,672 compared to 4,055 in April 2011. This month's total of 3,672 is higher than the previous month's total supply of available inventory of 3,545, an increase of 4%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last April, the median sale price for Delaware County Homes was \$200,000. This April, the median sale price was \$205,000, an increase of 3% or \$5,000 compared to last year. The current median sold price is 10% higher 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.



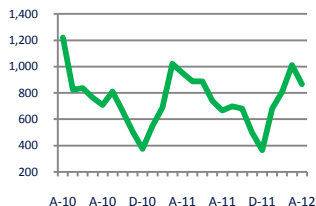


## Focus On: Delaware County Housing Market

April 2012

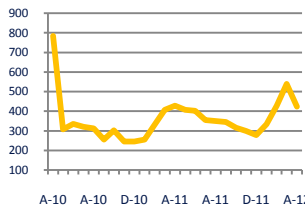
### New Listings

866



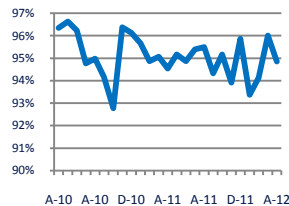
### Current Contracts

423



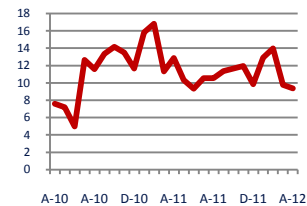
### Sold Vs. List Price

94.9%



### Months of Supply

9.4



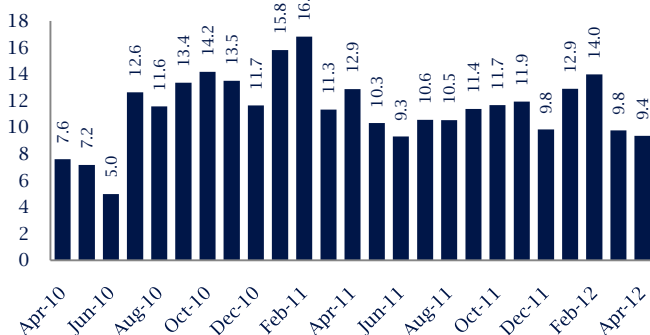
**Down - 9%**  
Vs. Year Ago

**Down - 1%**  
Vs. Year Ago

**No Change**  
Vs. Year Ago

**Down - 27%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

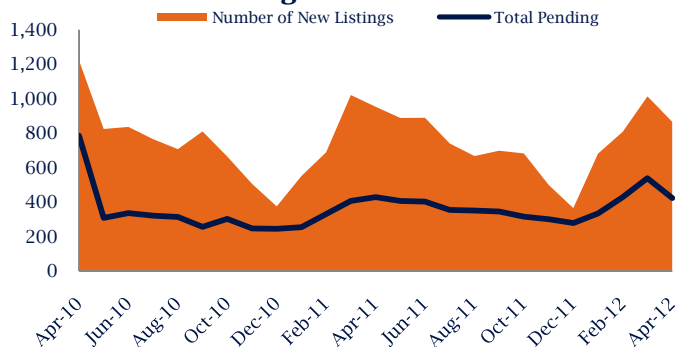
In April, there was 9.4 months of supply available in Delaware County, compared to 12.9 in April 2011. That is a decrease of 27% versus a year ago.

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 866 homes newly listed for sale in Delaware County compared to 953 in April 2011, a decrease of 9%. There were 423 current contracts pending sale this April compared to 428 a year ago. The number of current contracts is 1% lower 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 Delaware County was 94.9% 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 105, higher than the average last year, which was 103, an increase of 2%.

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