



County

New Castle County

Quarterly Update

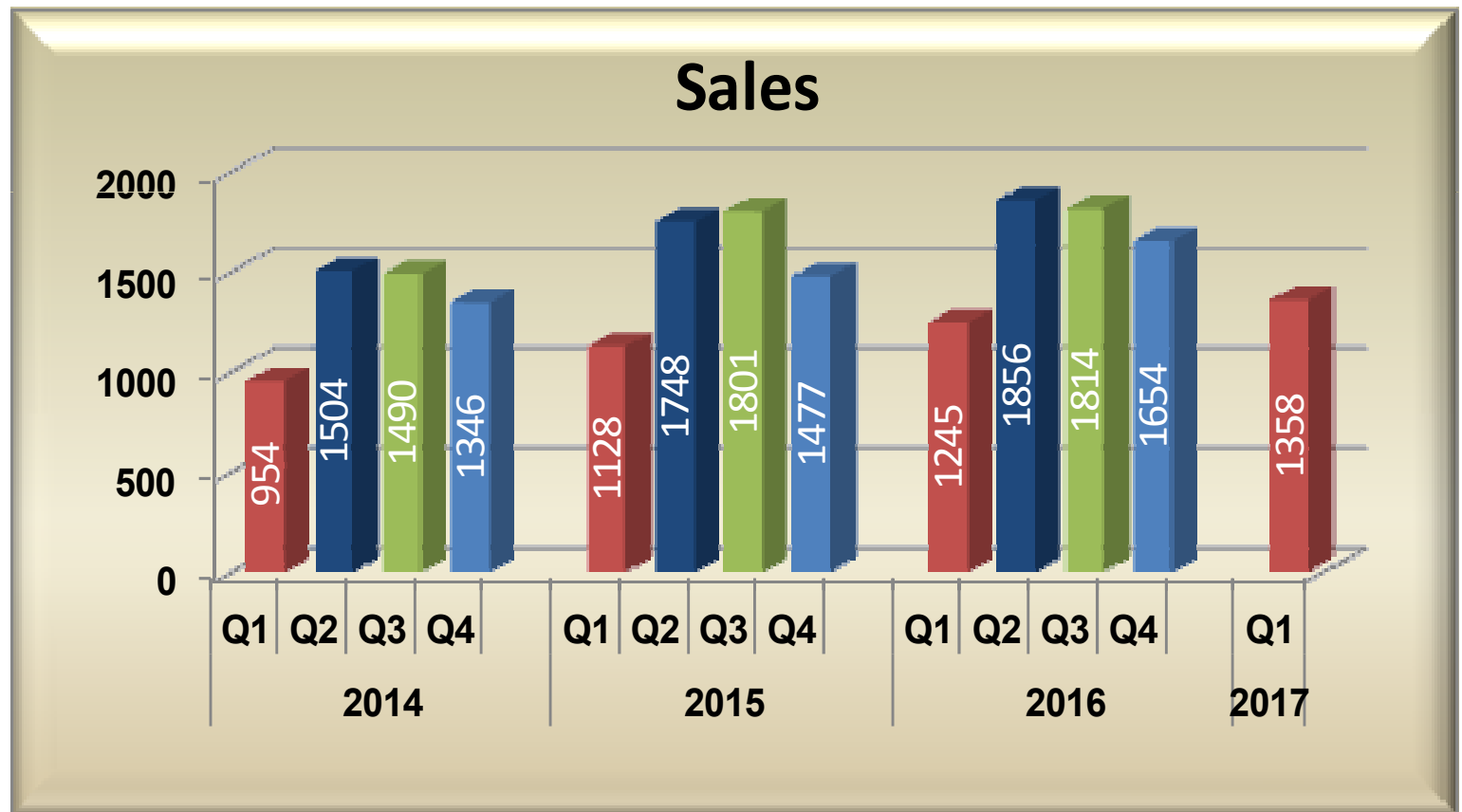
First Quarter 2017 Report



Market Update

■ Total Quarterly Sales

- YTD 2017 vs. 2016: 9.1%
- Q1 2017 vs. Q1 2016: 9.1%

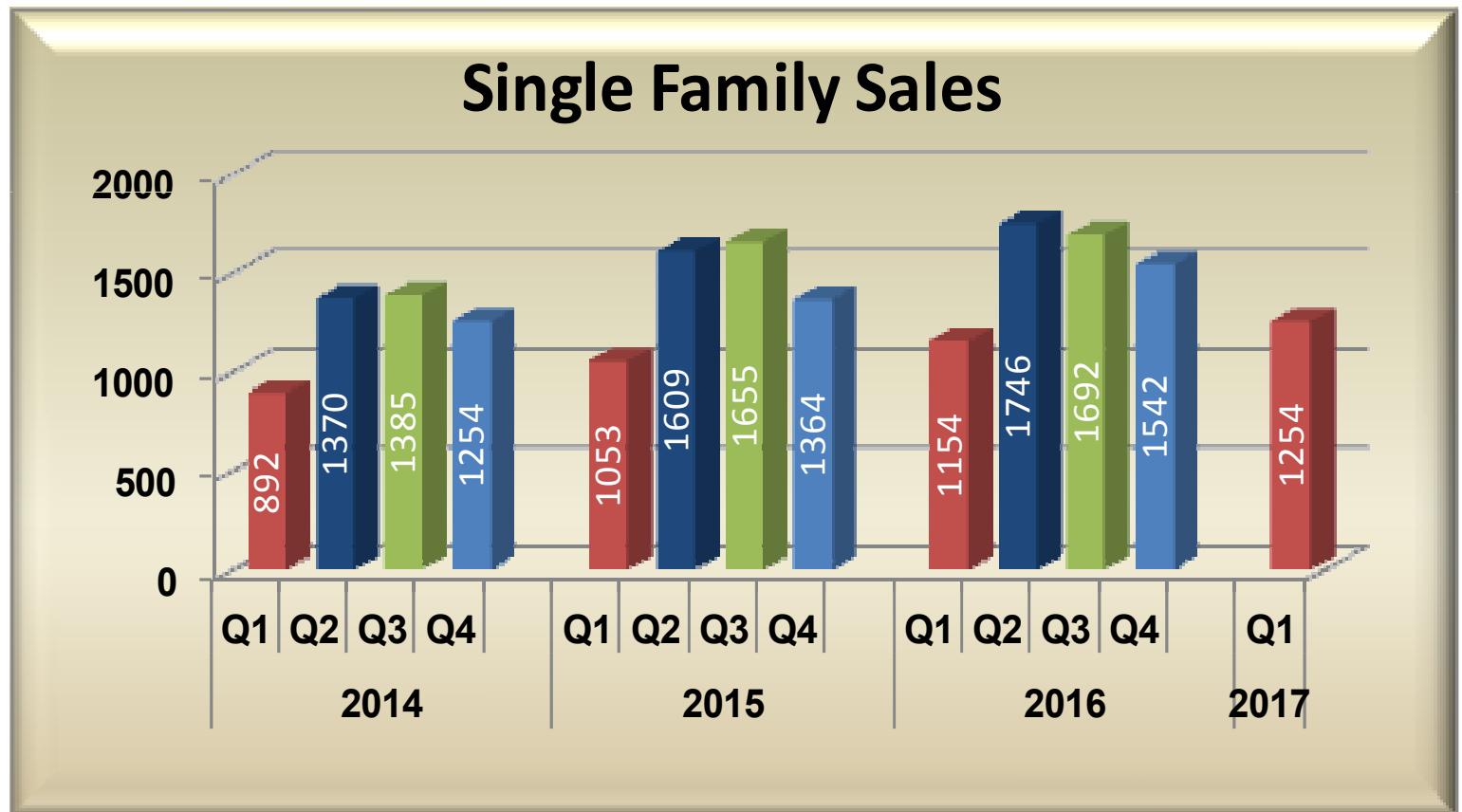




Market Update

■ Single Family Quarterly Sales

- YTD 2017 vs. 2016: 8.7%
- Q1 2017 vs. Q1 2016: 8.7%

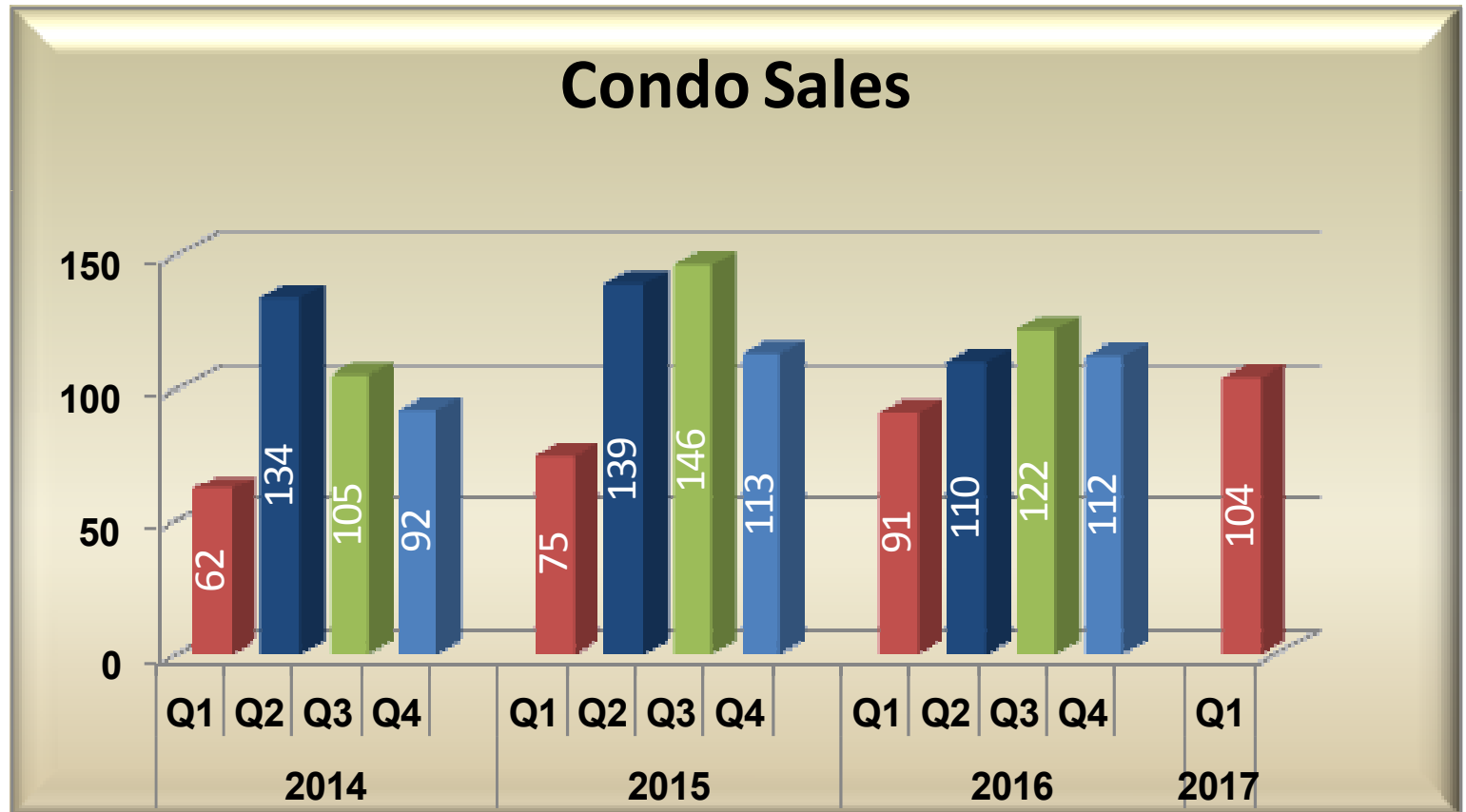




Market Update

Condo Quarterly Sales

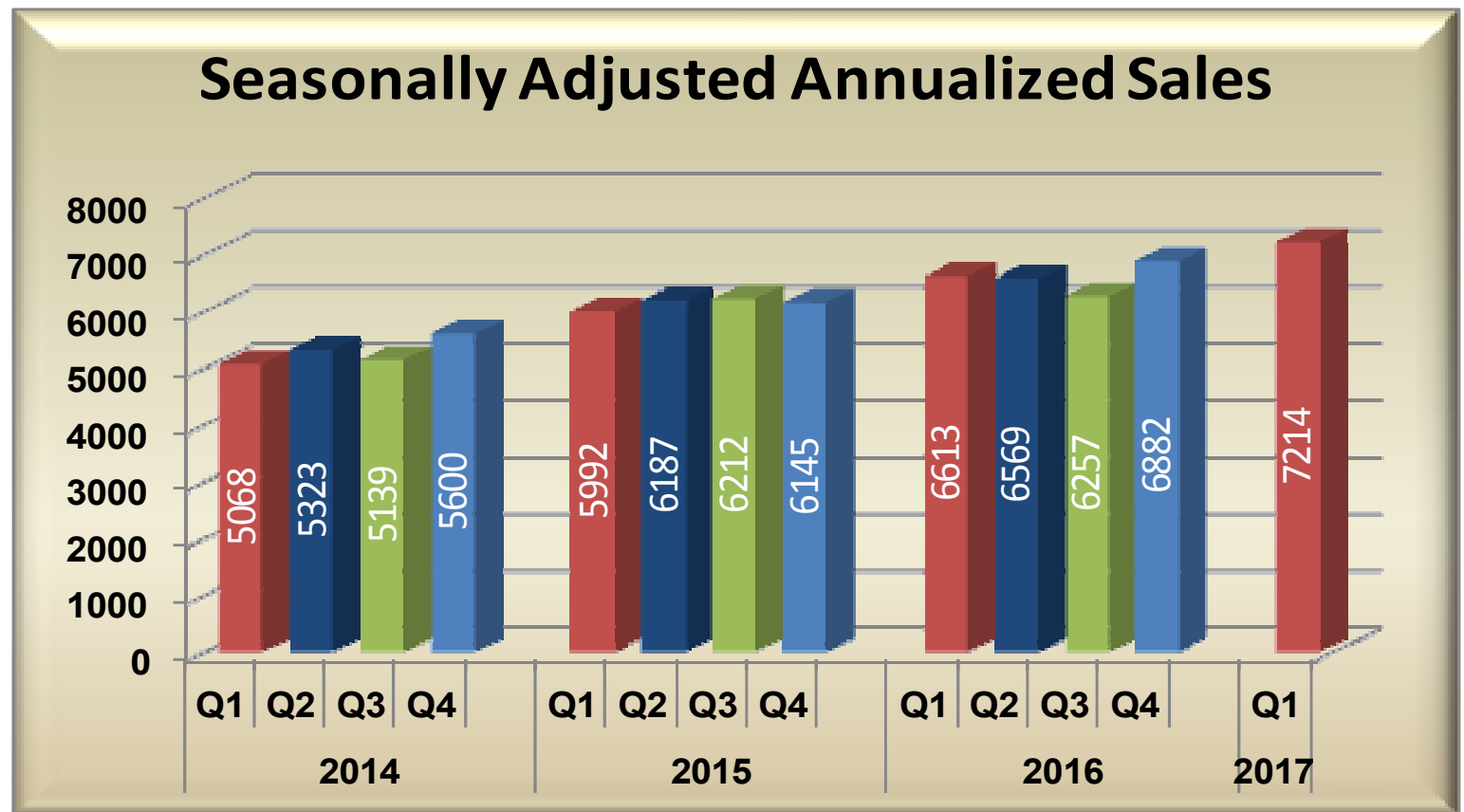
- YTD 2017 vs. 2016: 14.3%
- Q1 2017 vs. Q1 2016: 14.3%





Market Update

- Seasonally Adjusted Annualized Sales
 - Q1 2017 vs. Q4 2016: 4.8%
 - Q1 2017 vs. Q1 2016: 9.1%





Market Update

- Townships with the highest number of sales this quarter

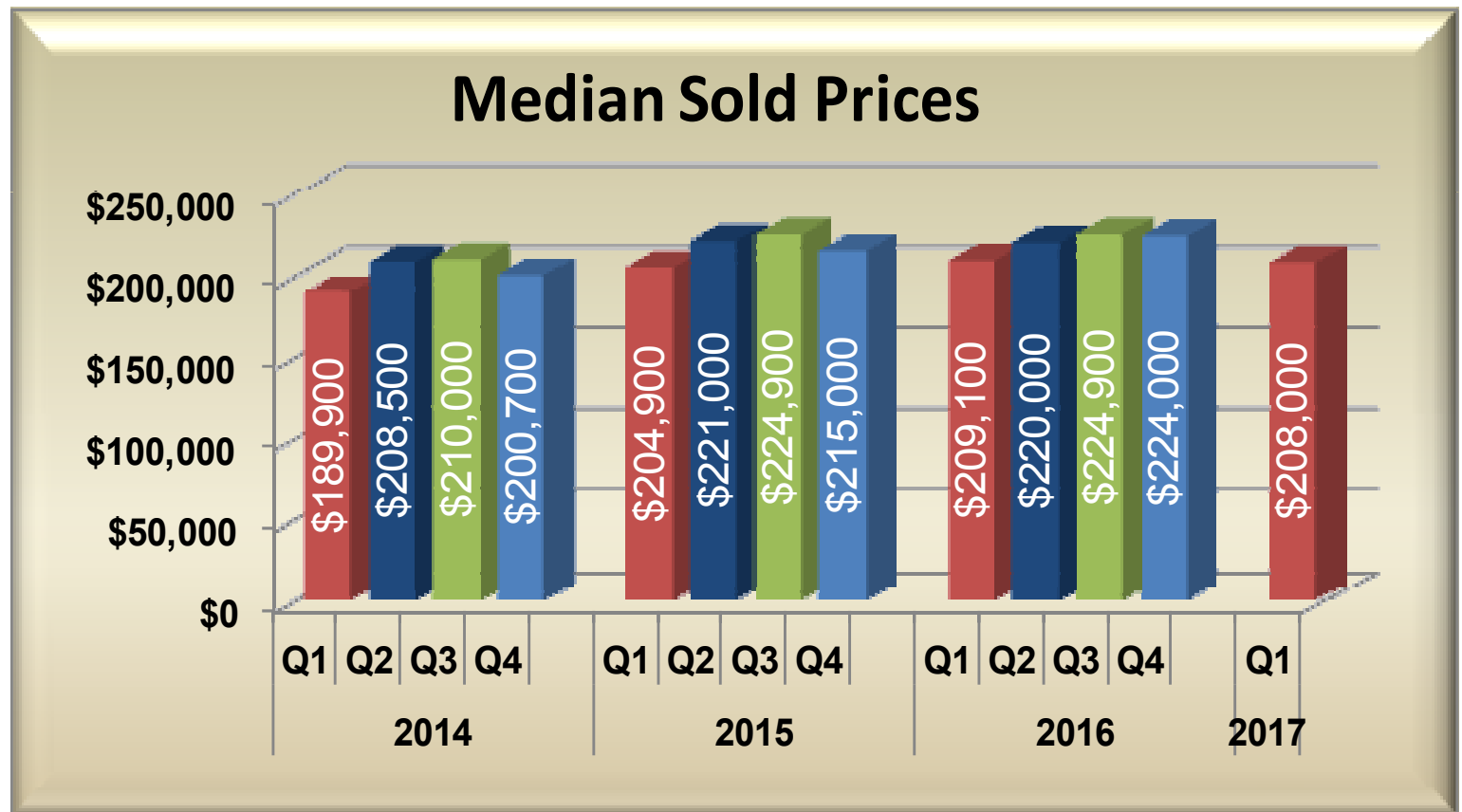
Sales	Current Quarter	Previous Quarter	1 Year Ago
Newark/Glasgow	374	461	346
Brandywine	218	249	218
Wilmington	208	233	190
Elsmere/Newport/Pike Creek	205	251	150
New Castle/Red Lion/Del.City	152	158	132
South Of The Canal	150	208	155
Hockssn/Greenvl/Centrvl	52	88	59



Market Update

■ Median Sold Price

- YTD 2017 vs. 2016: -0.5%
- Q1 2017 vs. Q1 2016: -0.5%

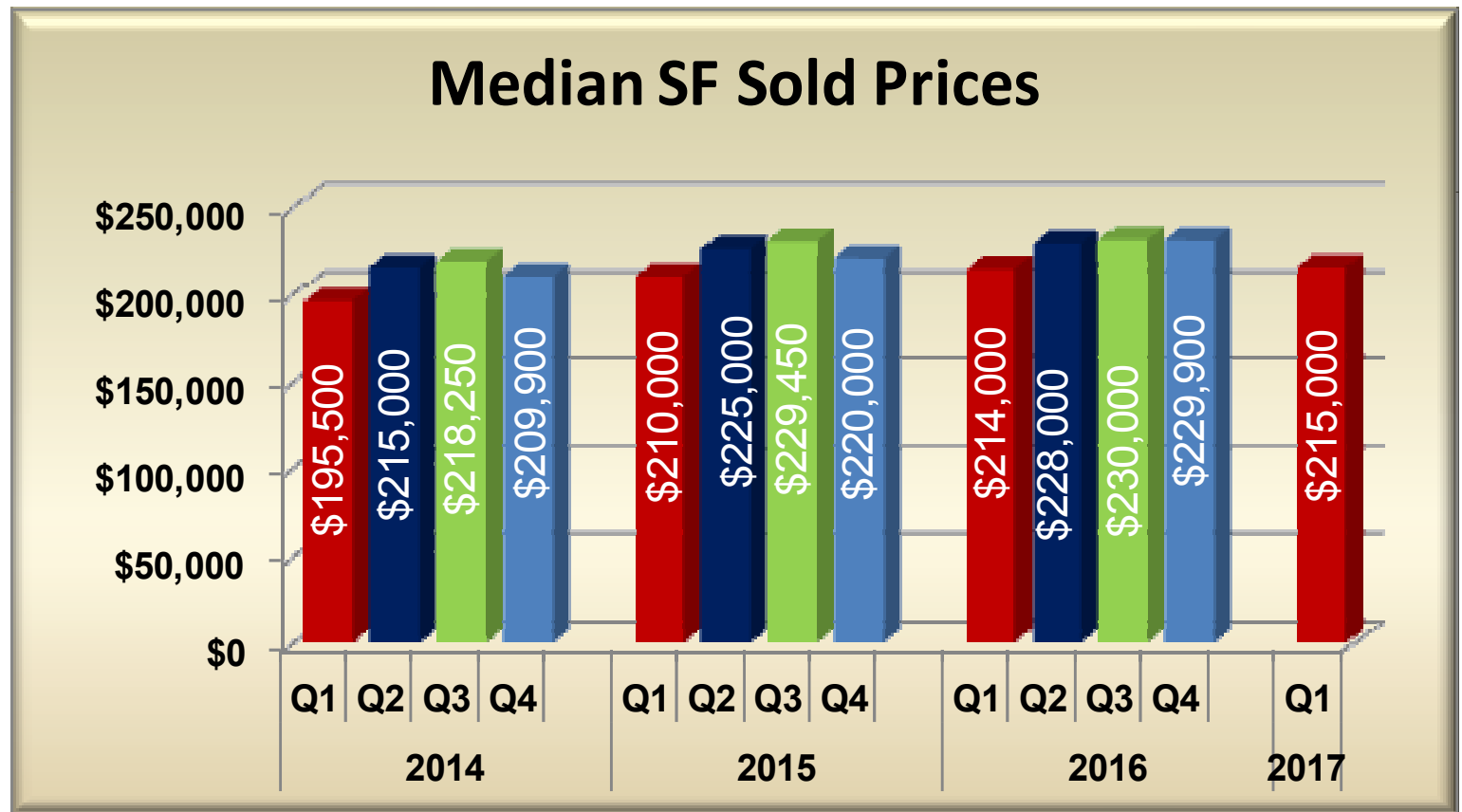




Market Update

■ Median SF Sold Price

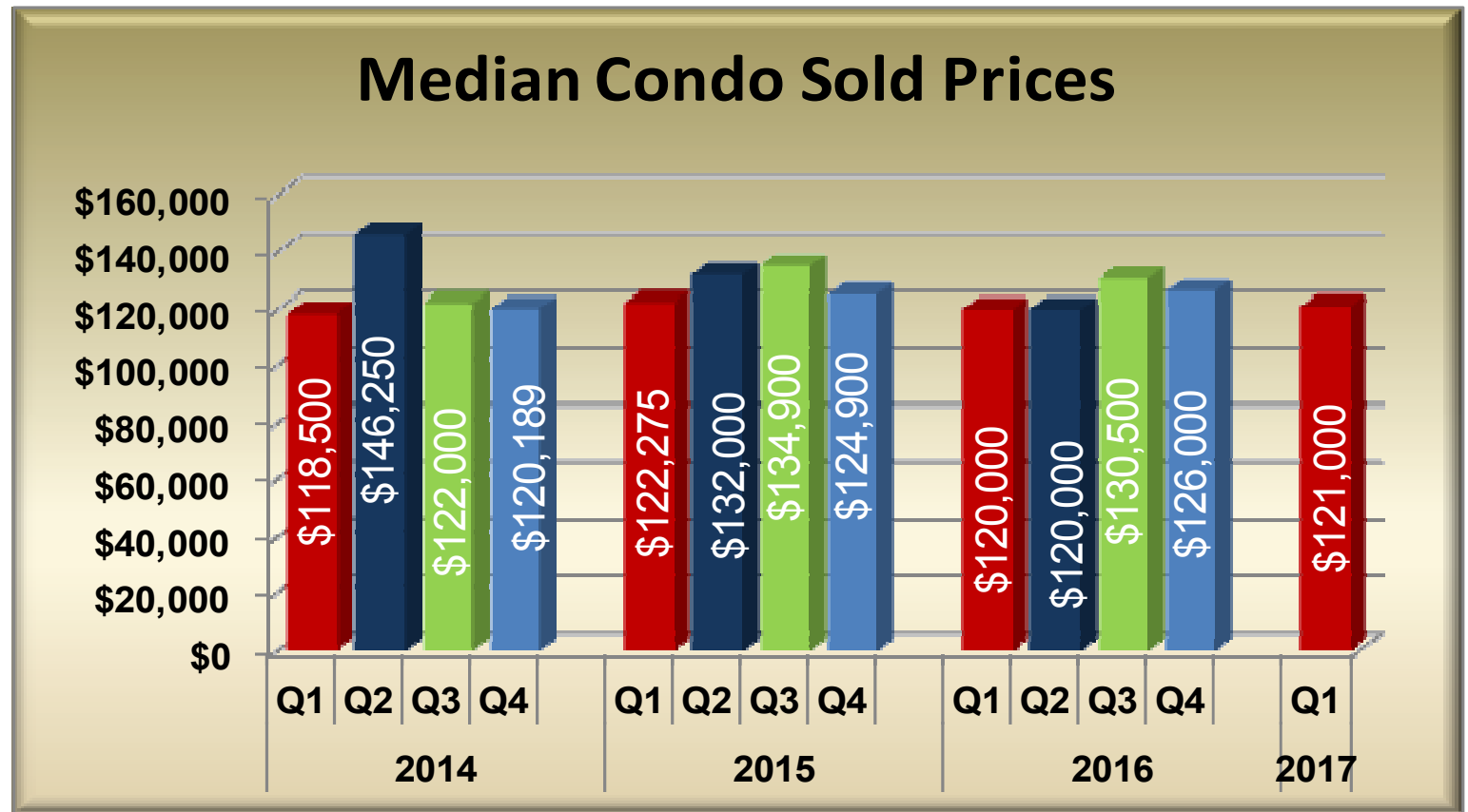
- YTD 2017 vs. 2016: 0.5%
- Q1 2017 vs. Q1 2016: 0.5%





Market Update

- Median Condo Sold Price
 - YTD 2017 vs. 2016: 0.8%
 - Q1 2017 vs. Q1 2016: 0.8%

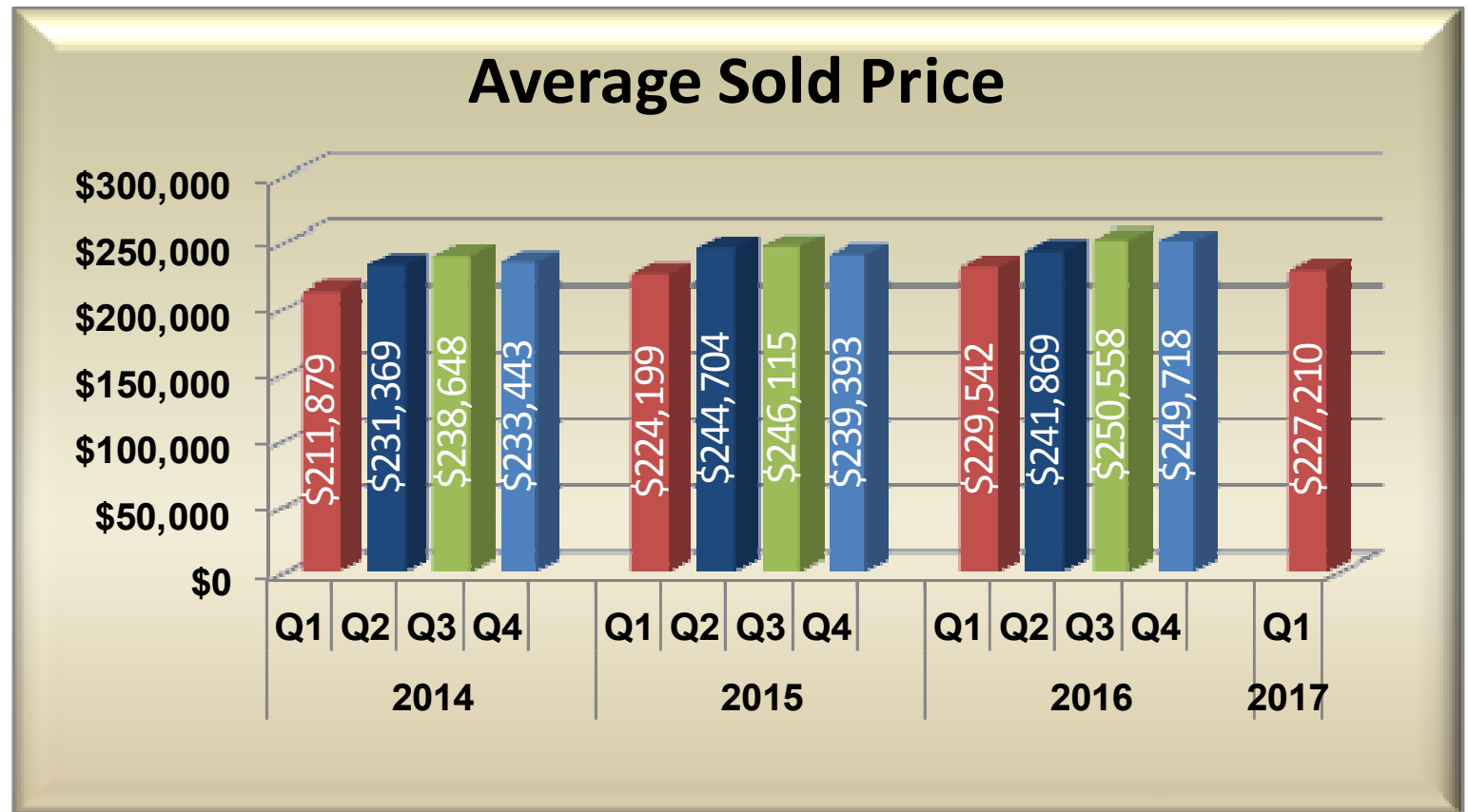




Market Update

■ Average Sold Price

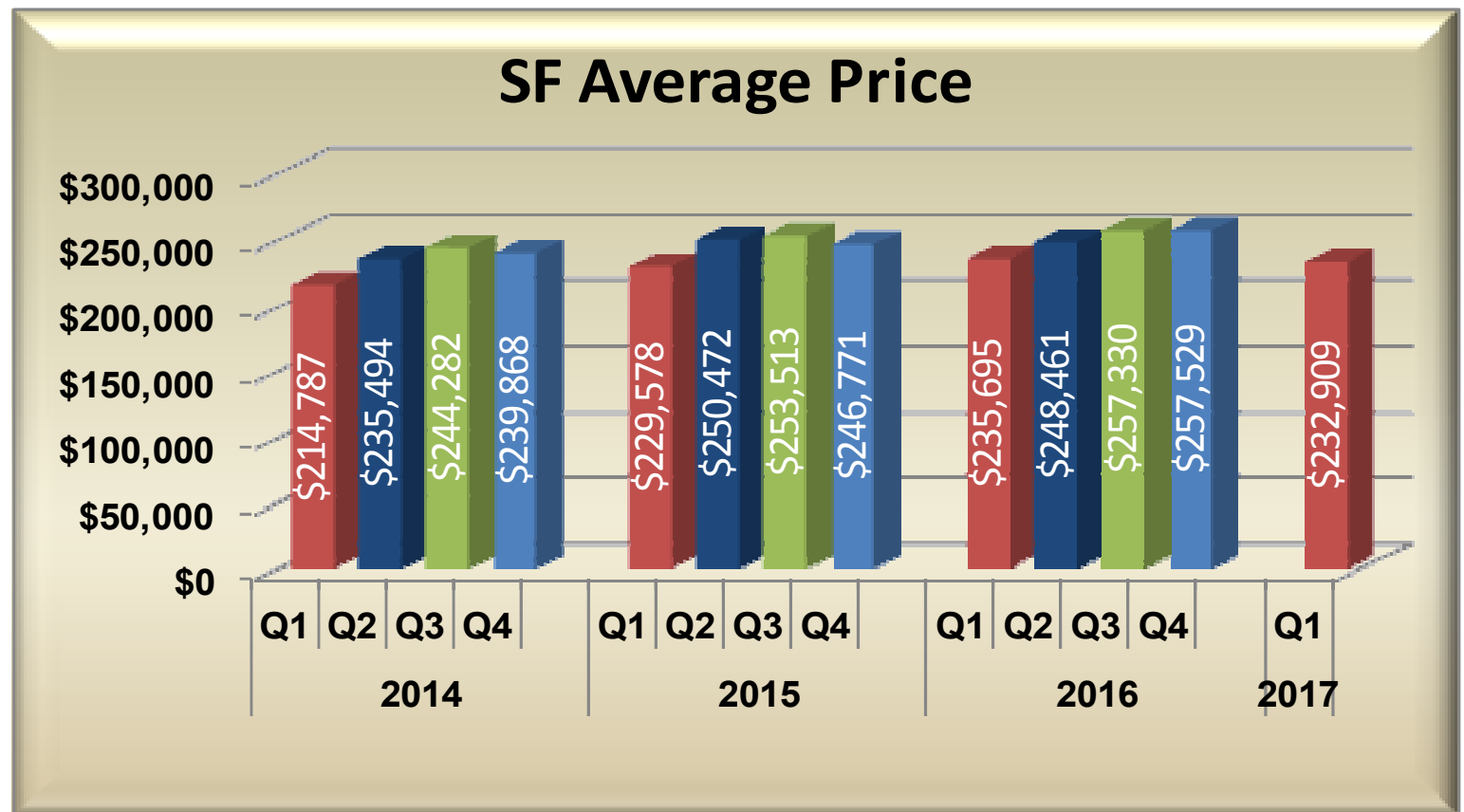
- YTD 2017 vs. 2016: -1.1%
- Q1 2017 vs. Q1 2016: -1.0%





Market Update

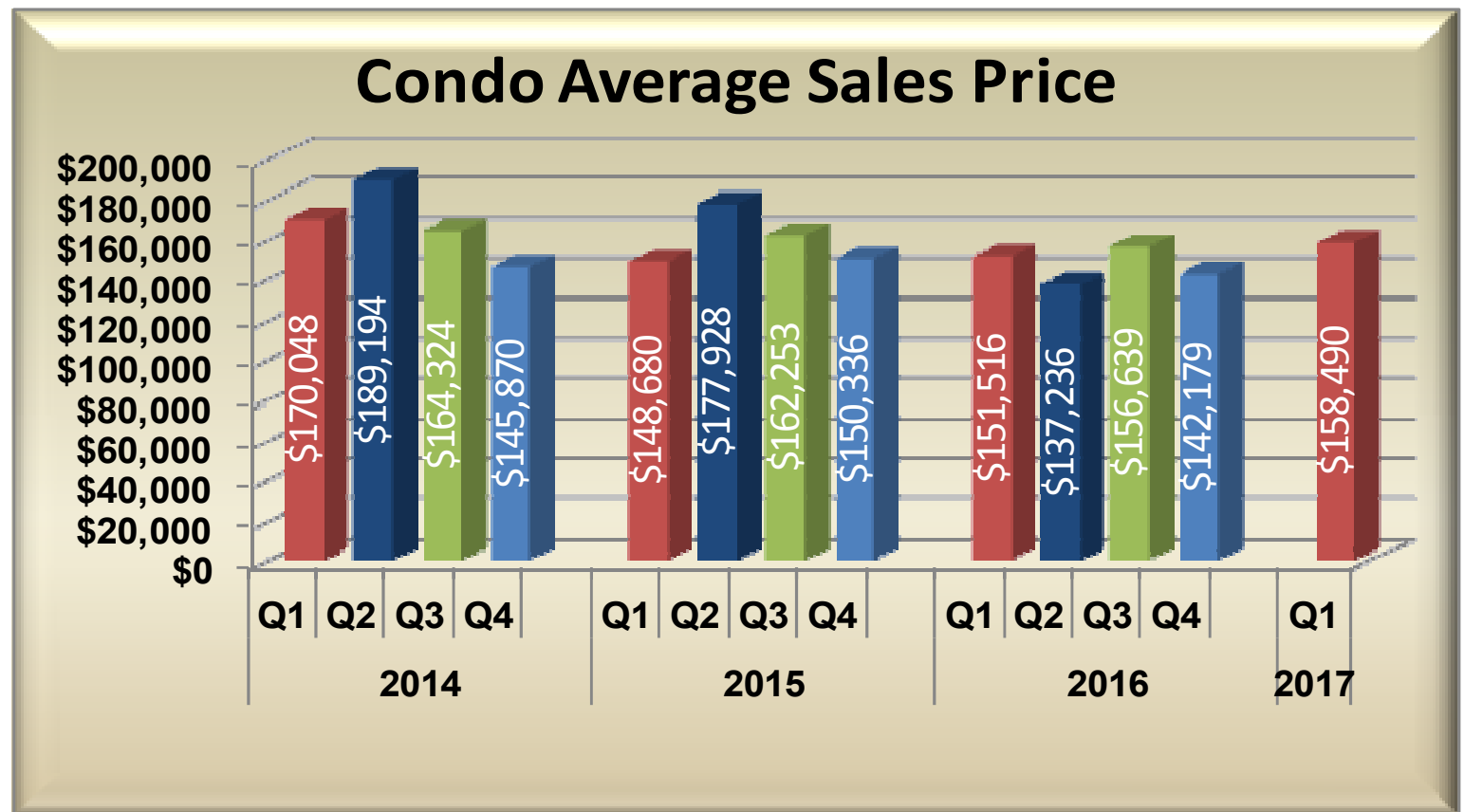
- Average Sold Price for Single Family
 - YTD 2017 vs. 2016: -1.3%
 - Q1 2017 vs. Q1 2016: -1.2%





Market Update

- Average Sold Price for Condos
 - YTD 2017 vs. 2016: 4.6%
 - Q1 2017 vs. Q1 2016: 4.6%





Market Update

- Highest Average Sold Prices
 - Minimum of 10 Sales this quarter

High Average Sold Price (min. 10 Sales)	Current Quarter	Previous Quarter	1 Year Ago
Hockssn/Greenvl/Centrvl	\$ 539,098	\$ 457,360	\$ 512,397
South Of The Canal	\$ 288,289	\$ 373,706	\$ 316,714
Brandywine	\$ 260,943	\$ 338,690	\$ 248,192
Newark/Glasgow	\$ 224,198	\$ 277,977	\$ 227,363
Elsmere/Newport/Pike Creek	\$ 201,548	\$ 195,303	\$ 185,719
New Castle/Red Lion/Del.City	\$ 156,437	\$ 219,755	\$ 156,502
Wilmington	\$ 152,440	\$ 177,817	\$ 142,533



Market Update

- **Lowest Average Sold Prices**
 - Minimum of 10 Sales this quarter

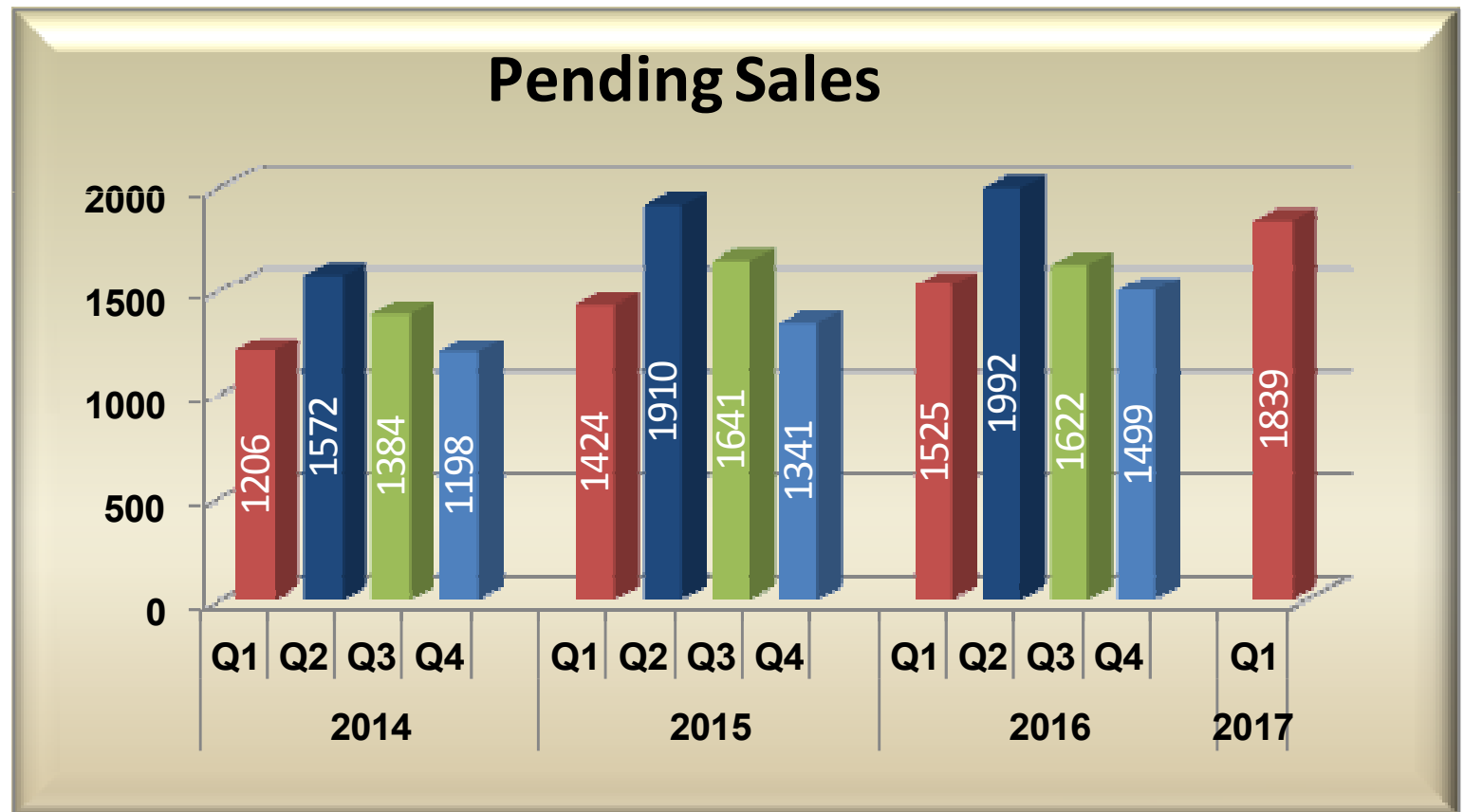
Low Average Sold Price (min. 10 Sales)	Current Quarter	Previous Quarter	1 Year Ago
Wilmington	\$ 152,440	\$ 177,817	\$ 142,533
New Castle/Red Lion/Del. City	\$ 156,437	\$ 219,755	\$ 156,502
Elsmere/Newport/Pike Creek	\$ 201,548	\$ 195,303	\$ 185,719
Newark/Glasgow	\$ 224,198	\$ 277,977	\$ 227,363
Brandywine	\$ 260,943	\$ 338,690	\$ 248,192
South Of The Canal	\$ 288,289	\$ 373,706	\$ 316,714
Hockessin/Greenville/Centerville	\$ 539,098	\$ 457,360	\$ 512,397



Market Update

■ Pending Sales

- YTD 2017 vs. 2016: 20.6%
- Q1 2017 vs. Q1 2016: 20.6%

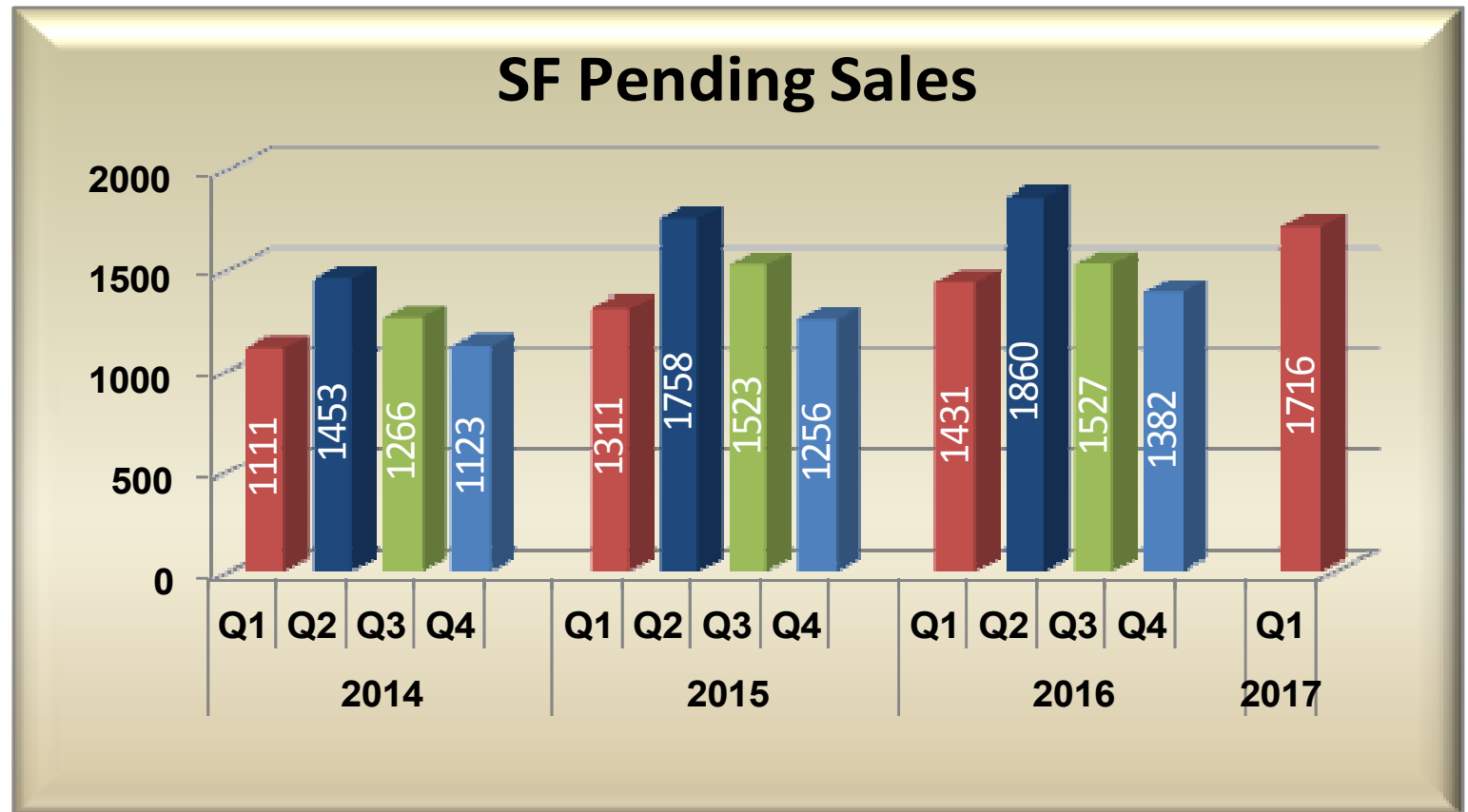




Market Update

■ Single Family Pending Sales

- YTD 2017 vs. 2016: 19.9%
- Q1 2017 vs. Q1 2016: 19.9%

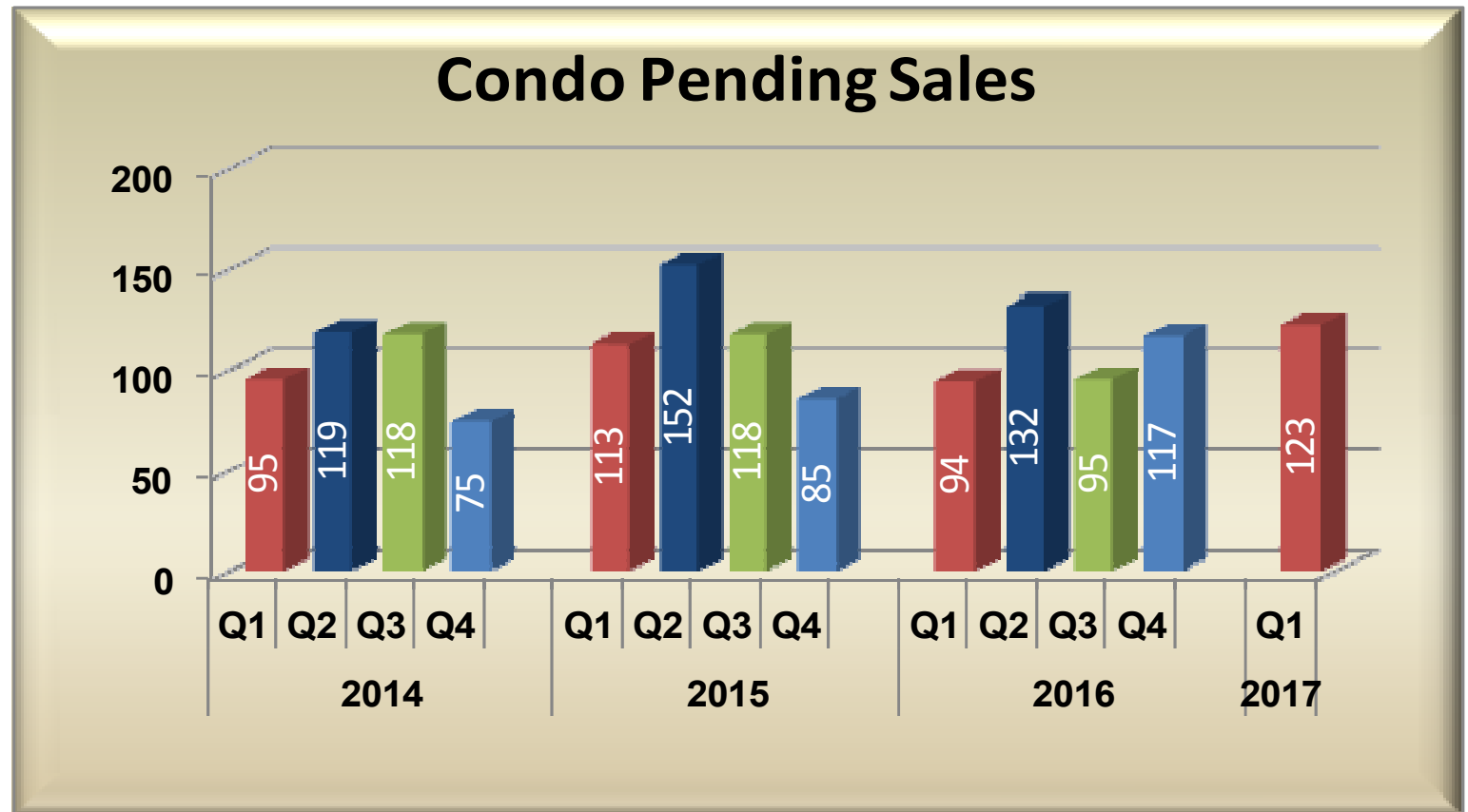




Market Update

Condo Pending Sales

- YTD 2017 vs. 2016: 19.9%
- Q1 2017 vs. Q1 2016: 19.9%

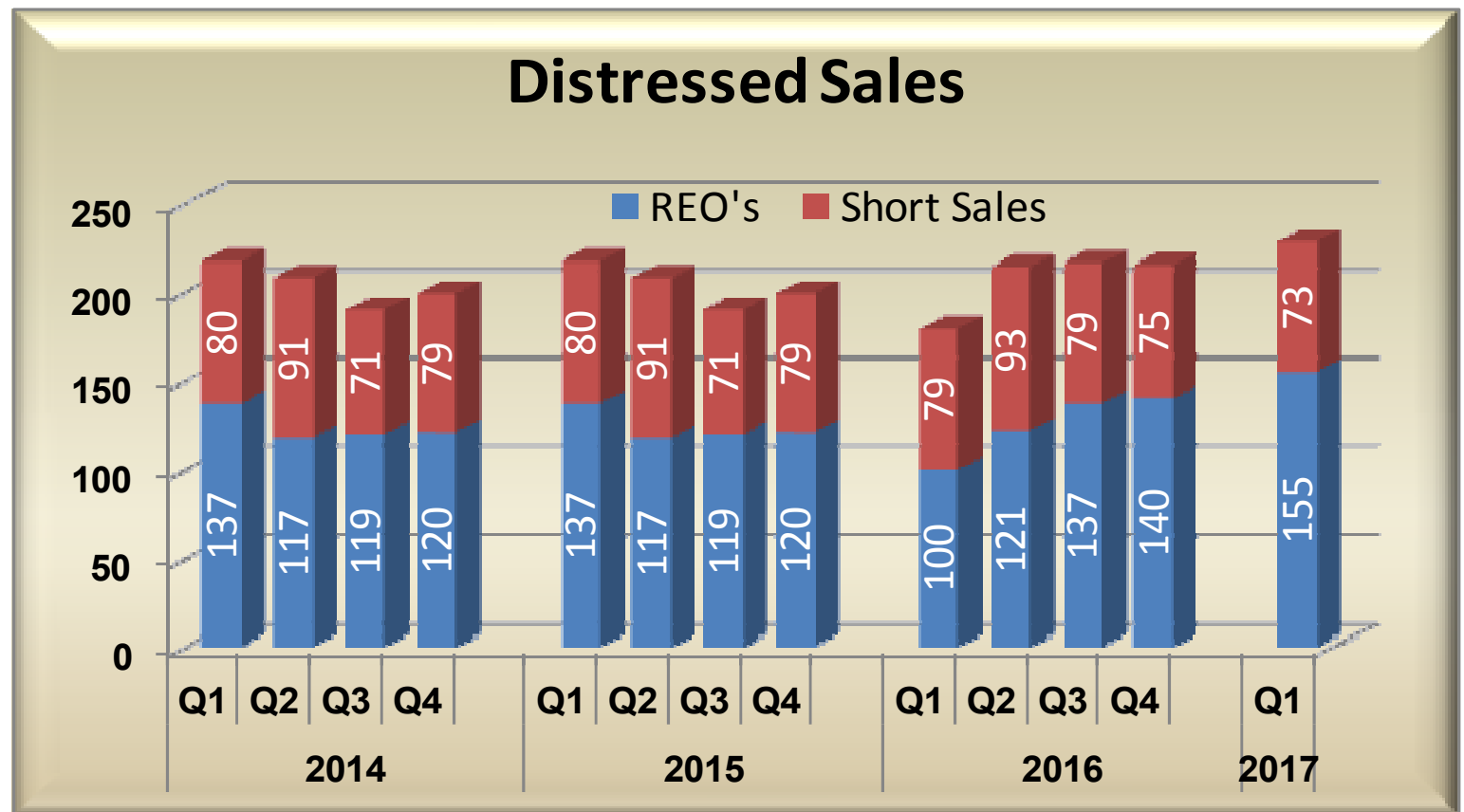




Market Update

Distressed Sales

- YTD 2017 vs. 2016: 27.4%
- Q1 2017 vs. Q1 2016: +27.4%





Market Update

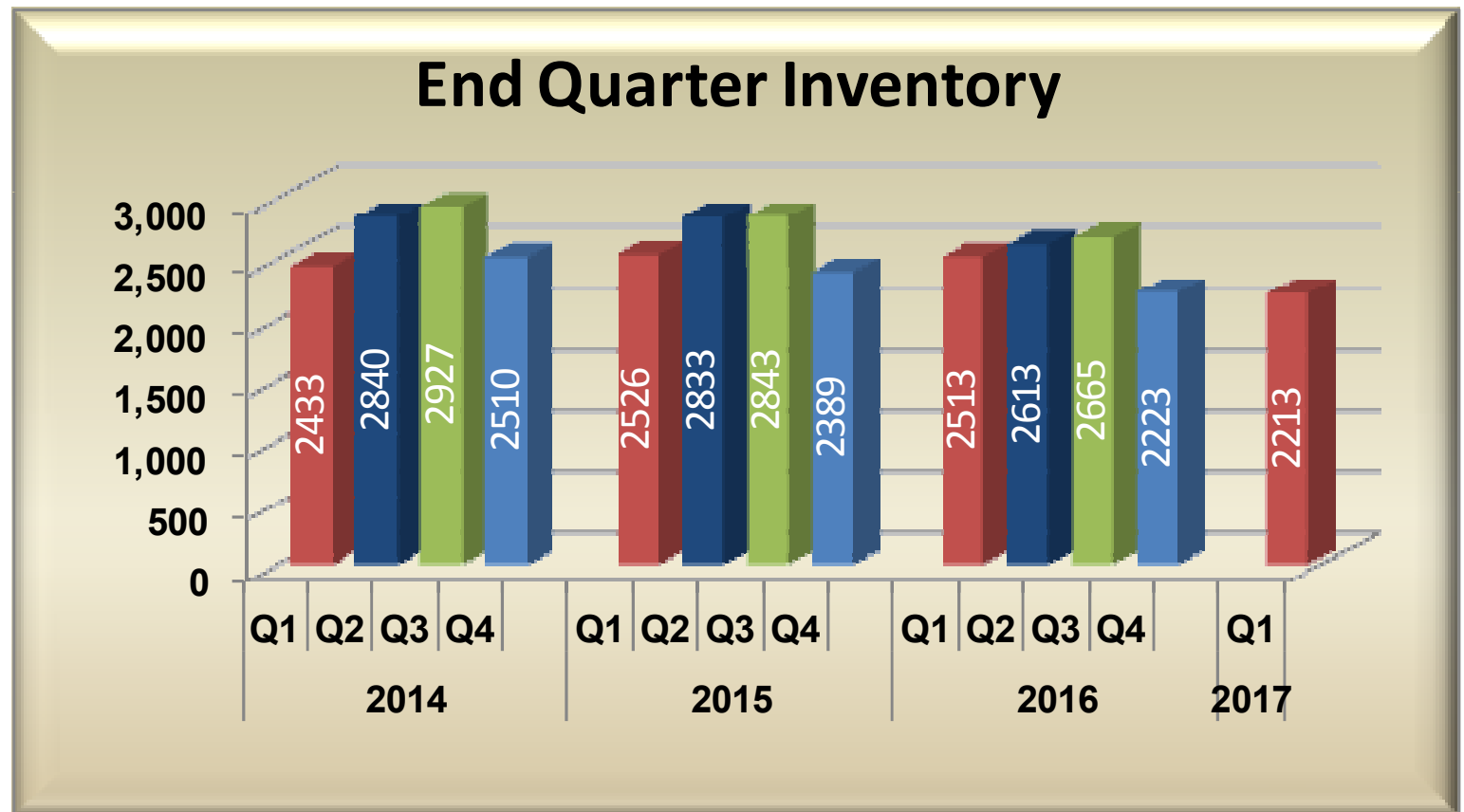
- Most REO's This Quarter

Number of REO's	Current Quarter	Previous Quarter	1 Year Ago
Newark/Glasgow	39	34	18
New Castle/Red Lion/Del. City	34	24	17
Wilmington	32	40	32
Elsmere/Newport/Pike Creek	21	21	8
Brandywine	14	13	12
South Of The Canal	13	7	11
Hockessin/Greenvl/Centrvl	2	1	2



Market Update

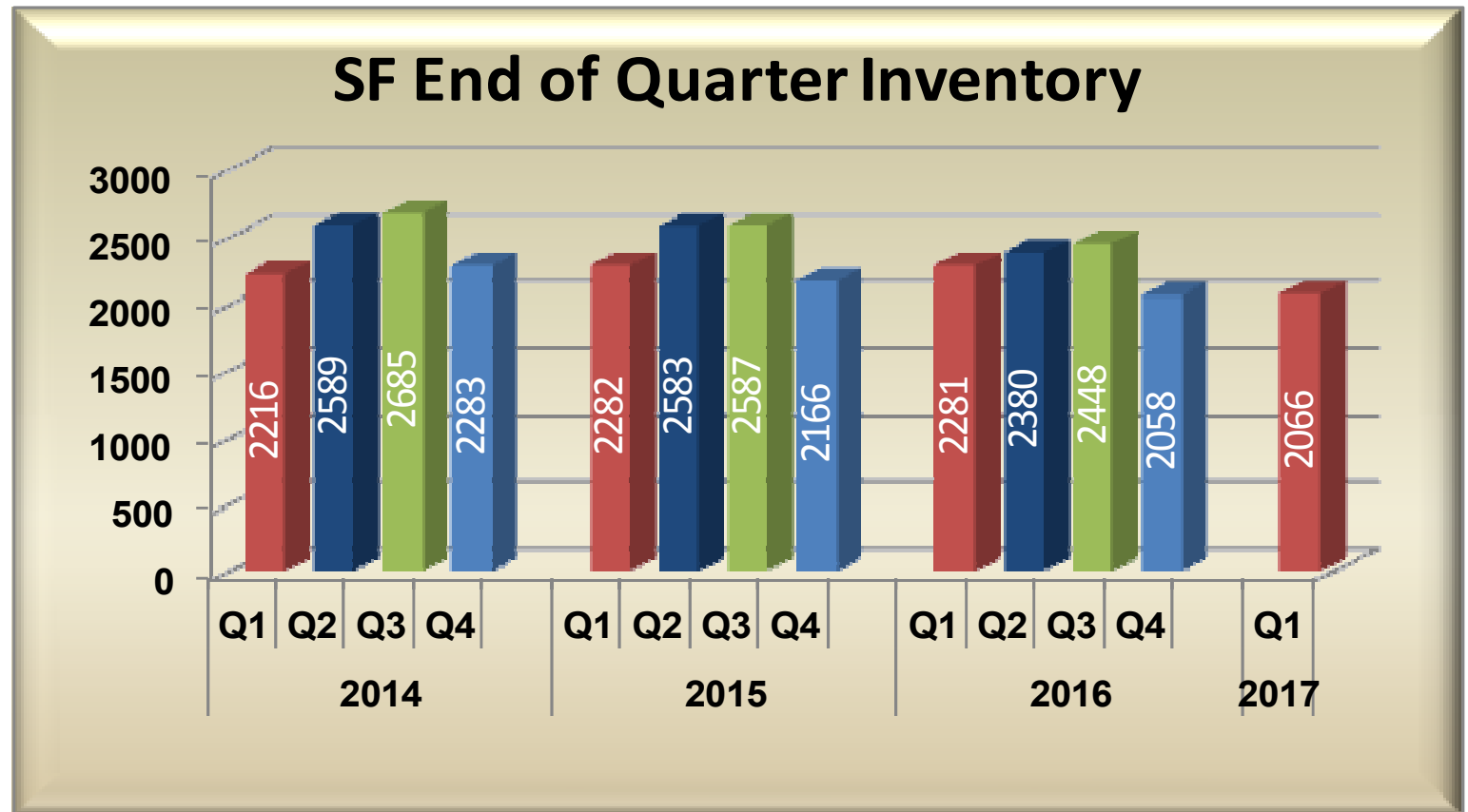
- End of Quarter Inventory
 - Q1 2017 vs. Q4 2016: -0.4%
 - Q1 2017 vs. Q1 2016: -11.9%





Market Update

- Single Family End of Quarter Inventory
 - Q1 2017 vs. Q4 2016: 0.4%
 - Q1 2017 vs. Q1 2016: - 9.4%





Market Update

Condo End of Quarter Inventory

- Q1 2017 vs. Q4 2016: -10.9%
- Q1 2017 vs. Q1 2016: -36.6%

