



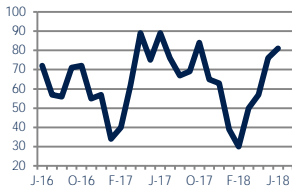
The Long & Foster Market Minute™

Focus On: Berlin and Bishopville Housing Market

June 2018

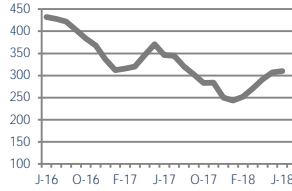
Zip Code(s): 21811, 21813 and 21862

Units Sold
81



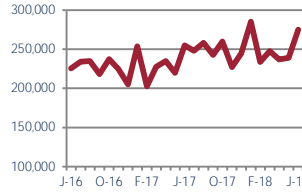
Down -9%
Vs. Year Ago

Active Inventory
310



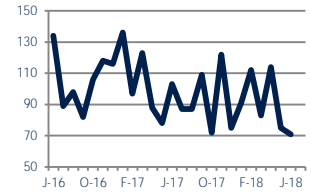
Down -10%
Vs. Year Ago

Median Sale Price
\$275,000



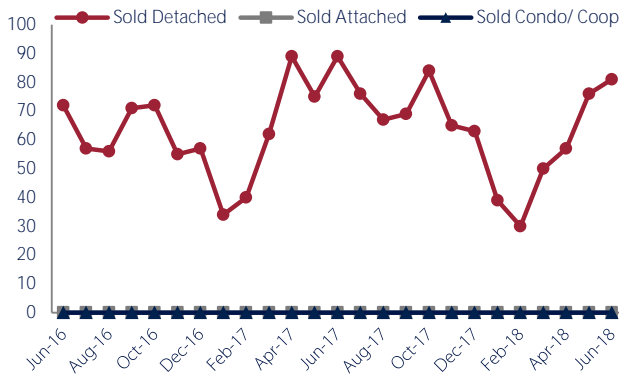
Up 8%
Vs. Year Ago

Days On Market
71



Down -31%
Vs. Year Ago

Units Sold*



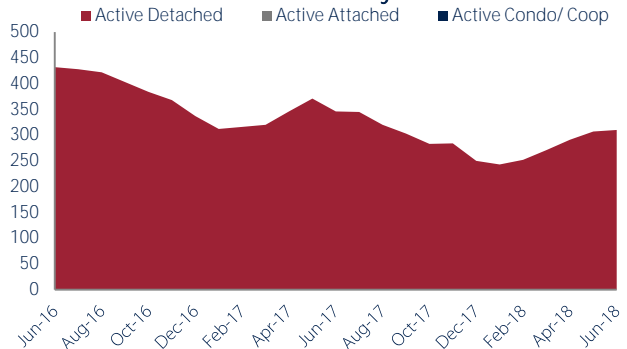
Units Sold

There was an increase in total units sold in June, with 81 sold this month in Berlin and Bishopville versus 76 last month, an increase of 7%. This month's total units sold was lower than at this time last year, a decrease of 9% versus June 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 36 units or 10%. The total number of active inventory this June was 310 compared to 346 in June 2017. This month's total of 310 is higher than the previous month's total supply of available inventory of 307, an increase of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Berlin and Bishopville Homes was \$254,900. This June, the median sale price was \$275,000, an increase of 8% or \$20,100 compared to last year. The current median sold price is 15% higher than in May.

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

Berlin and Bishopville are defined as properties listed in zip code/s 21811, 21813 and 21862.

*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 BRIGHTMLS 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 BRIGHTMLS or Long & Foster Real Estate, Inc.

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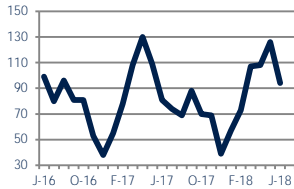
Focus On: Berlin and Bishopville Housing Market

June 2018

Zip Code(s): 21811, 21813 and 21862

New Listings

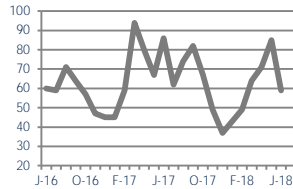
94



Up 16%
Vs. Year Ago

Current Contracts

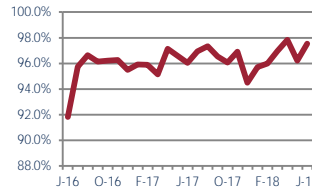
59



Down -31%
Vs. Year Ago

Sold Vs. List Price

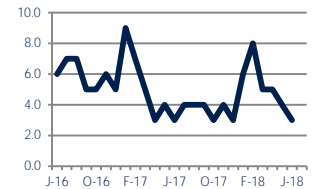
97.5%



Up 1.6%
Vs. Year Ago

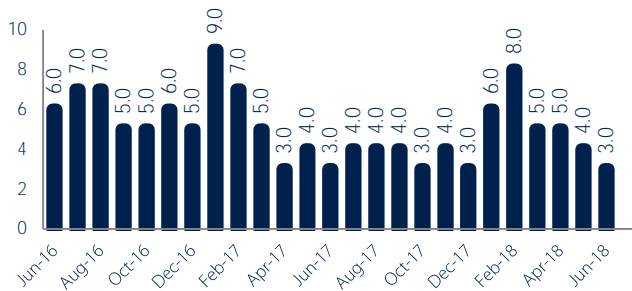
Months of Supply

3.0



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

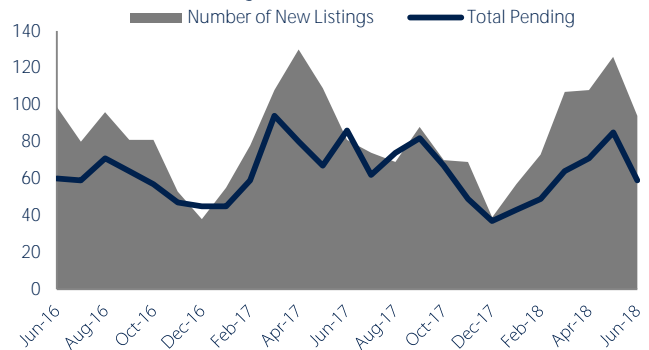
In June, there was 3.8 months of supply available in Berlin and Bishopville. The amount of supply is similar compared to a year ago.

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.

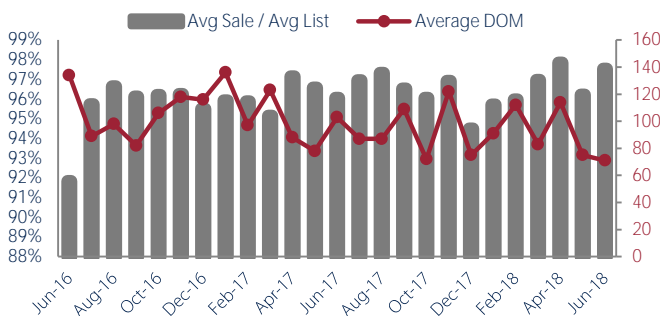
New Listings & Current Contracts

This month there were 94 homes newly listed for sale in Berlin and Bishopville compared to 81 in June 2017, an increase of 16%. There were 59 current contracts pending sale this June compared to 86 a year ago. The number of current contracts is 31% lower than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Berlin and Bishopville was 97.5% of the average list price, which is 1.5% higher than at this time last year.

Days On Market

This month, the average number of days on market was 71, lower than the average last year, which was 103, a decrease of 31%.



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