



The Long & Foster Market Minute™

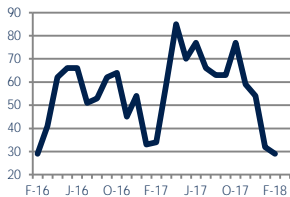
Focus On: Berlin and Bishopville Housing Market

February 2018

Zip Code(s): 21811, 21813 and 21862

Units Sold

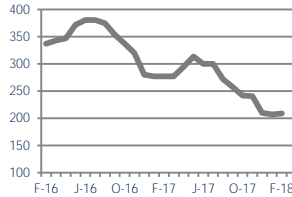
29



Down -15%
Vs. Year Ago

Active Inventory

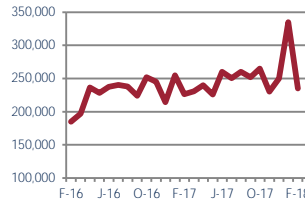
209



Down -25%
Vs. Year Ago

Median Sale Price

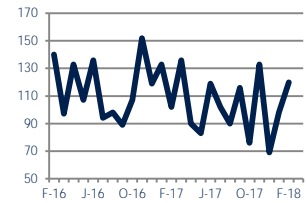
\$234,900



Up
Vs. Year Ago

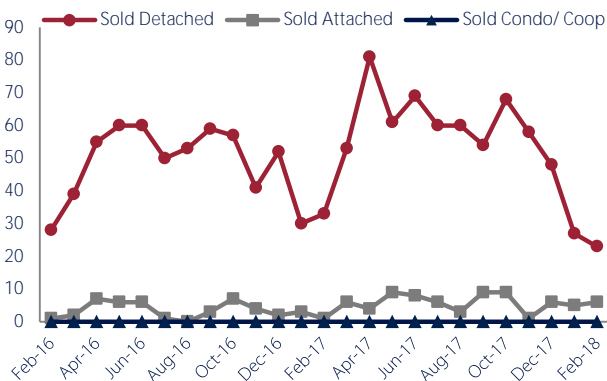
Days On Market

120



Up 18%
Vs. Year Ago

Units Sold*



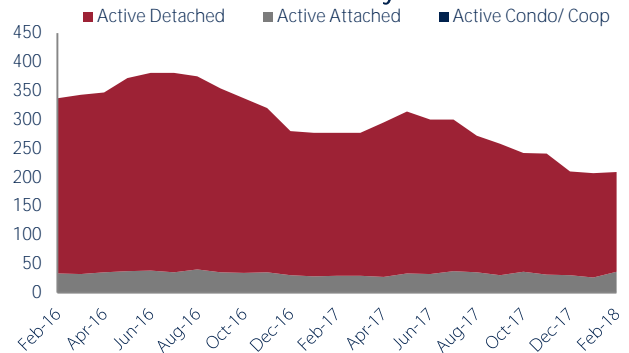
Units Sold

There was a decrease in total units sold in February, with 29 sold this month in Berlin and Bishopville versus 32 last month, a decrease of 9%. This month's total units sold was lower than at this time last year, a decrease of 15% versus February 2017.

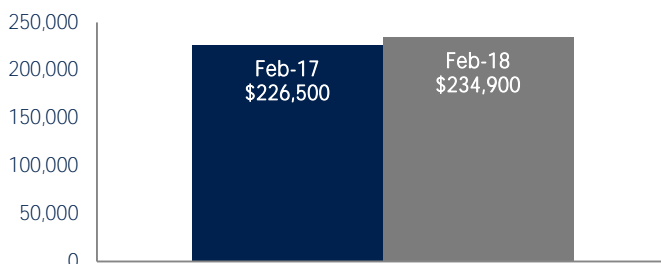
Active Inventory

Versus last year, the total number of homes available this month is lower by 68 units or 25%. The total number of active inventory this February was 209 compared to 277 in February 2017. This month's total of 209 is higher than the previous month's total supply of available inventory of 207, an increase of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last February, the median sale price for Berlin and Bishopville Homes was \$226,500. This February, the median sale price was \$234,900, an increase of \$8,400 compared to last year. The current median sold price is lower than in January.

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 CAR 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 CAR or Long & Foster Real Estate, Inc.



CHRISTIE'S
INTERNATIONAL REAL ESTATE



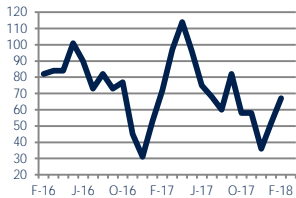
Focus On: Berlin and Bishopville Housing Market

February 2018

Zip Code(s): 21811, 21813 and 21862

New Listings

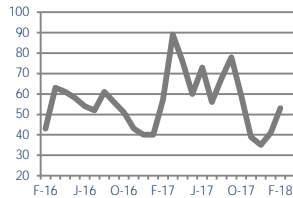
67



Down -7%
Vs. Year Ago

Current Contracts

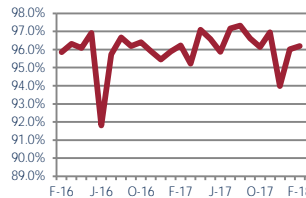
53



Down -7%
Vs. Year Ago

Sold Vs. List Price

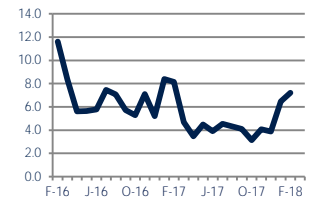
96.2%



No Change
Vs. Year Ago

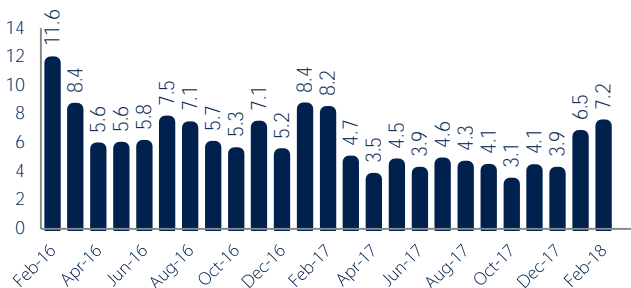
Months of Supply

7.2



Down -12%
Vs. Year Ago

Months Of Supply



Months of Supply

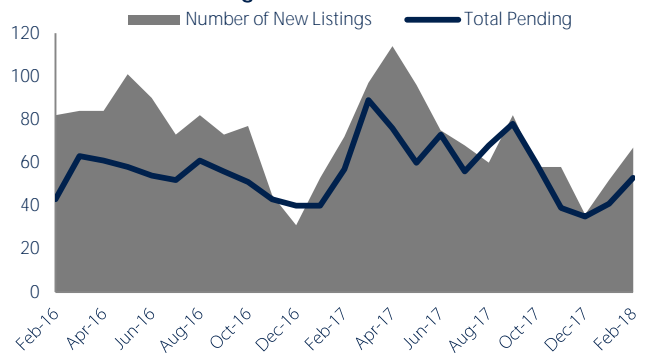
In February, there was 7.2 months of supply available in Berlin and Bishopville, compared to 8.1 in February 2017. That is a decrease of 12% versus a year ago.

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.

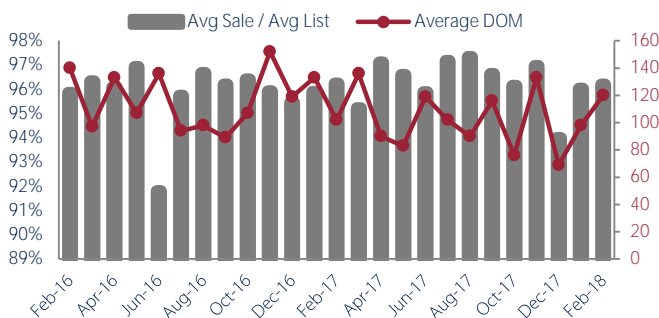
New Listings & Current Contracts

This month there were 67 homes newly listed for sale in Berlin and Bishopville compared to 72 in February 2017, a decrease of 7%. There were 53 current contracts pending sale this February compared to 57 a year ago. The number of current contracts is 7% lower than last February.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In February, the average sale price in Berlin and Bishopville was 96.2% 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 120, higher than the average last year, which was 102, an increase of 18%.



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