



The Long & Foster Market Minute™

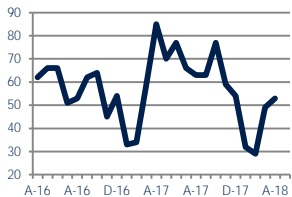
Focus On: Berlin and Bishopville Housing Market

April 2018

Zip Code(s): 21811, 21813 and 21862

Units Sold

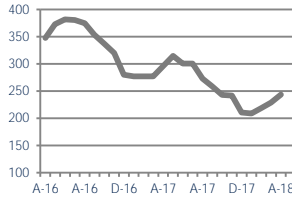
53



Down
Vs. Year Ago

Active Inventory

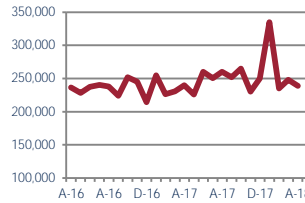
244



Down -18%
Vs. Year Ago

Median Sale Price

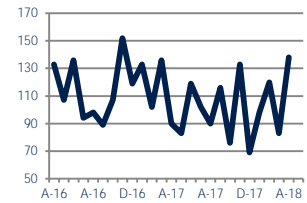
\$239,000



No Change
Vs. Year Ago

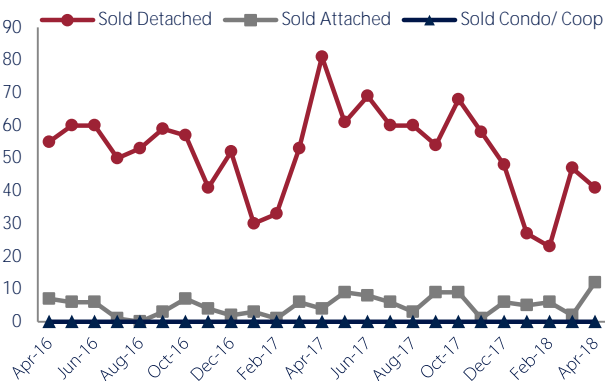
Days On Market

138



Up
Vs. Year Ago

Units Sold*



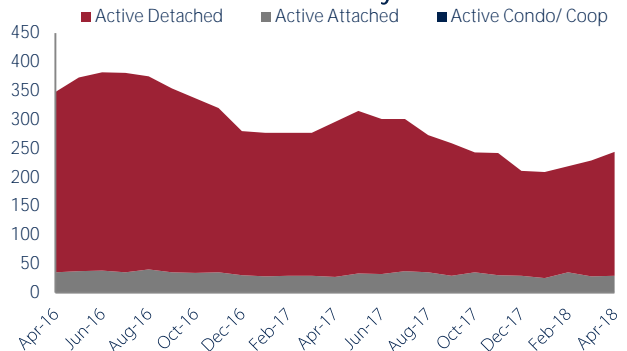
Units Sold

There was an increase in total units sold in April, with 53 sold this month in Berlin and Bishopville. This month's total units sold was lower than at this time last year.

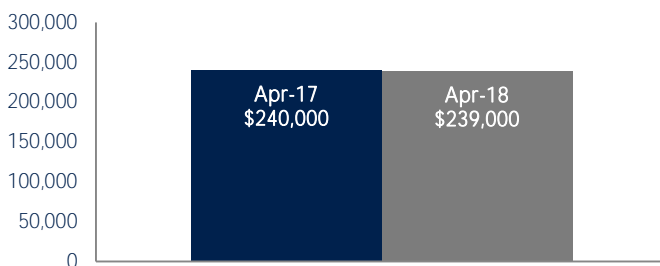
Active Inventory

Versus last year, the total number of homes available this month is lower by 52 units or 18%. The total number of active inventory this April was 244 compared to 296 in April 2017. This month's total of 244 is higher than the previous month's total supply of available inventory of 229, an increase of 7%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Berlin and Bishopville Homes was \$240,000. This April, the median sale price was \$239,000, which is similar compared to a year ago. The current median sold price is 4% 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.

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





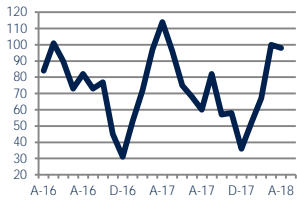
Focus On: Berlin and Bishopville Housing Market

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New Listings

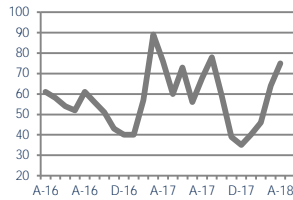
98



Down -14%
Vs. Year Ago

Current Contracts

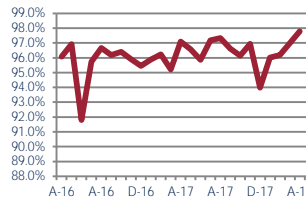
75



Down -1%
Vs. Year Ago

Sold Vs. List Price

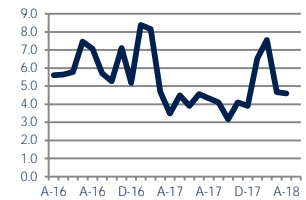
97.8%



Up 0.7%
Vs. Year Ago

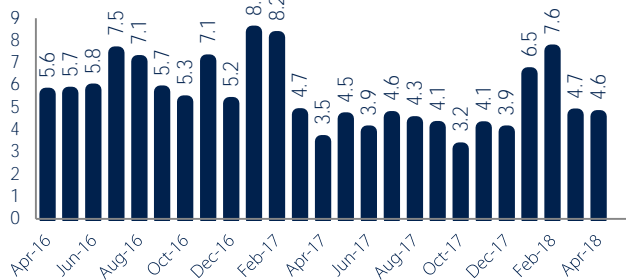
Months of Supply

4.6



Up 32%
Vs. Year Ago

Months Of Supply



Months of Supply

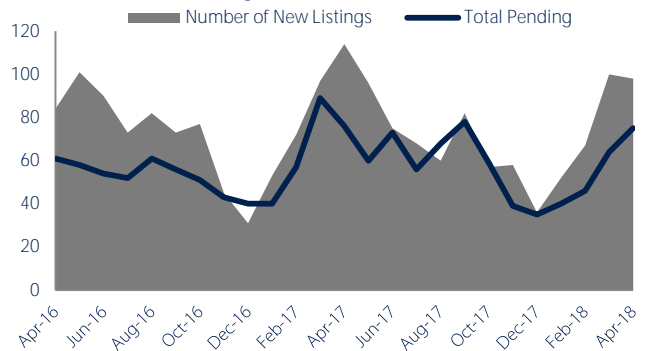
In April, there was 4.6 months of supply available in Berlin and Bishopville, compared to 3.5 in April 2017. That is an increase of 32% versus a year ago.

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.

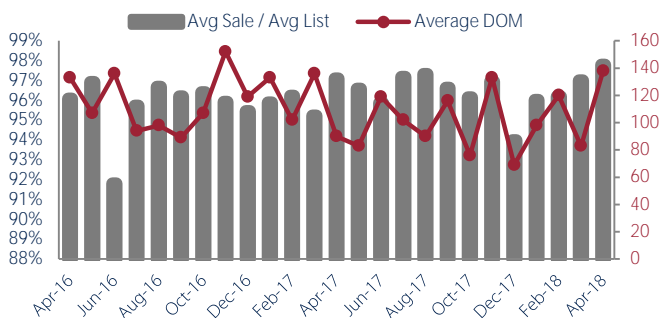
New Listings & Current Contracts

This month there were 98 homes newly listed for sale in Berlin and Bishopville compared to 114 in April 2017, a decrease of 14%. There were 75 current contracts pending sale this April compared to 76 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 Berlin and Bishopville was 97.8% of the average list price, which is 0.7% higher than at this time last year.

Days On Market

This month, the average number of days on market was 138, higher than the average last year, which was 90.



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