

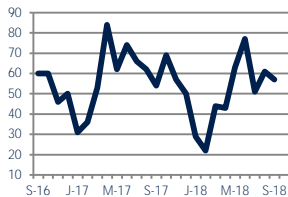
Focus On: Berlin and Bishopville Housing Market

September 2018

Zip Code(s): 21811, 21813 and 21862

Units Sold

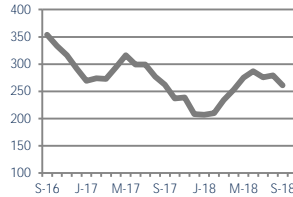
57



Up 6%
Vs. Year Ago

Active Inventory

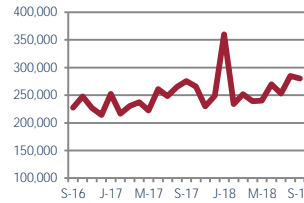
261



No Change
Vs. Year Ago

Median Sale Price

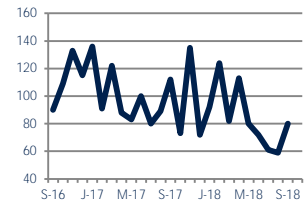
\$280,000



Up 2%
Vs. Year Ago

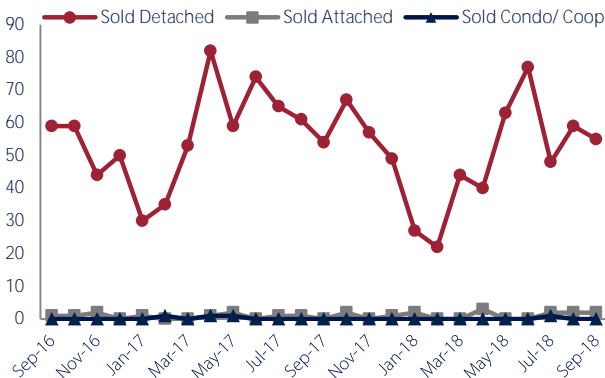
Days On Market

80



Down -29%
Vs. Year Ago

Units Sold*



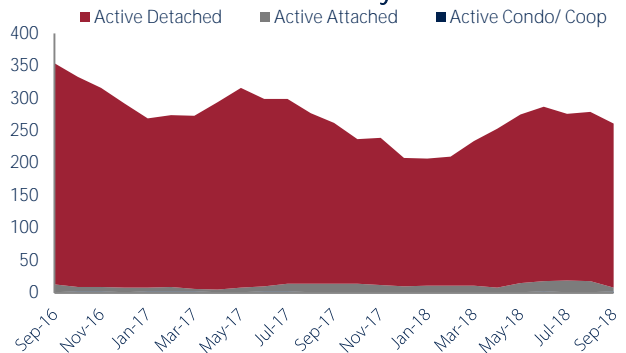
Units Sold

There was a decrease in total units sold in September, with 57 sold this month in Berlin and Bishopville versus 61 last month, a decrease of 7%. This month's total units sold was higher than at this time last year, an increase of 6% versus September 2017.

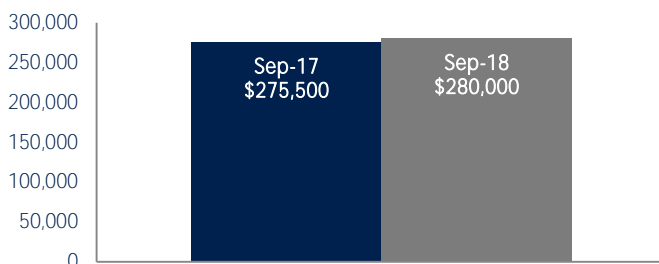
Active Inventory

The total number of homes available this month is 261 units, which is similar compared to a year ago. This month's total of 261 is lower than the previous month's total supply of available inventory of 279, a decrease of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Berlin and Bishopville Homes was \$275,500. This September, the median sale price was \$280,000, an increase of 2% or \$4,500 compared to last year. The current median sold price is 2% lower than in August.

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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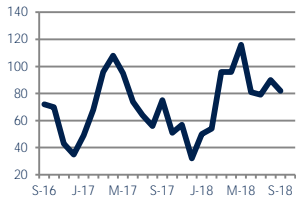
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September 2018

Zip Code(s): 21811, 21813 and 21862

New Listings

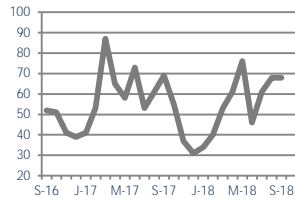
82



Up 9%
Vs. Year Ago

Current Contracts

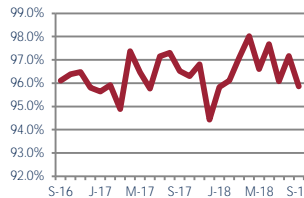
68



Down -1%
Vs. Year Ago

Sold Vs. List Price

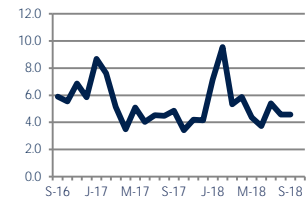
95.9%



Down -0.7%
Vs. Year Ago

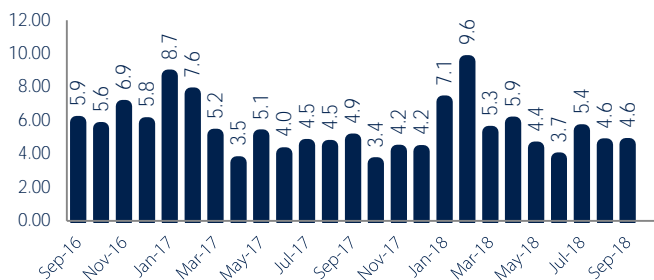
Months of Supply

4.6



Down -6%
Vs. Year Ago

Months Of Supply



Months of Supply

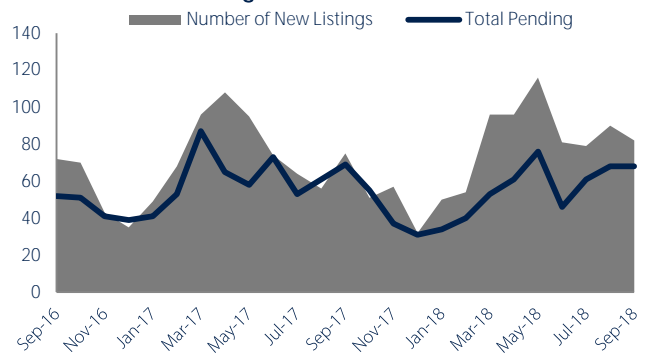
In September, there was 4.6 months of supply available in Berlin and Bishopville, compared to 4.9 in September 2017. That is a decrease of 6% versus a year ago.

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.

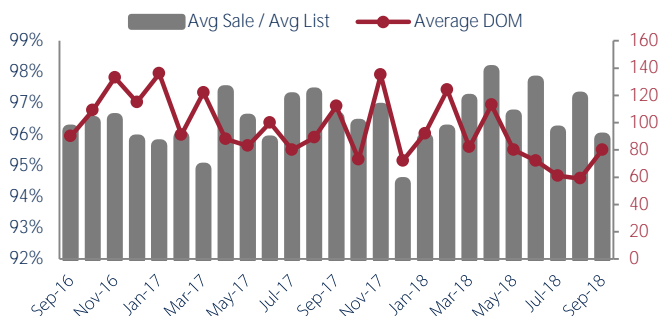
New Listings & Current Contracts

This month there were 82 homes newly listed for sale in Berlin and Bishopville compared to 75 in September 2017, an increase of 9%. There were 68 current contracts pending sale this September compared to 69 a year ago. The number of current contracts remained stable as compared to last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Berlin and Bishopville was 95.9% of the average list price, which is 0.7% lower than at this time last year.

Days On Market

This month, the average number of days on market was 80, lower than the average last year, which was 112, a decrease of 29%.



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