



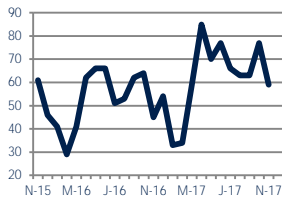
Focus On: Berlin and Bishopville Housing Market

November 2017

Zip Code(s): 21811, 21813 and 21862

Units Sold

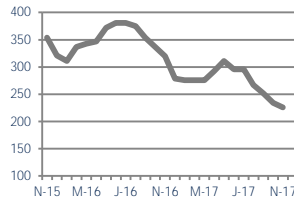
59



Up 31%
Vs. Year Ago

Active Inventory

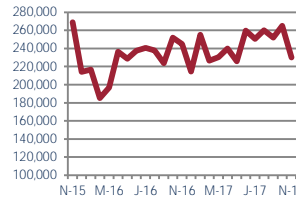
226



Down -29%
Vs. Year Ago

Median Sale Price

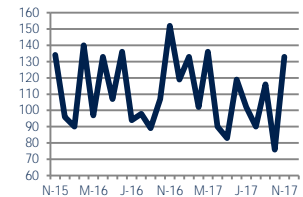
\$230,000



Down -6%
Vs. Year Ago

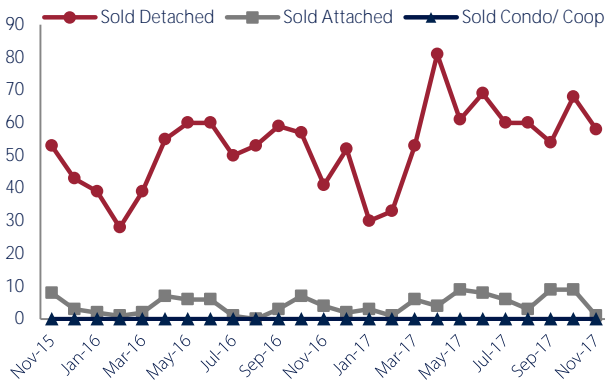
Days On Market

133



Down -13%
Vs. Year Ago

Units Sold*



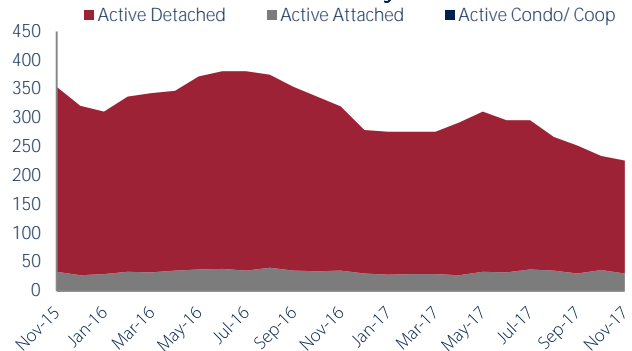
Units Sold

There was a decrease in total units sold in November, with 59 sold this month in Berlin and Bishopville versus 77 last month, a decrease of 23%. This month's total units sold was higher than at this time last year, an increase of 31% versus November 2016.

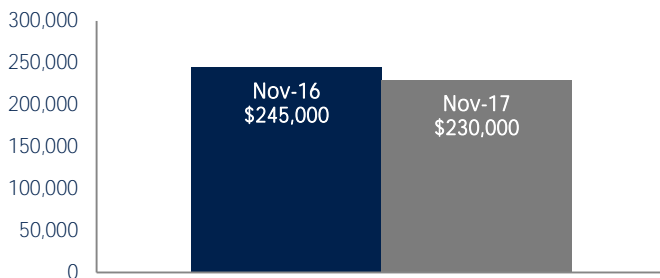
Active Inventory

Versus last year, the total number of homes available this month is lower by 94 units or 29%. The total number of active inventory this November was 226 compared to 320 in November 2016. This month's total of 226 is lower than the previous month's total supply of available inventory of 234, a decrease of 3%.

Active Inventory*



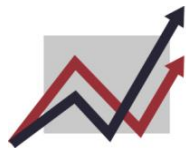
Median Sale Price



Median Sale Price

Last November, the median sale price for Berlin and Bishopville Homes was \$245,000. This November, the median sale price was \$230,000, a decrease of 6% or \$15,000 compared to last year. The current median sold price is 13% lower than in October.

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



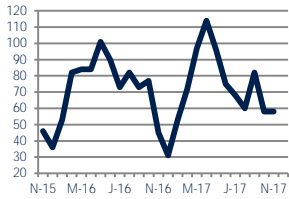
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New Listings

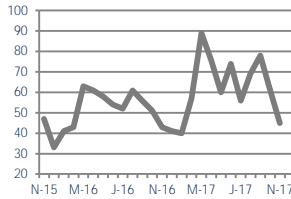
58



Up 29%
Vs. Year Ago

Current Contracts

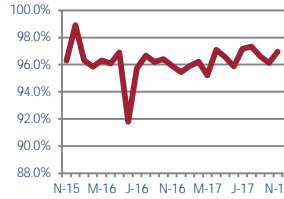
45



Up 5%
Vs. Year Ago

Sold Vs. List Price

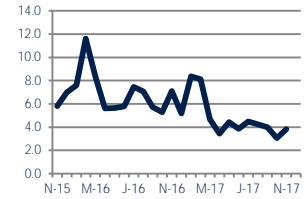
97.0%



Up 1.1%
Vs. Year Ago

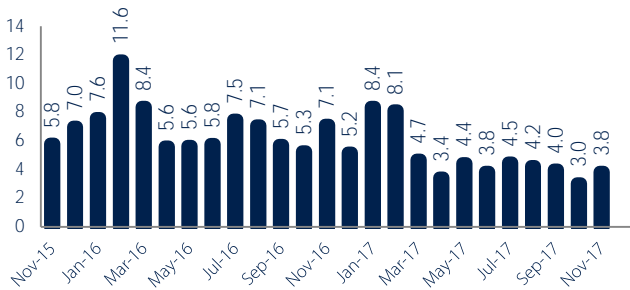
Months of Supply

3.8



Down -46%
Vs. Year Ago

Months Of Supply



Months of Supply

In November, there was 3.8 months of supply available in Berlin and Bishopville, compared to 7.1 in November 2016. That is a decrease of 46% versus a year ago.

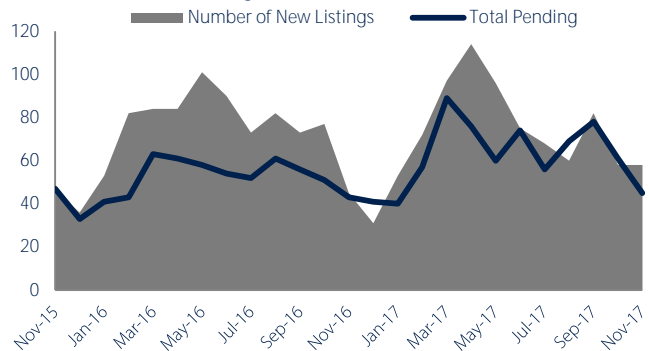
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

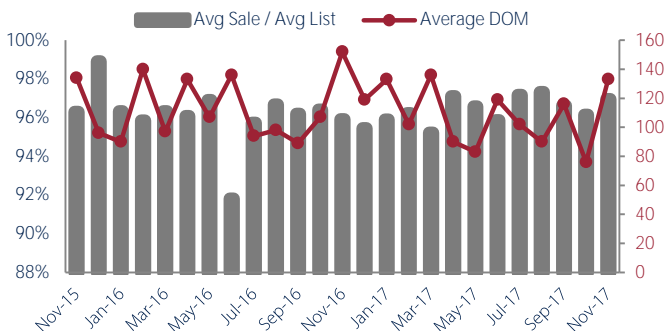
This month there were 58 homes newly listed for sale in Berlin and Bishopville compared to 45 in November 2016, an increase of 29%.

There were 45 current contracts pending sale this November compared to 43 a year ago. The number of current contracts is 5% higher than last November.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In November, the average sale price in Berlin and Bishopville was 97.0% of the average list price, which is 1.0% higher than at this time last year.

Days On Market

This month, the average number of days on market was 133, lower than the average last year, which was 152, a decrease of 13%.