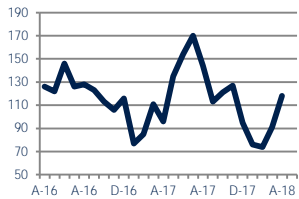




Units Sold

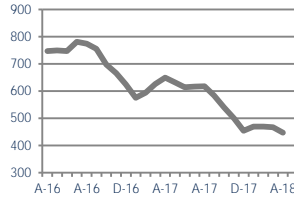
118



Up 23%
Vs. Year Ago

Active Inventory

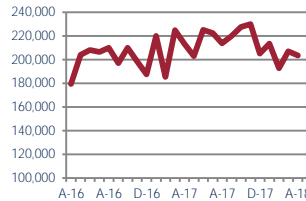
447



Down -31%
Vs. Year Ago

Median Sale Price

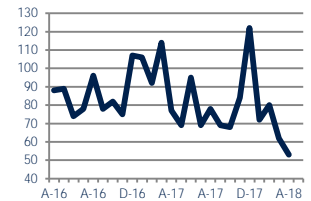
\$203,500



Down -5%
Vs. Year Ago

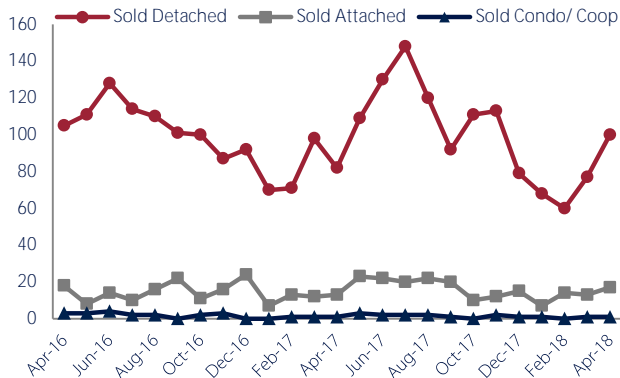
Days On Market

53



Down -31%
Vs. Year Ago

Units Sold*



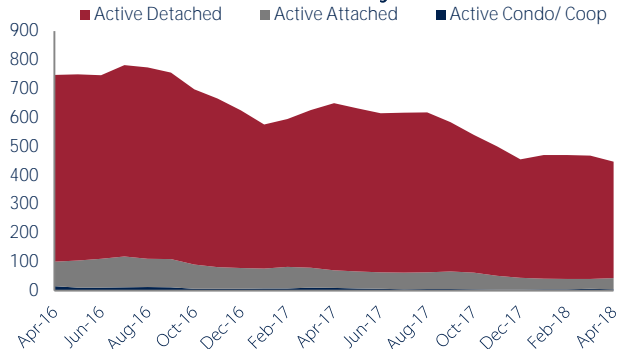
Units Sold

There was an increase in total units sold in April, with 118 sold this month in Cecil County versus 91 last month, an increase of 30%. This month's total units sold was higher than at this time last year, an increase of 23% versus April 2017.

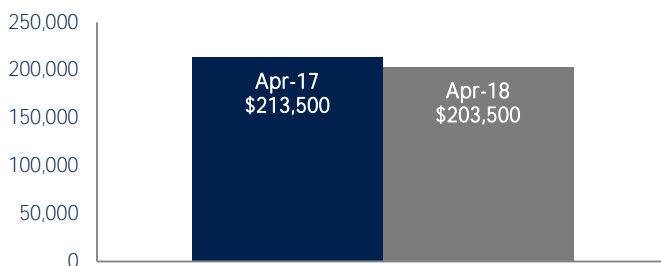
Active Inventory

Versus last year, the total number of homes available this month is lower by 203 units or 31%. The total number of active inventory this April was 447 compared to 650 in April 2017. This month's total of 447 is lower than the previous month's total supply of available inventory of 468, a decrease of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Cecil County Homes was \$213,500. This April, the median sale price was \$203,500, a decrease of 5% or \$10,000 compared to last year. The current median sold price is 2% lower than in March.

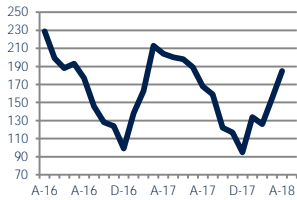
Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



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

New Listings

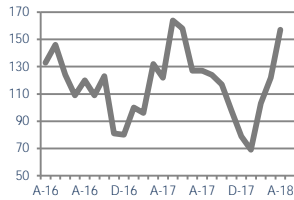
185



Down -9%
Vs. Year Ago

Current Contracts

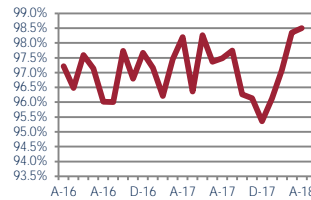
157



Up 29%
Vs. Year Ago

Sold Vs. List Price

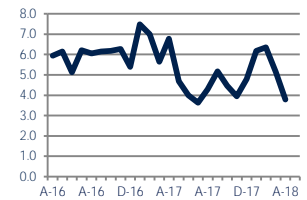
98.5%



No Change
Vs. Year Ago

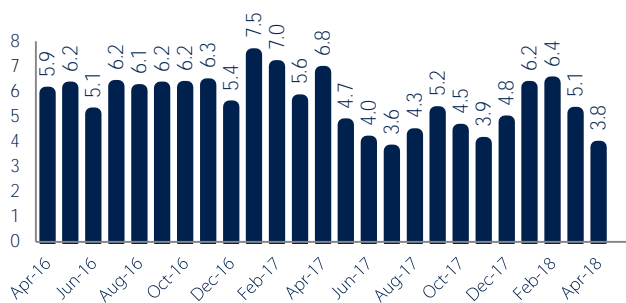
Months of Supply

3.8



Down -44%
Vs. Year Ago

Months Of Supply



Months of Supply

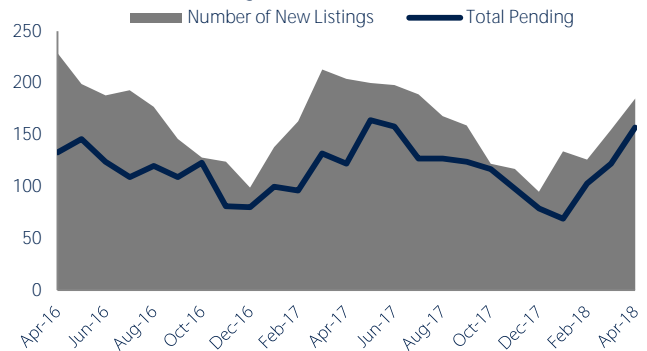
In April, there was 3.8 months of supply available in Cecil County, compared to 6.8 in April 2017. That is a decrease of 44% versus a year ago.

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.

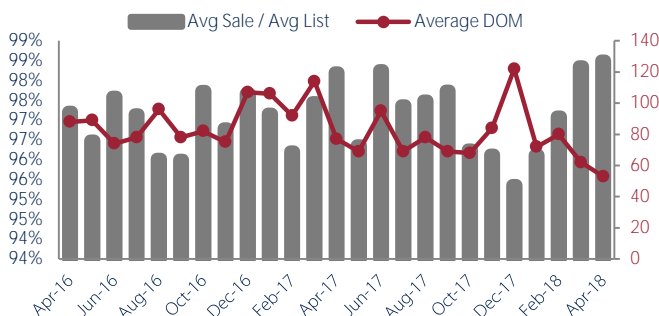
New Listings & Current Contracts

This month there were 185 homes newly listed for sale in Cecil County compared to 204 in April 2017, a decrease of 9%. There were 157 current contracts pending sale this April compared to 122 a year ago. The number of current contracts is 29% higher 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 Cecil County was 98.5% 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 53, lower than the average last year, which was 77, a decrease of 31%.



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