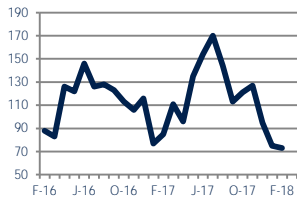




Units Sold

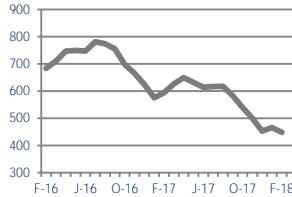
73



Down -14%
Vs. Year Ago

Active Inventory

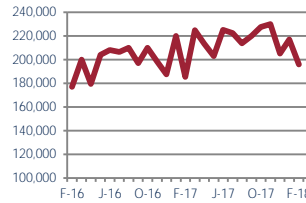
449



Down -25%
Vs. Year Ago

Median Sale Price

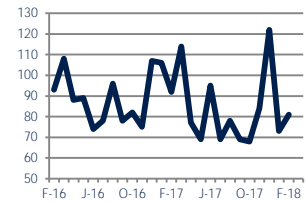
\$196,000



Up 6%
Vs. Year Ago

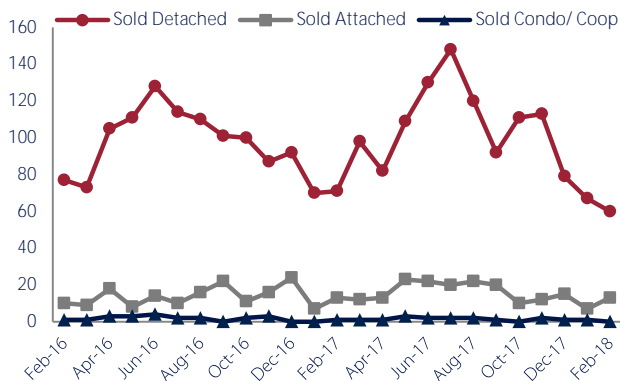
Days On Market

81



Down -12%
Vs. Year Ago

Units Sold*



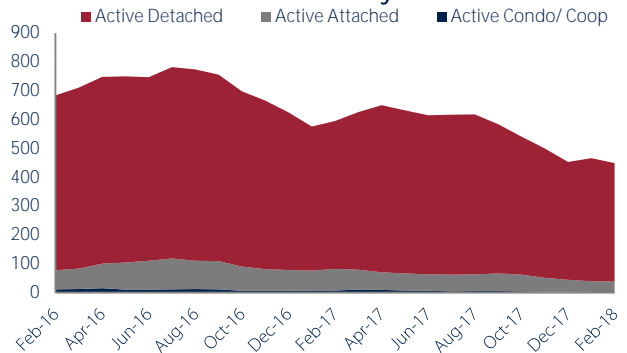
Units Sold

There was a decrease in total units sold in February, with 73 sold this month in Cecil County versus 75 last month, a decrease of 3%. This month's total units sold was lower than at this time last year, a decrease of 14% versus February 2017.

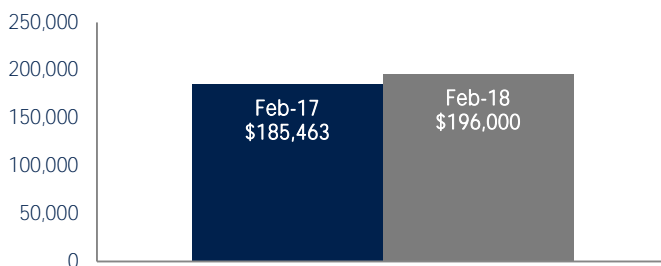
Active Inventory

Versus last year, the total number of homes available this month is lower by 146 units or 25%. The total number of active inventory this February was 449 compared to 595 in February 2017. This month's total of 449 is lower than the previous month's total supply of available inventory of 466, a decrease of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last February, the median sale price for Cecil County Homes was \$185,463. This February, the median sale price was \$196,000, an increase of 6% or \$10,537 compared to last year. The current median sold price is 10% lower than in January.

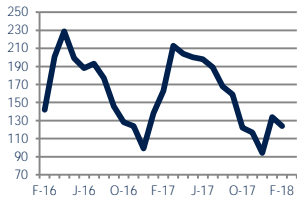
Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



*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

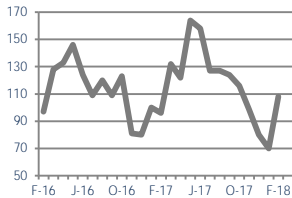
124



Down -24%
Vs. Year Ago

Current Contracts

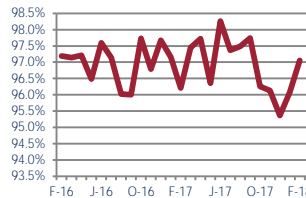
108



Up 13%
Vs. Year Ago

Sold Vs. List Price

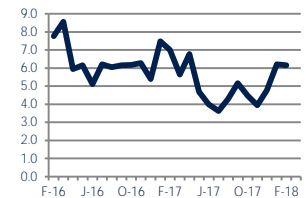
97.1%



Up 0.9%
Vs. Year Ago

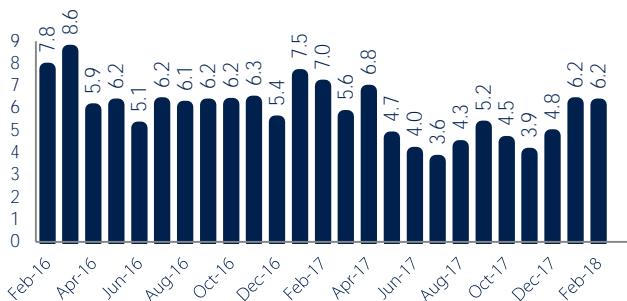
Months of Supply

6.2



Down -12%
Vs. Year Ago

Months Of Supply



Months of Supply

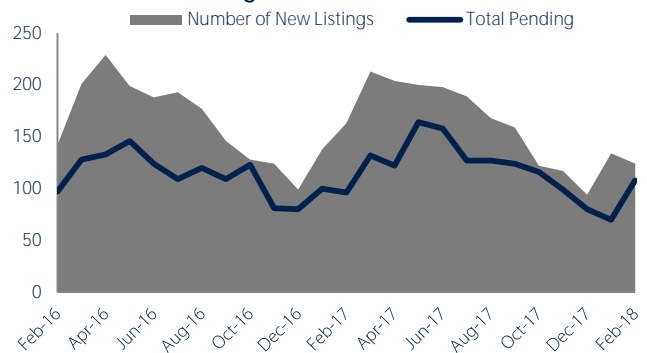
In February, there was 6.2 months of supply available in Cecil County, compared to 7.0 in February 2017. That is a decrease of 12% versus a year ago.

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.

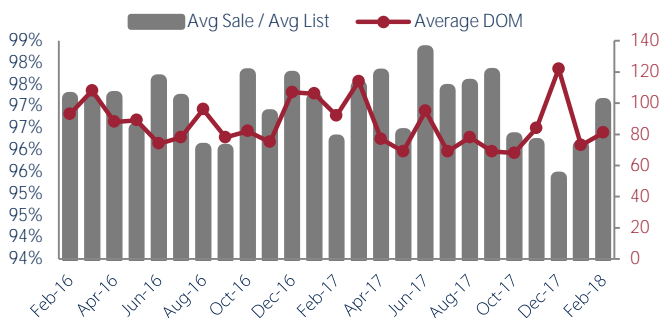
New Listings & Current Contracts

This month there were 124 homes newly listed for sale in Cecil County compared to 163 in February 2017, a decrease of 24%. There were 108 current contracts pending sale this February compared to 96 a year ago. The number of current contracts is 13% higher 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 Cecil County was 97.1% of the average list price, which is 0.8% higher than at this time last year.

Days On Market

This month, the average number of days on market was 81, lower than the average last year, which was 92, a decrease of 12%.



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