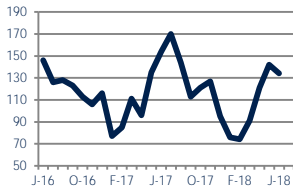


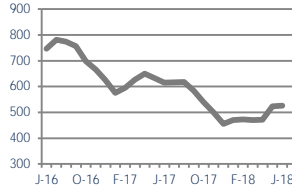


Units Sold
134



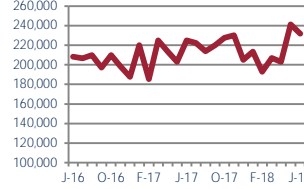
Down -13%
Vs. Year Ago

Active Inventory
526



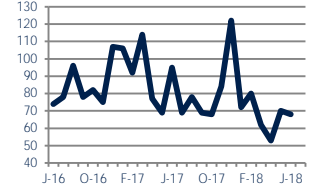
Down -14%
Vs. Year Ago

Median Sale Price
\$231,750



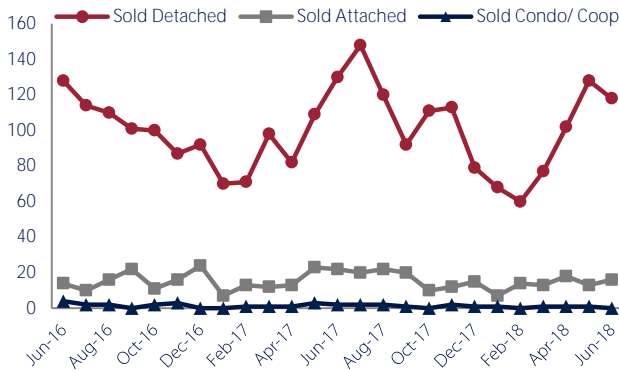
Up 3%
Vs. Year Ago

Days On Market
68



Down -28%
Vs. Year Ago

Units Sold*



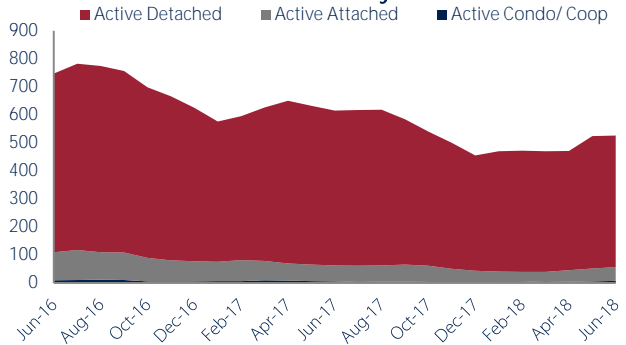
Units Sold

There was a decrease in total units sold in June, with 134 sold this month in Cecil County versus 142 last month, a decrease of 6%. This month's total units sold was lower than at this time last year, a decrease of 13% versus June 2017.

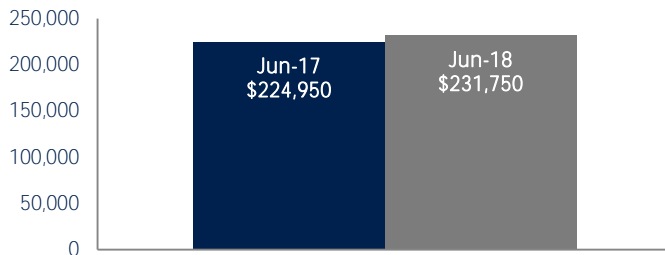
Active Inventory

Versus last year, the total number of homes available this month is lower by 89 units or 14%. The total number of active inventory this June was 526 compared to 615 in June 2017. This month's supply remained stable as compared to last month.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Cecil County Homes was \$224,950. This June, the median sale price was \$231,750, an increase of 3% or \$6,800 compared to last year. The current median sold price is 4% lower than in May.

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



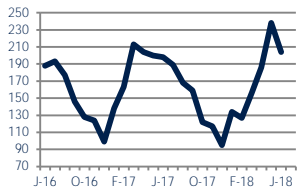
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and 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

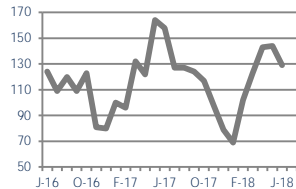
204



Up 3%
Vs. Year Ago

Current Contracts

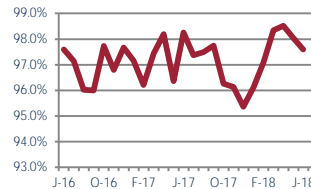
129



Down -18%
Vs. Year Ago

Sold Vs. List Price

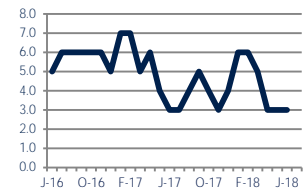
97.6%



Down -0.7%
Vs. Year Ago

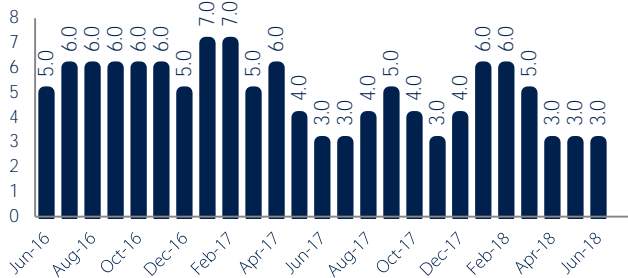
Months of Supply

3.0



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

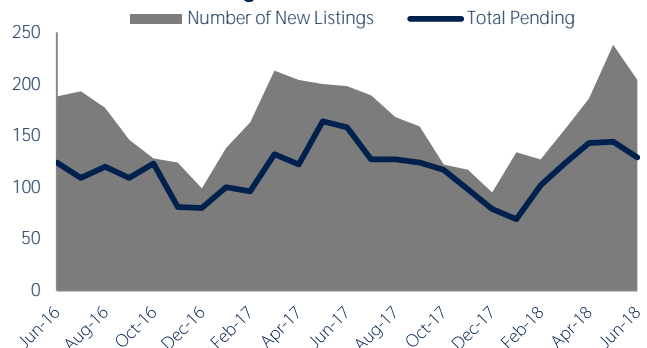
In June, there was 3.9 months of supply available in Cecil County. The amount of supply is similar compared to a year ago.

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.

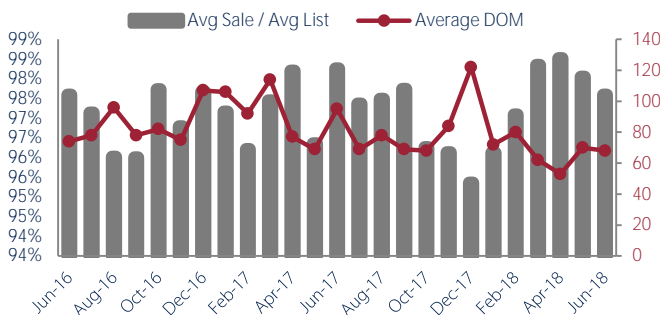
New Listings & Current Contracts

This month there were 204 homes newly listed for sale in Cecil County compared to 198 in June 2017, an increase of 3%. There were 129 current contracts pending sale this June compared to 158 a year ago. The number of current contracts is 18% lower than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Cecil County was 97.6% 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 68, lower than the average last year, which was 95, a decrease of 28%.



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