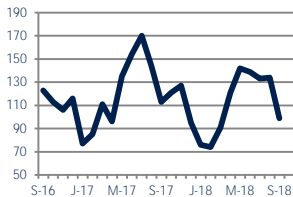


Units Sold

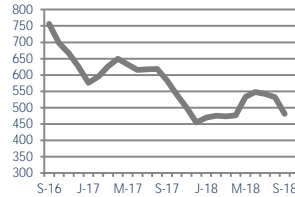
99



Down -12%
Vs. Year Ago

Active Inventory

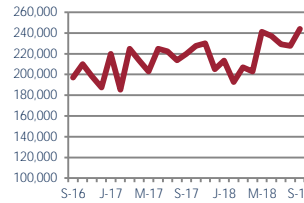
481



Down -18%
Vs. Year Ago

Median Sale Price

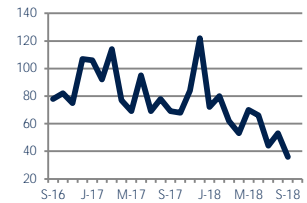
\$244,000



Up 11%
Vs. Year Ago

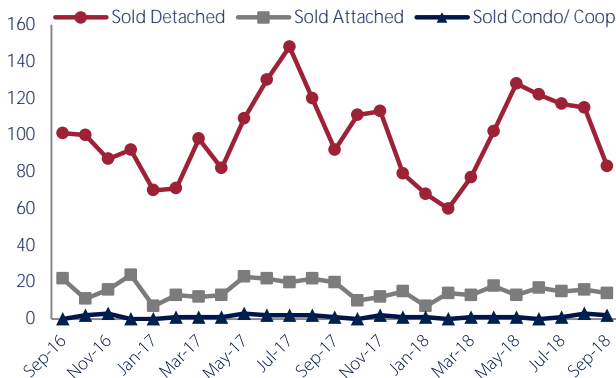
Days On Market

36



Down -48%
Vs. Year Ago

Units Sold*



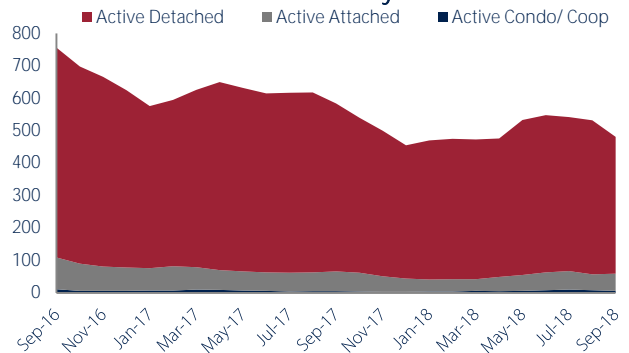
Units Sold

There was a decrease in total units sold in September, with 99 sold this month in Cecil County versus 134 last month, a decrease of 26%. This month's total units sold was lower than at this time last year, a decrease of 12% versus September 2017.

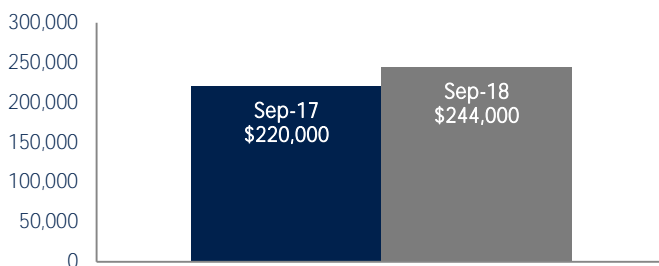
Active Inventory

Versus last year, the total number of homes available this month is lower by 103 units or 18%. The total number of active inventory this September was 481 compared to 584 in September 2017. This month's total of 481 is lower than the previous month's total supply of available inventory of 532, a decrease of 10%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Cecil County Homes was \$220,000. This September, the median sale price was \$244,000, an increase of 11% or \$24,000 compared to last year. The current median sold price is 7% higher 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.



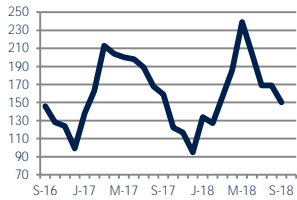
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

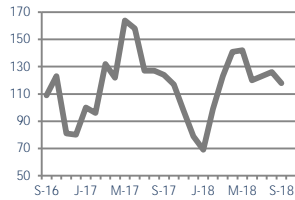
150



Down -6%
Vs. Year Ago

Current Contracts

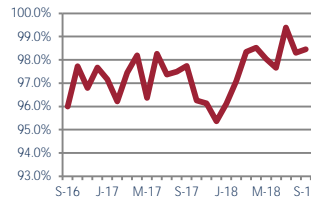
118



Down -5%
Vs. Year Ago

Sold Vs. List Price

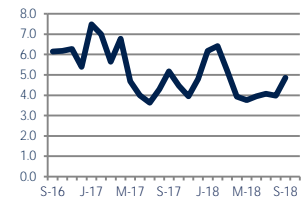
98.5%



Up 0.7%
Vs. Year Ago

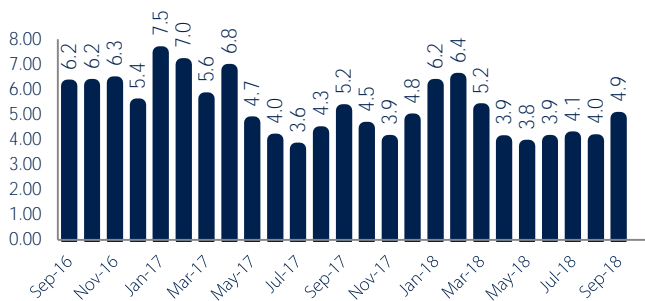
Months of Supply

4.9



Down -6%
Vs. Year Ago

Months Of Supply



Months of Supply

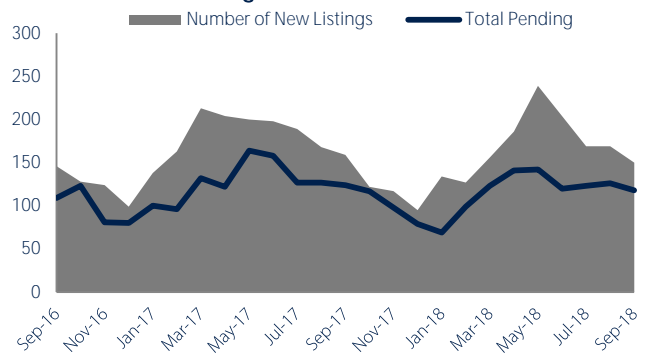
In September, there was 4.9 months of supply available in Cecil County, compared to 5.2 in September 2017. That is a decrease of 6% versus a year ago.

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.

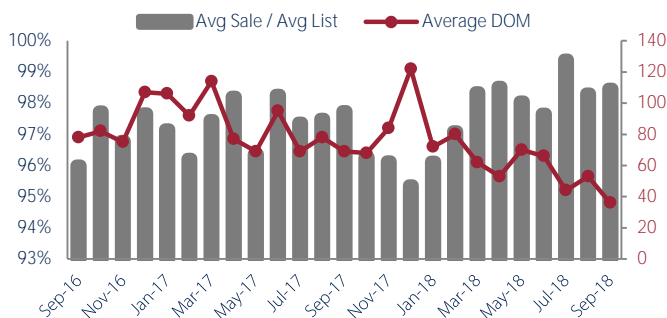
New Listings & Current Contracts

This month there were 150 homes newly listed for sale in Cecil County compared to 159 in September 2017, a decrease of 6%. There were 118 current contracts pending sale this September compared to 124 a year ago. The number of current contracts is 5% lower than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Cecil County was 98.5% of the average list price, which is 0.7% higher than at this time last year.

Days On Market

This month, the average number of days on market was 36, lower than the average last year, which was 69, a decrease of 48%.



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