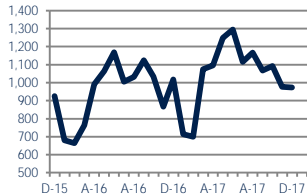




Units Sold

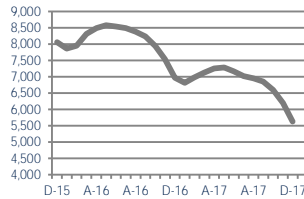
973



Down -4%
Vs. Year Ago

Active Inventory

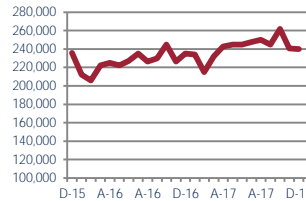
5,634



Down -19%
Vs. Year Ago

Median Sale Price

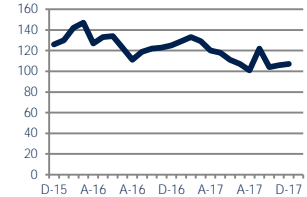
\$240,000



Up 2%
Vs. Year Ago

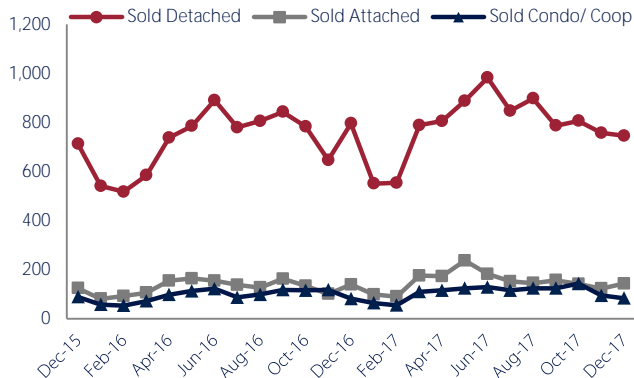
Days On Market

107



Down -14%
Vs. Year Ago

Units Sold*



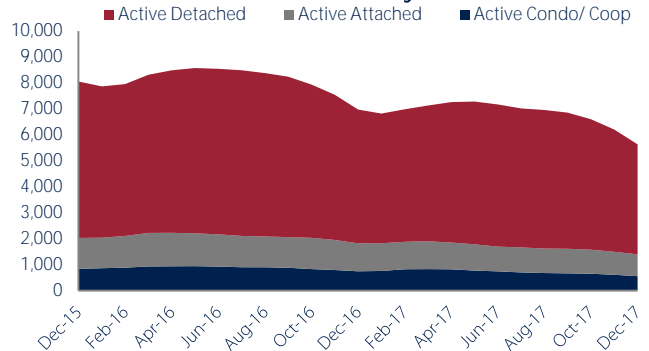
Units Sold

The number of units sold remained stable in December, with 973 sold this month in Eastern Shore Maryland. This month's total units sold was lower than at this time last year, a decrease of 4% versus December 2016.

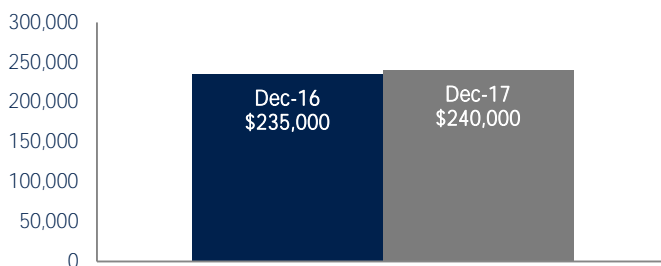
Active Inventory

Versus last year, the total number of homes available this month is lower by 1,342 units or 19%. The total number of active inventory this December was 5,634 compared to 6,976 in December 2016. This month's total of 5,634 is lower than the previous month's total supply of available inventory of 6,204, a decrease of 9%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for Eastern Shore Maryland Homes was \$235,000. This December, the median sale price was \$240,000, an increase of 2% or \$5,000 compared to last year. The current median sold price is approximately the same as the median price in November.

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



CHRISTIE'S
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*Defined as the counties Caroline, Cecil, Dorchester, Kent, Queen Annes, Somerset, Talbot, Wicomico, and Worcester in MD and Sussex County in DE

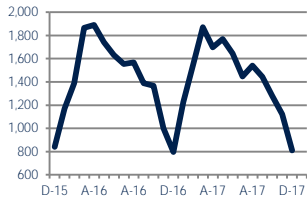
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

Information included in this report is based on data supplied by SCAOR/MRIS/CAR 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 SCAOR/MRIS/CAR or Long & Foster Real Estate, Inc.



New Listings

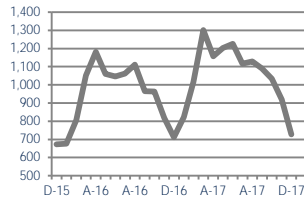
810



Up 2%
Vs. Year Ago

Current Contracts

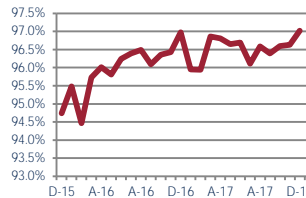
727



Up 2%
Vs. Year Ago

Sold Vs. List Price

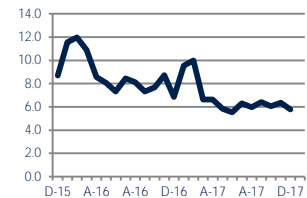
97.0%



No Change
Vs. Year Ago

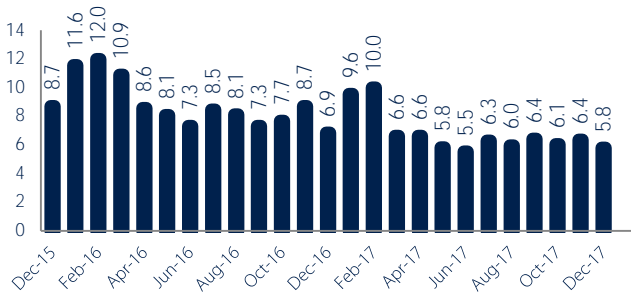
Months of Supply

5.8



Down -16%
Vs. Year Ago

Months Of Supply



Months of Supply

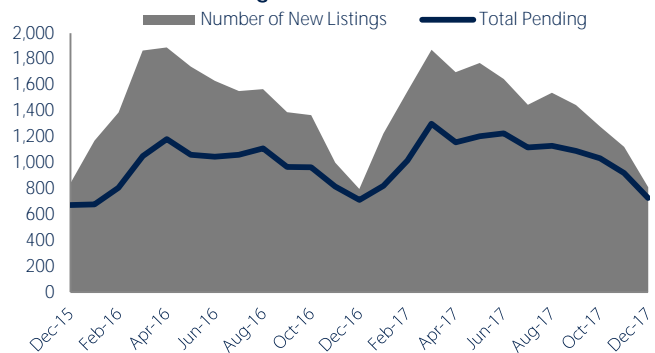
In December, there was 5.8 months of supply available in Eastern Shore Maryland, compared to 6.9 in December 2016. That is a decrease of 16% versus a year ago.

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.

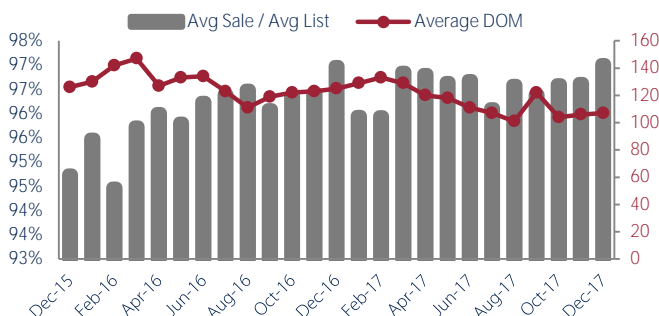
New Listings & Current Contracts

This month there were 810 homes newly listed for sale in Eastern Shore Maryland compared to 797 in December 2016, an increase of 2%. There were 727 current contracts pending sale this December compared to 712 a year ago. The number of current contracts is 2% higher than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Eastern Shore Maryland was 97.0% 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 107, lower than the average last year, which was 125, a decrease of 14%.



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