



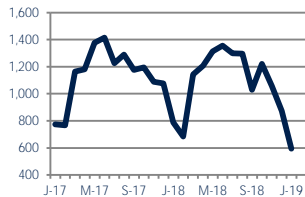
The Long & Foster Market Minute™

Focus On: Eastern Shore Maryland Housing Market

January 2019

Units Sold

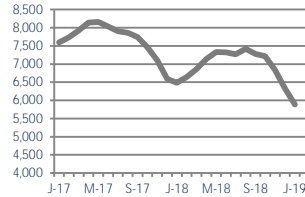
594



Down -25%
Vs. Year Ago

Active Inventory

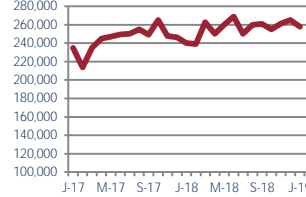
5,884



Down -9%
Vs. Year Ago

Median Sale Price

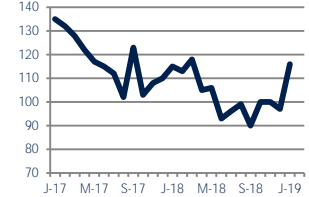
\$257,750



Up 7%
Vs. Year Ago

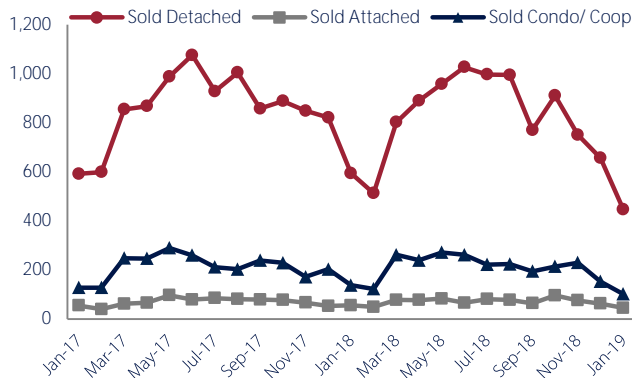
Days On Market

116



Up 1%
Vs. Year Ago

Units Sold*



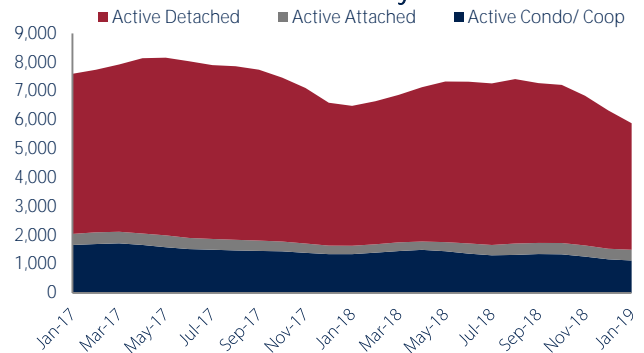
Units Sold

There was a decrease in total units sold in January, with 594 sold this month in Eastern Shore Maryland versus 873 last month, a decrease of 32%. This month's total units sold was lower than at this time last year, a decrease of 25% versus January 2018.

Active Inventory

Versus last year, the total number of homes available this month is lower by 603 units or 9%. The total number of active inventory this January was 5,884 compared to 6,487 in January 2018. This month's total of 5,884 is lower than the previous month's total supply of available inventory of 6,327, a decrease of 7%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Eastern Shore Maryland Homes was \$240,000. This January, the median sale price was \$257,750, an increase of 7% or \$17,750 compared to last year. The current median sold price is 3% lower than in December.

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



*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.

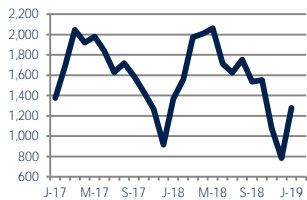
Information included in this report is based on data supplied by BRIGHTMLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of BRIGHTMLS or Long & Foster Real Estate, Inc.

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INTERNATIONAL REAL ESTATE



New Listings

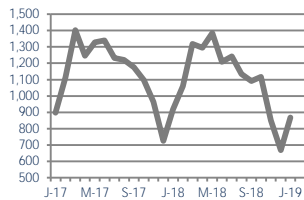
1,278



Down -7%
Vs. Year Ago

Current Contracts

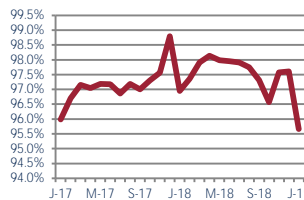
868



Down -5%
Vs. Year Ago

Sold Vs. List Price

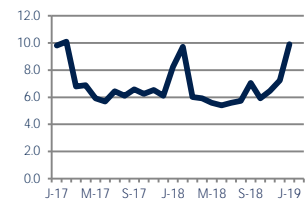
95.7%



Down -1.3%
Vs. Year Ago

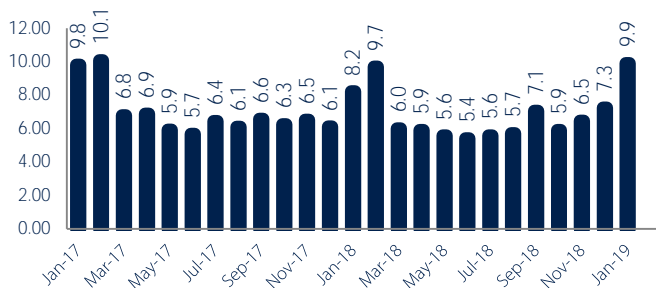
Months of Supply

9.9



Up 21%
Vs. Year Ago

Months Of Supply



Months of Supply

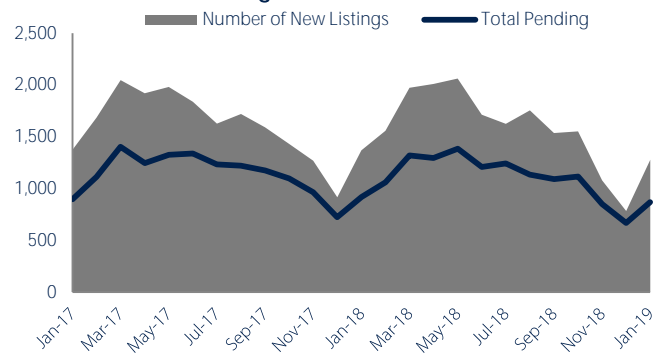
In January, there was 9.9 months of supply available in Eastern Shore Maryland, compared to 8.2 in January 2018. That is an increase of 20% versus a year ago.

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.

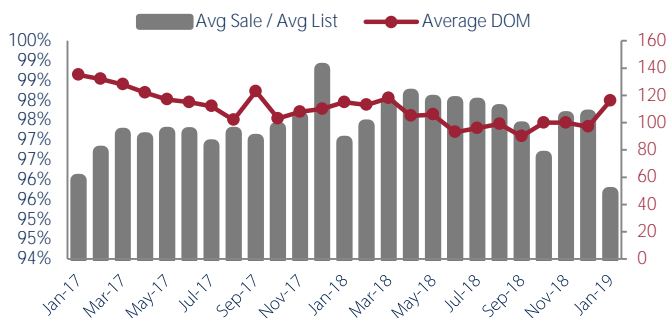
New Listings & Current Contracts

This month there were 1,278 homes newly listed for sale in Eastern Shore Maryland compared to 1,369 in January 2018, a decrease of 7%. There were 868 current contracts pending sale this January compared to 918 a year ago. The number of current contracts is 5% lower than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Eastern Shore Maryland was 95.7% of the average list price, which is 1.3% lower than at this time last year.

Days On Market

This month, the average number of days on market was 116, higher than the average last year, which was 115, an increase of 1%.



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