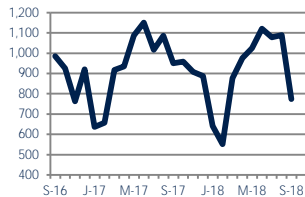


Units Sold

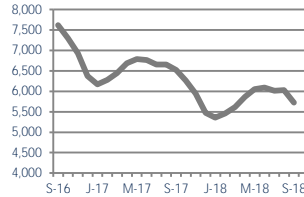
774



Down -19%
Vs. Year Ago

Active Inventory

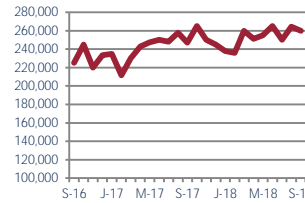
5,728



Down -12%
Vs. Year Ago

Median Sale Price

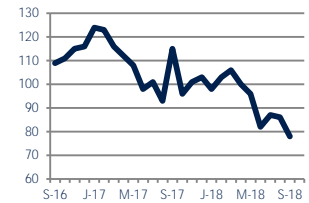
\$260,000



Up 5%
Vs. Year Ago

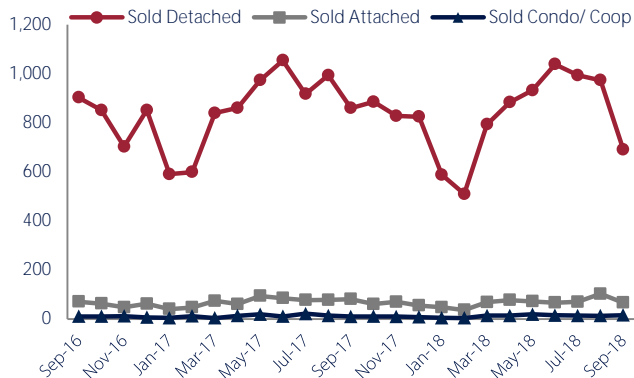
Days On Market

78



Down -32%
Vs. Year Ago

Units Sold*



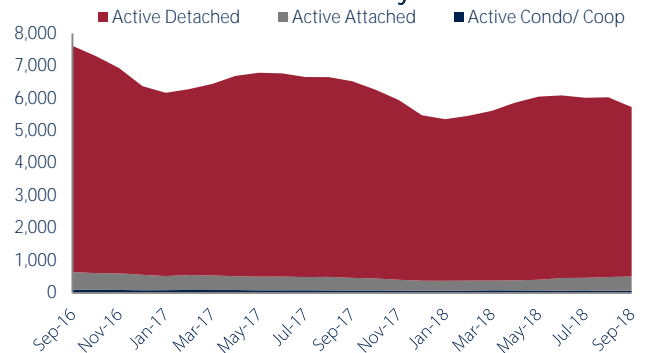
Units Sold

There was a decrease in total units sold in September, with 774 sold this month in Eastern Shore Maryland versus 1,090 last month, a decrease of 29%. This month's total units sold was lower than at this time last year, a decrease of 19% versus September 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 798 units or 12%. The total number of active inventory this September was 5,728 compared to 6,526 in September 2017. This month's total of 5,728 is lower than the previous month's total supply of available inventory of 6,030, a decrease of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Eastern Shore Maryland Homes was \$247,000. This September, the median sale price was \$260,000, an increase of 5% or \$13,000 compared to last year. The current median sold price is 2% lower 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.



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

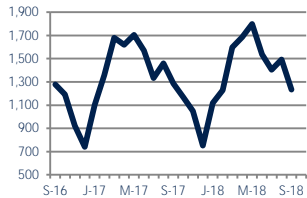
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

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New Listings

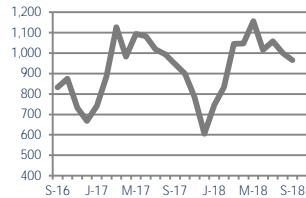
1,233



Down -4%
Vs. Year Ago

Current Contracts

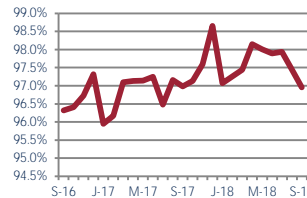
966



Up 2%
Vs. Year Ago

Sold Vs. List Price

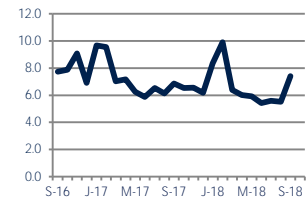
97.0%



No Change
Vs. Year Ago

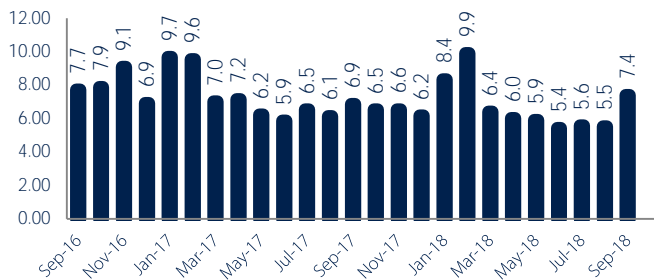
Months of Supply

7.4



Up 8%
Vs. Year Ago

Months Of Supply



Months of Supply

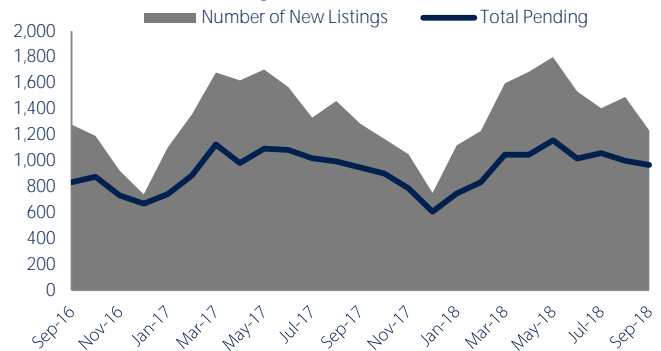
In September, there was 7.4 months of supply available in Eastern Shore Maryland, compared to 6.9 in September 2017. That is an increase of 8% versus a year ago.

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.

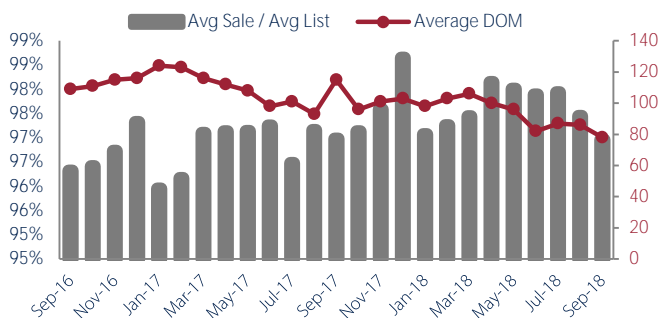
New Listings & Current Contracts

This month there were 1,233 homes newly listed for sale in Eastern Shore Maryland compared to 1,285 in September 2017, a decrease of 4%. There were 966 current contracts pending sale this September compared to 947 a year ago. The number of current contracts is 2% higher 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 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 78, lower than the average last year, which was 115, a decrease of 32%.



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