

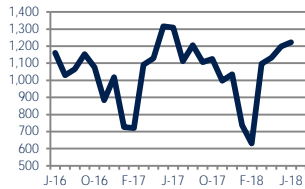


The Long & Foster Market Minute™

Focus On: Eastern Shore Maryland Housing Market

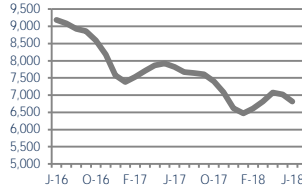
June 2018

Units Sold
1,223



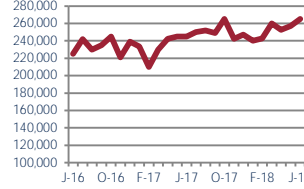
Down -6%
Vs. Year Ago

Active Inventory
6,813



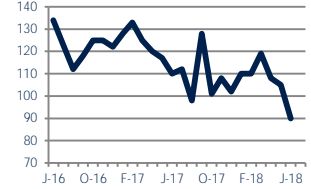
Down -13%
Vs. Year Ago

Median Sale Price
\$265,276



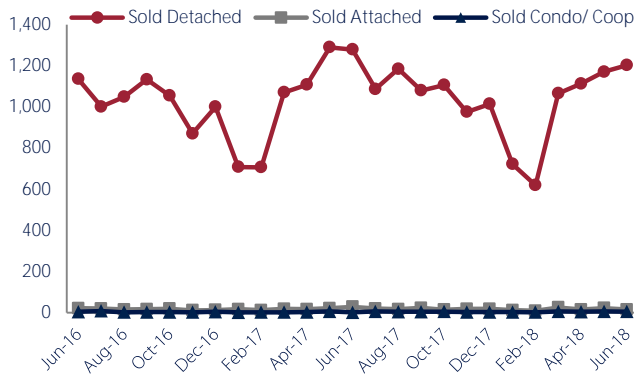
Up 8%
Vs. Year Ago

Days On Market
90



Down -18%
Vs. Year Ago

Units Sold*



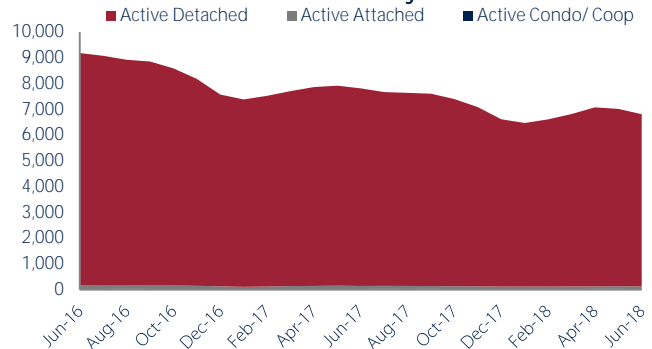
Units Sold

There was an increase in total units sold in June, with 1,223 sold this month in Eastern Shore Maryland versus 1,199 last month, an increase of 2%. This month's total units sold was lower than at this time last year, a decrease of 6% versus June 2017.

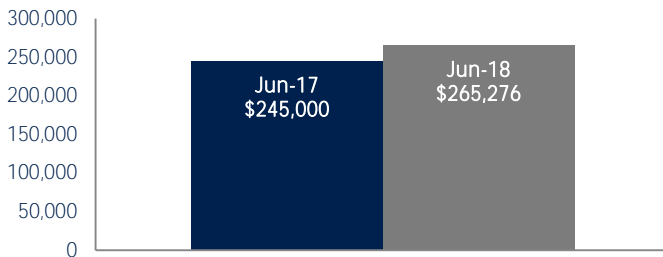
Active Inventory

Versus last year, the total number of homes available this month is lower by 1,003 units or 13%. The total number of active inventory this June was 6,813 compared to 7,816 in June 2017. This month's total of 6,813 is lower than the previous month's total supply of available inventory of 7,020, a decrease of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Eastern Shore Maryland Homes was \$245,000. This June, the median sale price was \$265,276, an increase of 8% or \$20,276 compared to last year. The current median sold price is 3% higher 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.



*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.

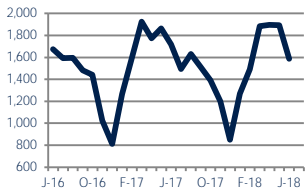
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New Listings

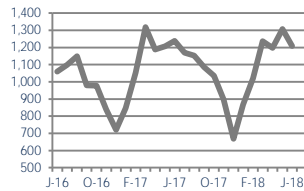
1,587



Down -8%
Vs. Year Ago

Current Contracts

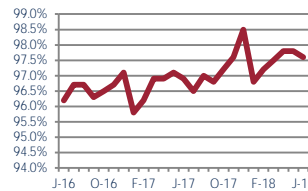
1,209



Down -2%
Vs. Year Ago

Sold Vs. List Price

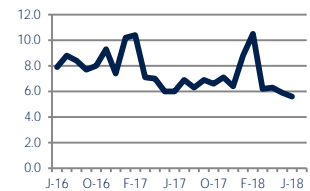
97.6%



Up 0.7%
Vs. Year Ago

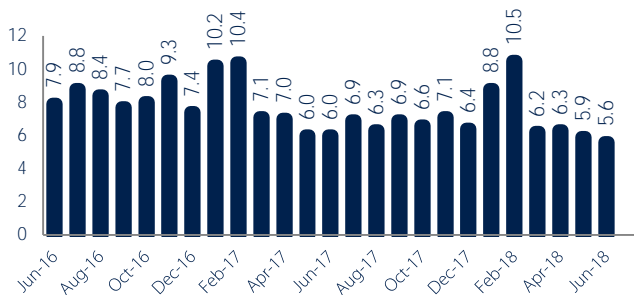
Months of Supply

5.6



Down -7%
Vs. Year Ago

Months Of Supply



Months of Supply

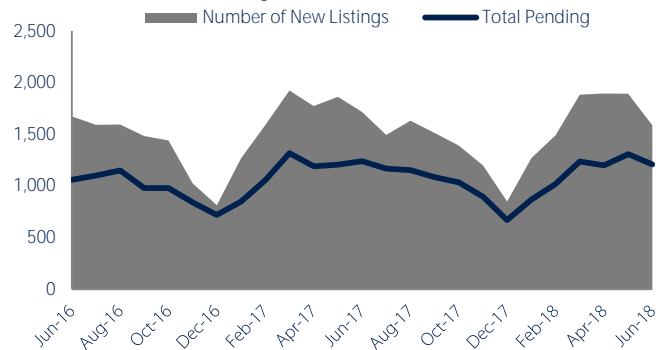
In June, there was 5.6 months of supply available in Eastern Shore Maryland, compared to 6.0 in June 2017. That is a decrease of 7% versus a year ago.

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.

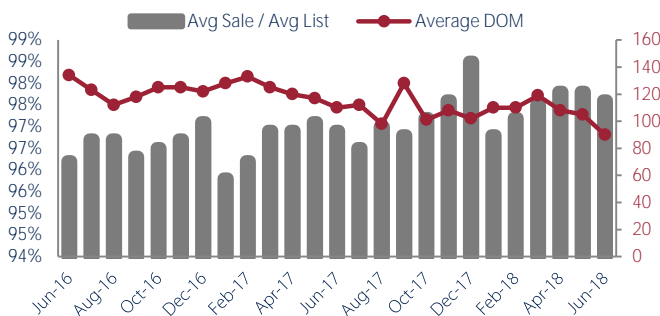
New Listings & Current Contracts

This month there were 1,587 homes newly listed for sale in Eastern Shore Maryland compared to 1,717 in June 2017, a decrease of 8%. There were 1,209 current contracts pending sale this June compared to 1,239 a year ago. The number of current contracts is 2% 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 Eastern Shore Maryland was 97.6% 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 90, lower than the average last year, which was 110, a decrease of 18%.



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