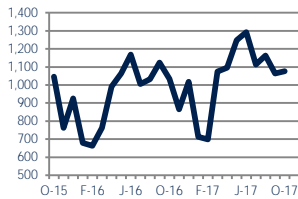


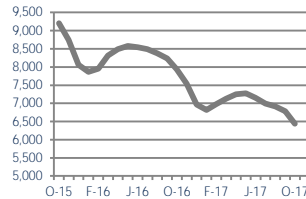


Units Sold
1,077



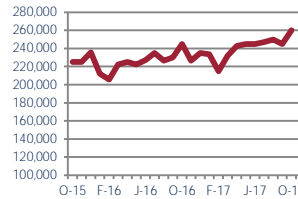
Up 4%
Vs. Year Ago

Active Inventory
6,437



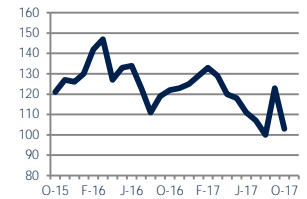
Down -19%
Vs. Year Ago

Median Sale Price
\$260,000



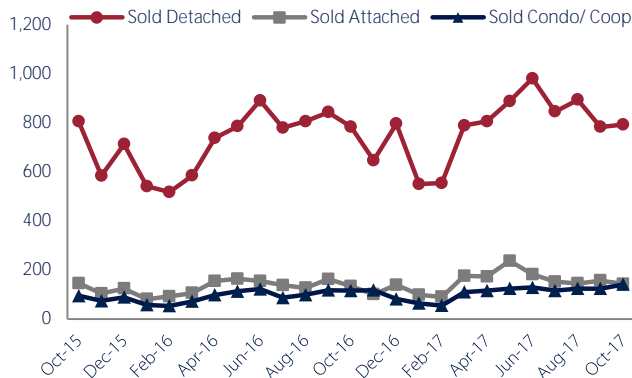
Up 6%
Vs. Year Ago

Days On Market
103



Down -16%
Vs. Year Ago

Units Sold*



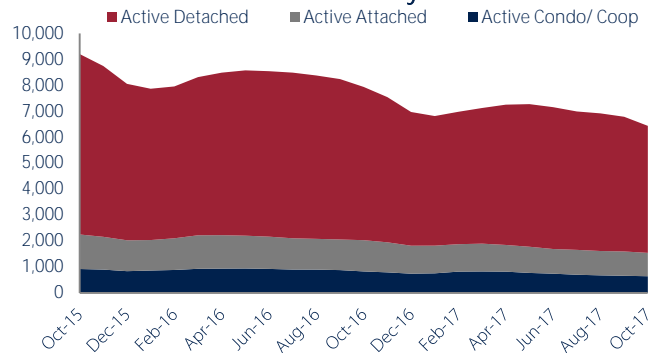
Units Sold

There was an increase in total units sold in October, with 1,077 sold this month in Eastern Shore Maryland versus 1,064 last month, an increase of 1%. This month's total units sold was higher than at this time last year, an increase of 4% versus October 2016.

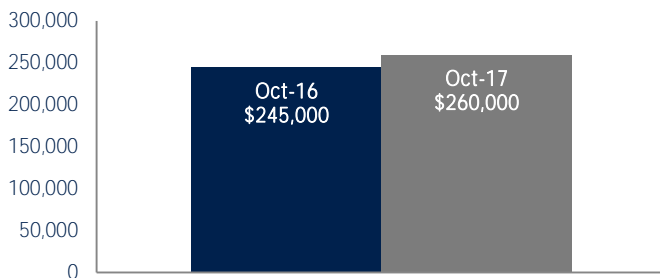
Active Inventory

Versus last year, the total number of homes available this month is lower by 1,500 units or 19%. The total number of active inventory this October was 6,437 compared to 7,937 in October 2016. This month's total of 6,437 is lower than the previous month's total supply of available inventory of 6,787, a decrease of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

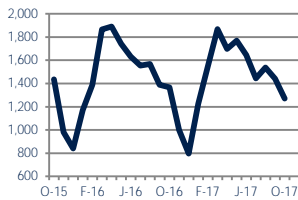
Last October, the median sale price for Eastern Shore Maryland Homes was \$245,000. This October, the median sale price was \$260,000, an increase of 6% or \$15,000 compared to last year. The current median sold price is 6% higher than in September.

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



New Listings

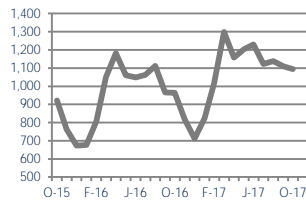
1,269



Down -7%
Vs. Year Ago

Current Contracts

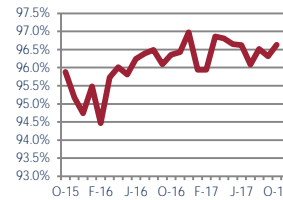
1,095



Up 14%
Vs. Year Ago

Sold Vs. List Price

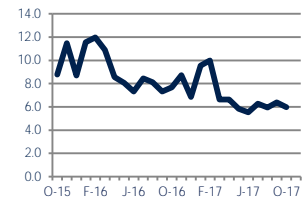
96.6%



No Change
Vs. Year Ago

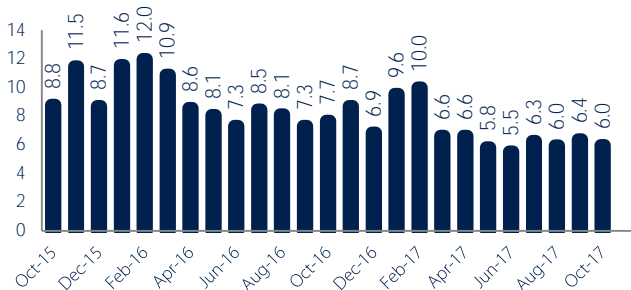
Months of Supply

6.0



Down -22%
Vs. Year Ago

Months Of Supply



Months of Supply

In October, there was 6.0 months of supply available in Eastern Shore Maryland, compared to 7.7 in October 2016. That is a decrease of 22% versus a year ago.

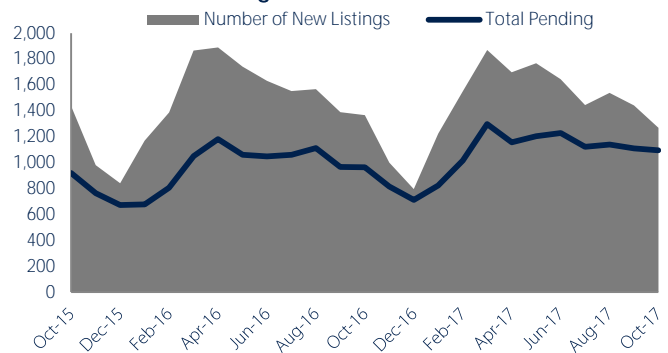
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

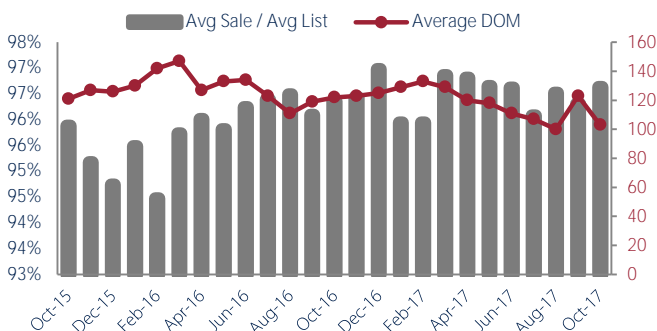
This month there were 1,269 homes newly listed for sale in Eastern Shore Maryland compared to 1,367 in October 2016, a decrease of 7%.

There were 1,095 current contracts pending sale this October compared to 964 a year ago. The number of current contracts is 14% higher than last October.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In October, the average sale price in Eastern Shore Maryland was 96.6% 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 103, lower than the average last year, which was 122, a decrease of 16%.