

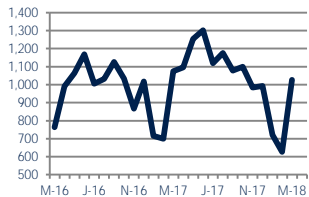


# The Long & Foster Market Minute™

Focus On: Eastern Shore Maryland Housing Market

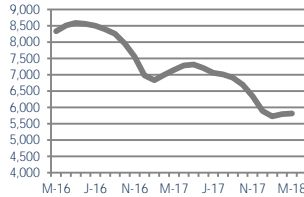
March 2018

**Units Sold**  
1,026



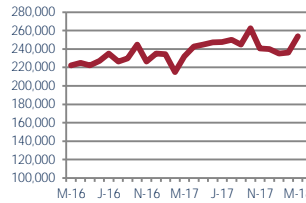
Down -5%  
Vs. Year Ago

**Active Inventory**  
5,822



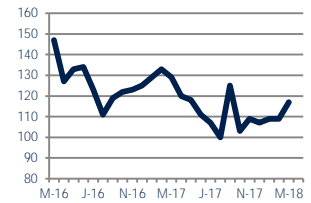
Down -19%  
Vs. Year Ago

**Median Sale Price**  
\$253,900



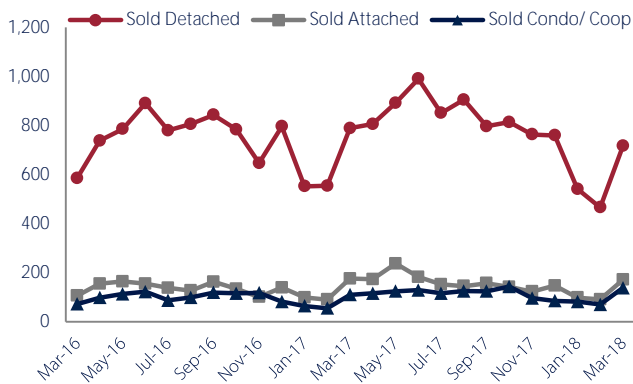
Up 9%  
Vs. Year Ago

**Days On Market**  
117



Down -9%  
Vs. Year Ago

### Units Sold\*



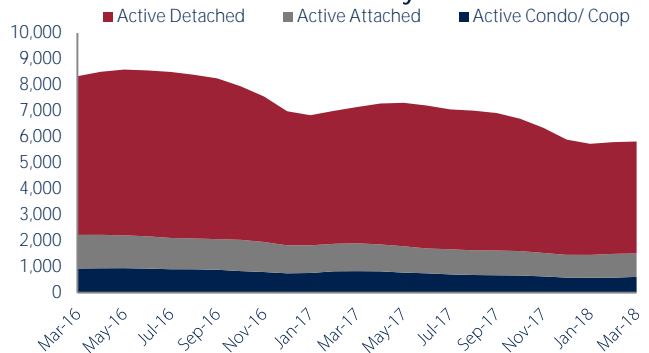
### Units Sold

There was an increase in total units sold in March, with 1,026 sold this month in Eastern Shore Maryland. This month's total units sold was lower than at this time last year.

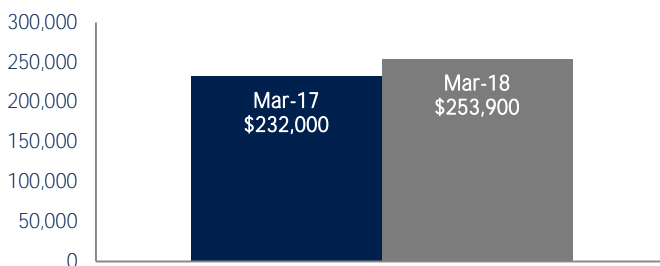
### Active Inventory

Versus last year, the total number of homes available this month is lower by 1,328 units or 19%. The total number of active inventory this March was 5822 compared to 7,150 in March 2017. This month's supply remained stable as compared to last month.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last March, the median sale price for Eastern Shore Maryland Homes was \$232,000. This March, the median sale price was \$253,900, an increase of 9% or \$21,900 compared to last year. The current median sold price is 8% higher than in February.

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

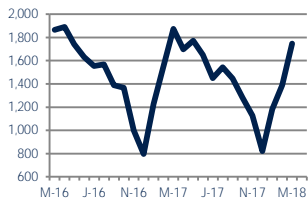
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

Information included in this report is based on data supplied by 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

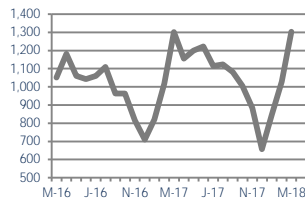
1,746



Down -7%  
Vs. Year Ago

### Current Contracts

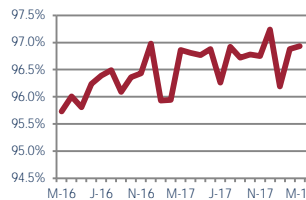
1,304



No Change  
Vs. Year Ago

### Sold Vs. List Price

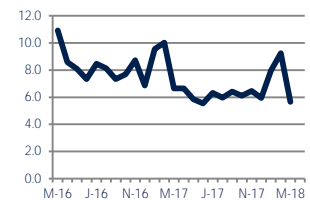
96.9%



No Change  
Vs. Year Ago

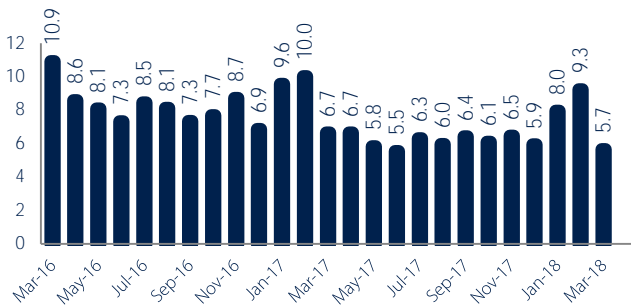
### Months of Supply

5.7



Down -15%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

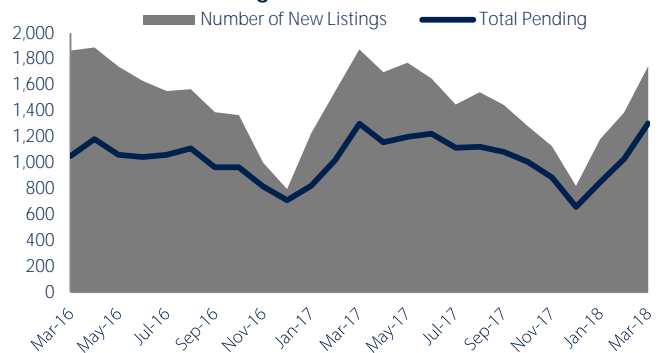
In March, there was 5.7 months of supply available in Eastern Shore Maryland, compared to 6.7 in March 2017. That is a decrease of 15% versus a year ago.

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.

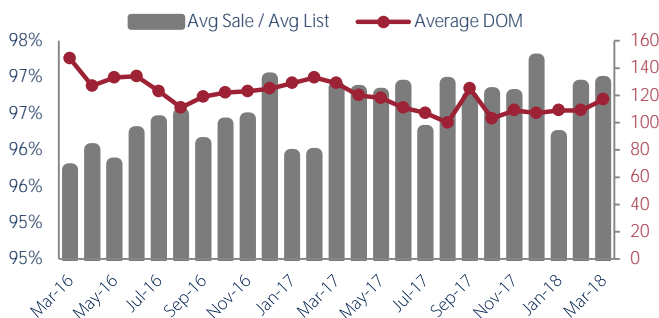
### New Listings & Current Contracts

This month there were 1,746 homes newly listed for sale in Eastern Shore Maryland compared to 1,875 in March 2017, a decrease of 7%. There were 1,304 current contracts pending sale this March, consistent with the volume a year ago. The number of current contracts is 27% higher than last month.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In March, the average sale price in Eastern Shore Maryland was 96.9% 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 117, lower than the average last year, which was 129, a decrease of 9%.



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