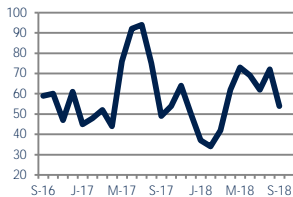


Zip Code(s): 21921, 21919, 21915, 21912, 21920, 21913 and 21930

Units Sold

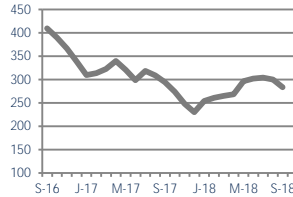
54



Up 10%
Vs. Year Ago

Active Inventory

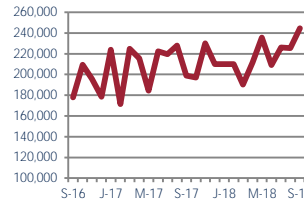
284



Down -4%
Vs. Year Ago

Median Sale Price

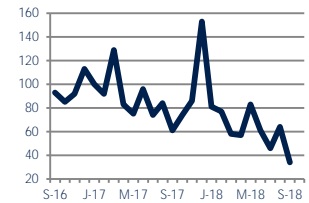
\$244,500



Up 23%
Vs. Year Ago

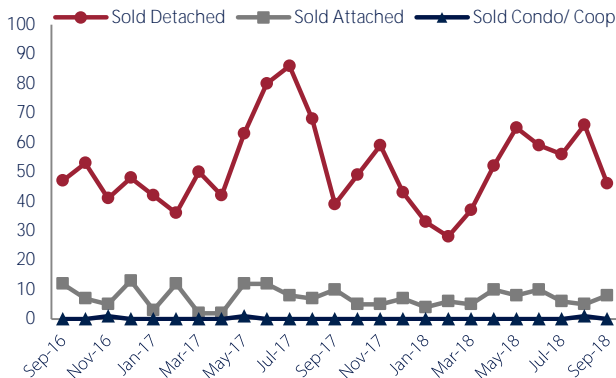
Days On Market

34



Down -44%
Vs. Year Ago

Units Sold*



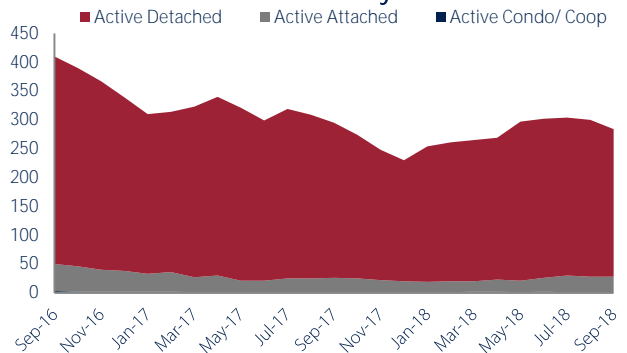
Units Sold

There was a decrease in total units sold in September, with 54 sold this month in Elkton, Earleville, and Chesapeake City versus 72 last month, a decrease of 25%. This month's total units sold was higher than at this time last year, an increase of 10% versus September 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 11 units or 4%. The total number of active inventory this September was 284 compared to 295 in September 2017. This month's total of 284 is lower than the previous month's total supply of available inventory of 300, a decrease of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Elkton, Earleville, and Chesapeake City Homes was \$199,000. This September, the median sale price was \$244,500, an increase of 23% or \$45,500 compared to last year. The current median sold price is 8% higher 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.

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*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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The Long & Foster Market Minute™

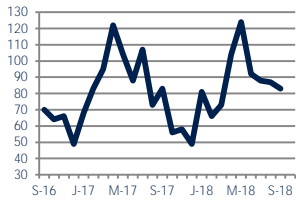
Focus On: Elkton, Earleville, and Chesapeake City Housing Market

September 2018

Zip Code(s): 21921, 21919, 21915, 21912, 21920, 21913 and 21930

New Listings

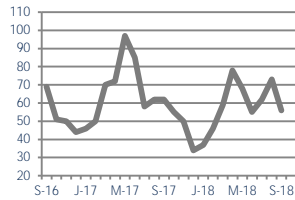
83



No Change
Vs. Year Ago

Current Contracts

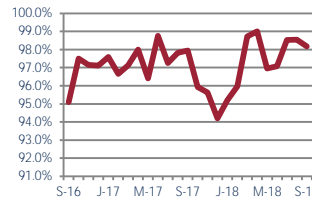
56



Down -10%
Vs. Year Ago

Sold Vs. List Price

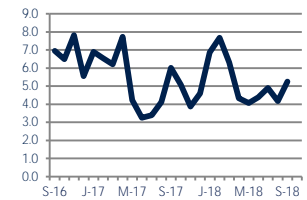
98.2%



No Change
Vs. Year Ago

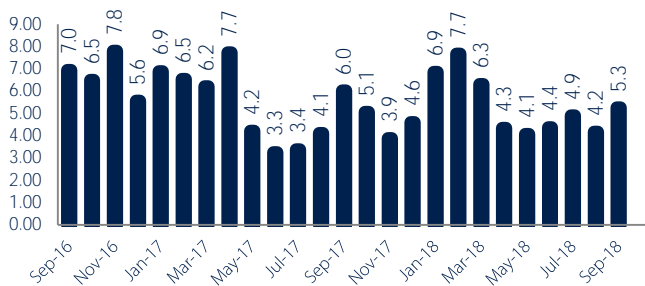
Months of Supply

5.3



Down -13%
Vs. Year Ago

Months Of Supply



Months of Supply

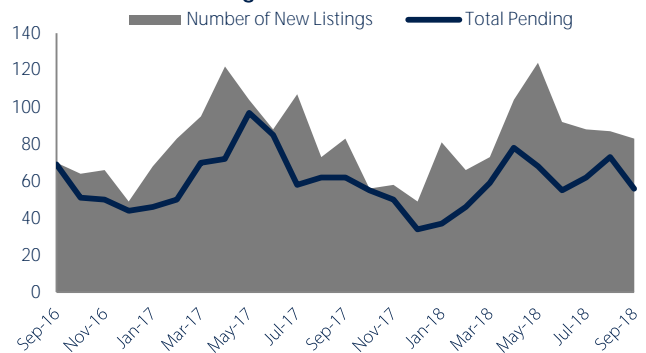
In September, there was 5.3 months of supply available in Elkton, Earleville, and Chesapeake City, compared to 6.0 in September 2017. That is a decrease of 13% versus a year ago.

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.

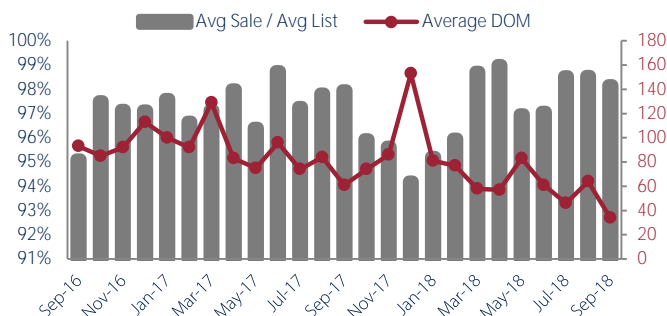
New Listings & Current Contracts

This month there were 83 homes newly listed for sale in Elkton, Earleville, and Chesapeake City, which is similar to the amount in September 2017. There were 56 current contracts pending sale this September compared to 62 a year ago. The number of current contracts is 10% lower 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 Elkton, Earleville, and Chesapeake City was 98.2% 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 34, lower than the average last year, which was 61, a decrease of 44%.



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