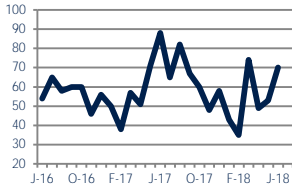


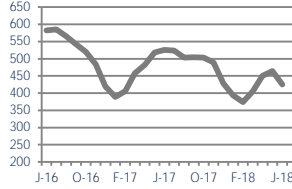


Units Sold
70



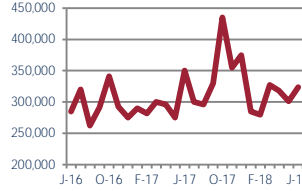
Down -20%
Vs. Year Ago

Active Inventory
425



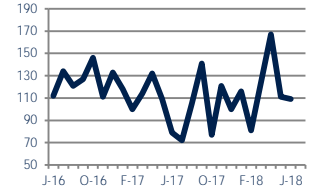
Down -19%
Vs. Year Ago

Median Sale Price
\$323,750



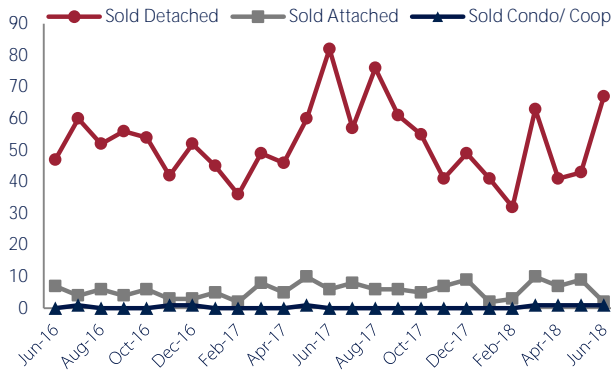
Down -7%
Vs. Year Ago

Days On Market
109



Up 38%
Vs. Year Ago

Units Sold*



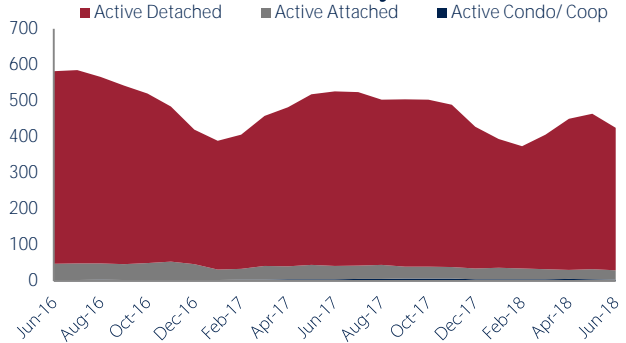
Units Sold

There was an increase in total units sold in June, with 70 sold this month in Talbot County versus 53 last month, an increase of 32%. This month's total units sold was lower than at this time last year, a decrease of 20% versus June 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 101 units or 19%. The total number of active inventory this June was 425 compared to 526 in June 2017. This month's total of 425 is lower than the previous month's total supply of available inventory of 464, a decrease of 8%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Talbot County Homes was \$350,000. This June, the median sale price was \$323,750, a decrease of 8% or \$26,250 compared to last year. The current median sold price is 8% 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.



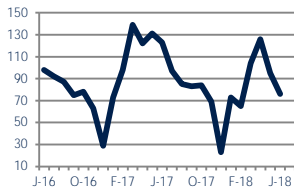
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and 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 MRIS or Long & Foster Real Estate, Inc.





New Listings

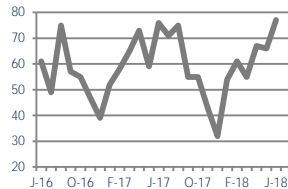
76



Down -38%
Vs. Year Ago

Current Contracts

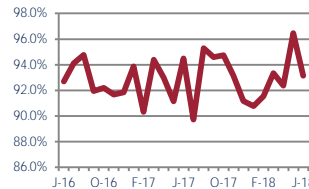
77



Up 1%
Vs. Year Ago

Sold Vs. List Price

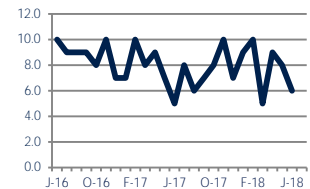
93.1%



Down -1.4%
Vs. Year Ago

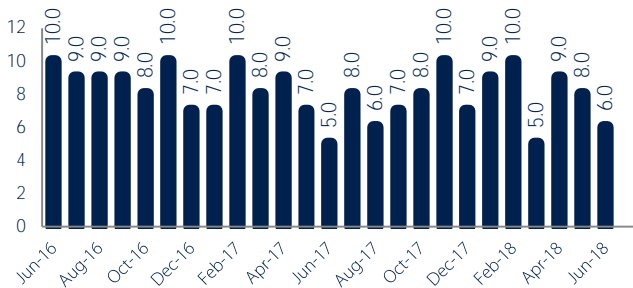
Months of Supply

6.0



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

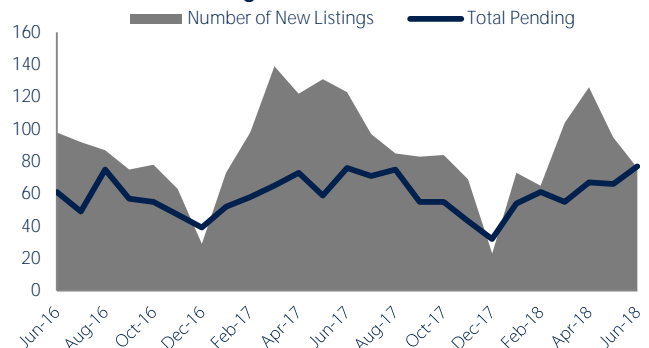
In June, there was 6.1 months of supply available in Talbot County. The amount of supply is similar compared to a year ago.

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.

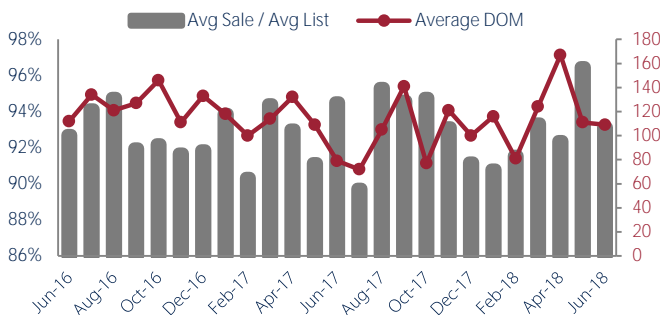
New Listings & Current Contracts

This month there were 76 homes newly listed for sale in Talbot County compared to 123 in June 2017, a decrease of 38%. There were 77 current contracts pending sale this June compared to 76 a year ago. The number of current contracts is 1% higher 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 Talbot County was 93.1% of the average list price, which is 1.4% lower than at this time last year.

Days On Market

This month, the average number of days on market was 109, higher than the average last year, which was 79, an increase of 38%.



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