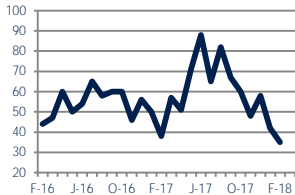




**Units Sold**

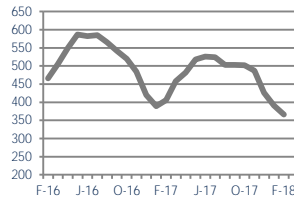
35



Down -8%  
Vs. Year Ago

**Active Inventory**

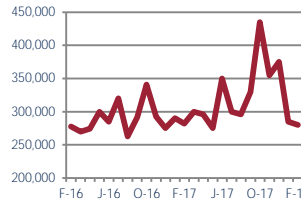
366



Down -10%  
Vs. Year Ago

**Median Sale Price**

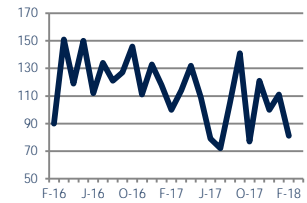
\$280,000



Down -1%  
Vs. Year Ago

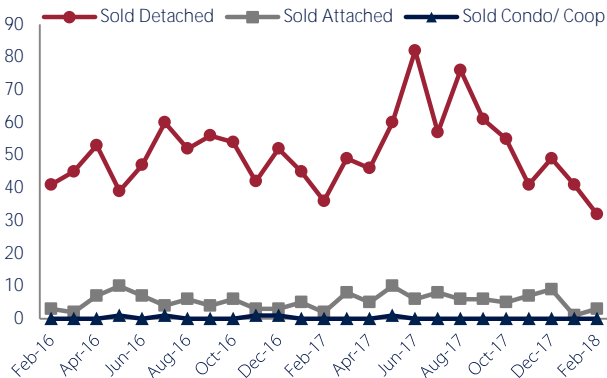
**Days On Market**

81



Down -19%  
Vs. Year Ago

**Units Sold\***



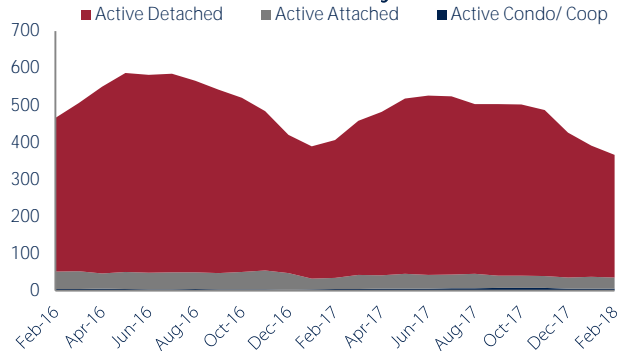
**Units Sold**

There was a decrease in total units sold in February, with 35 sold this month in Talbot County versus 42 last month, a decrease of 17%. This month's total units sold was lower than at this time last year, a decrease of 8% versus February 2017.

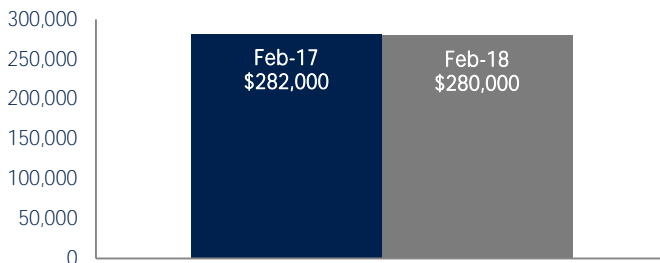
**Active Inventory**

Versus last year, the total number of homes available this month is lower by 40 units or 10%. The total number of active inventory this February was 366 compared to 406 in February 2017. This month's total of 366 is lower than the previous month's total supply of available inventory of 391, a decrease of 6%.

**Active Inventory\***



**Median Sale Price**



**Median Sale Price**

Last February, the median sale price for Talbot County Homes was \$282,000. This February, the median sale price was \$280,000, a decrease of 1% or \$2,000 compared to last year. The current median sold price is 2% lower than in January.

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

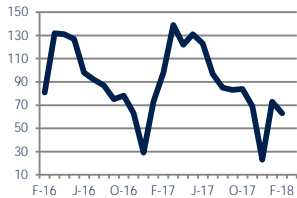


\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

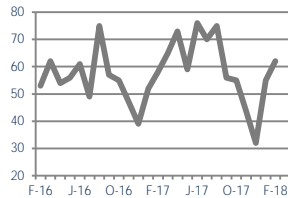
63



Down -36%  
Vs. Year Ago

### Current Contracts

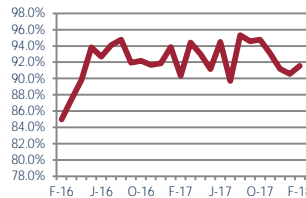
62



Up 7%  
Vs. Year Ago

### Sold Vs. List Price

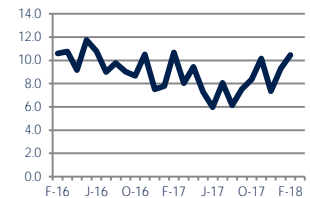
91.6%



Up 1.4%  
Vs. Year Ago

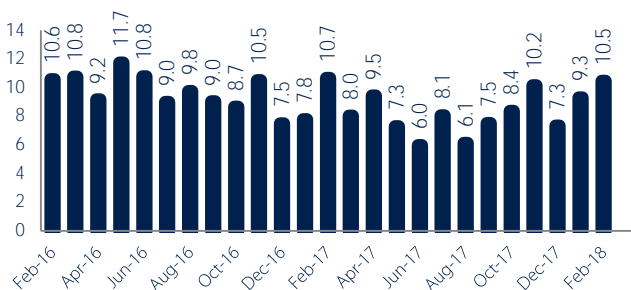
### Months of Supply

10.5



Down -2%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

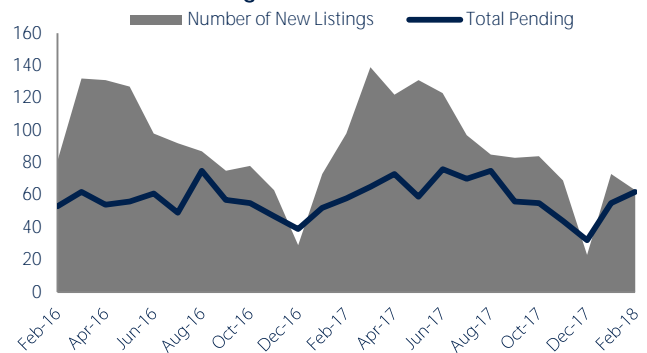
In February, there was 10.5 months of supply available in Talbot County, compared to 10.7 in February 2017. That is a decrease of 2% versus a year ago.

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.

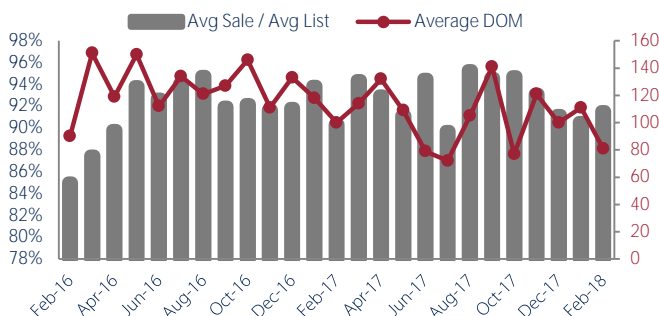
### New Listings & Current Contracts

This month there were 63 homes newly listed for sale in Talbot County compared to 98 in February 2017, a decrease of 36%. There were 62 current contracts pending sale this February compared to 58 a year ago. The number of current contracts is 7% higher than last February.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In February, the average sale price in Talbot County was 91.6% of the average list price, which is 1.2% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 81, lower than the average last year, which was 100, a decrease of 19%.



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