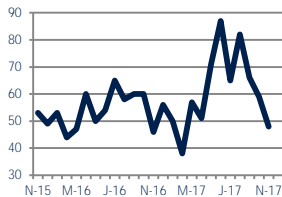




Units Sold

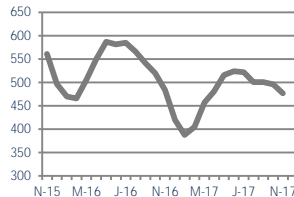
48



Up 4%
Vs. Year Ago

Active Inventory

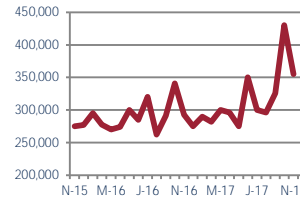
477



Down -1%
Vs. Year Ago

Median Sale Price

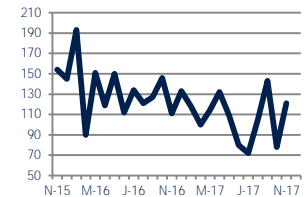
\$355,000



Up 21%
Vs. Year Ago

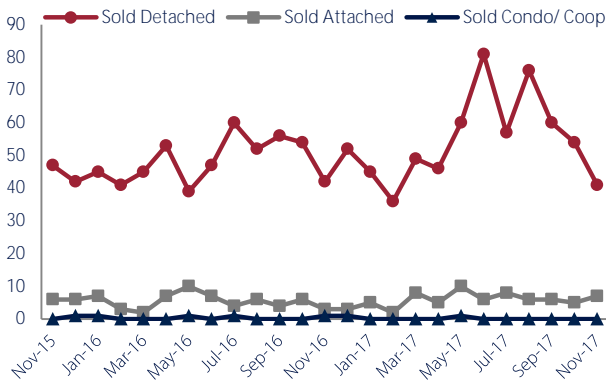
Days On Market

121



Up 9%
Vs. Year Ago

Units Sold*



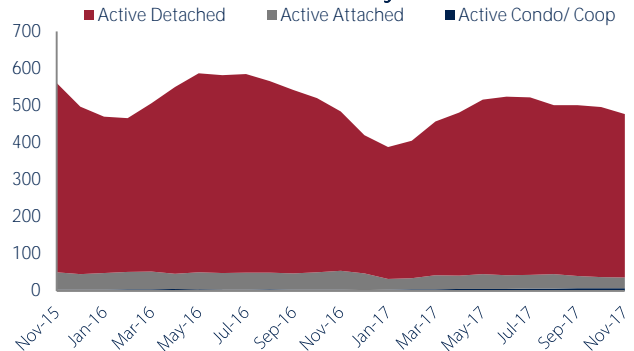
Units Sold

There was a decrease in total units sold in November, with 48 sold this month in Talbot County versus 59 last month, a decrease of 19%. This month's total units sold was higher than at this time last year, an increase of 4% versus November 2016.

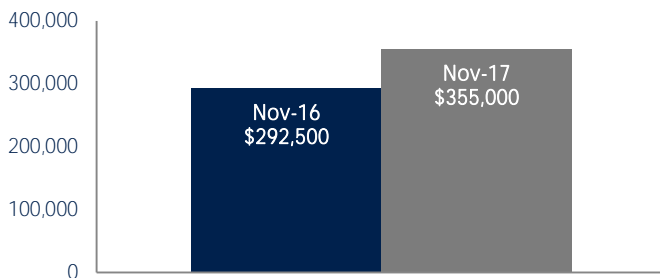
Active Inventory

Versus last year, the total number of homes available this month is lower by 7 units or 1%. The total number of active inventory this November was 477 compared to 484 in November 2016. This month's total of 477 is lower than the previous month's total supply of available inventory of 496, a decrease of 4%.

Active Inventory*



Median Sale Price



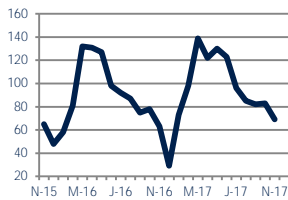
Median Sale Price

Last November, the median sale price for Talbot County Homes was \$292,500. This November, the median sale price was \$355,000, an increase of 21% or \$62,500 compared to last year. The current median sold price is 17% lower than in October.

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

New Listings

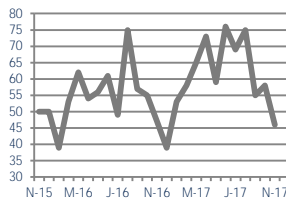
69



Up 10%
Vs. Year Ago

Current Contracts

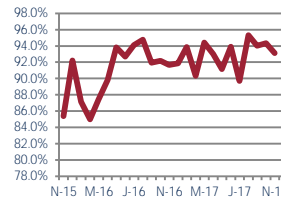
46



Down -2%
Vs. Year Ago

Sold Vs. List Price

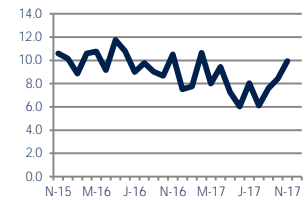
93.1%



Up 1.6%
Vs. Year Ago

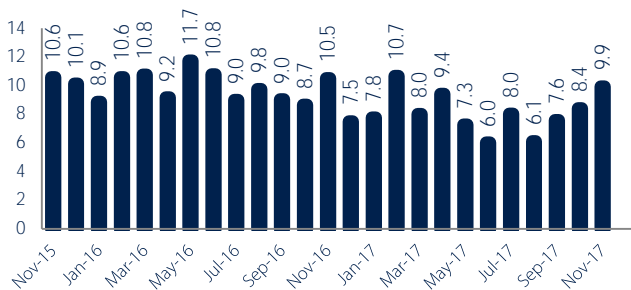
Months of Supply

9.9



Down -6%
Vs. Year Ago

Months Of Supply



Months of Supply

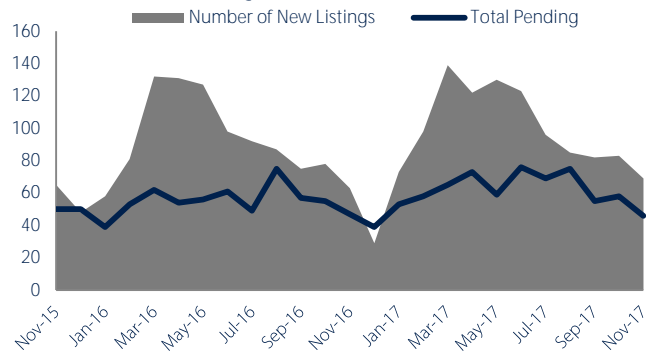
In November, there was 9.9 months of supply available in Talbot County, compared to 10.5 in November 2016. That is a decrease of 6% versus a year ago.

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.

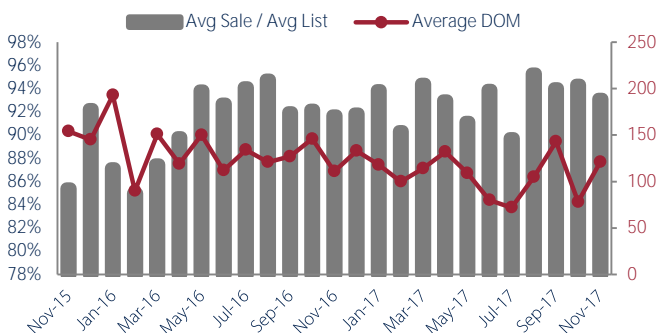
New Listings & Current Contracts

This month there were 69 homes newly listed for sale in Talbot County compared to 63 in November 2016, an increase of 10%. There were 46 current contracts pending sale this November compared to 47 a year ago. The number of current contracts is 2% lower than last November.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In November, the average sale price in Talbot County was 93.1% of the average list price, which is 1.5% higher than at this time last year.

Days On Market

This month, the average number of days on market was 121, higher than the average last year, which was 111, an increase of 9%.