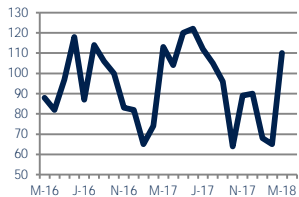




Units Sold

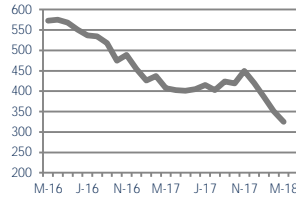
110



Down -3%  
Vs. Year Ago

Active Inventory

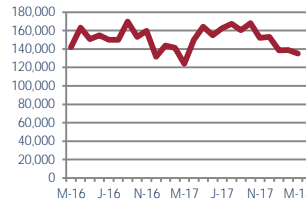
325



Down -20%  
Vs. Year Ago

Median Sale Price

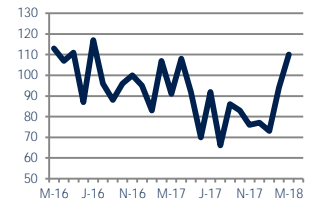
\$135,000



Up 9%  
Vs. Year Ago

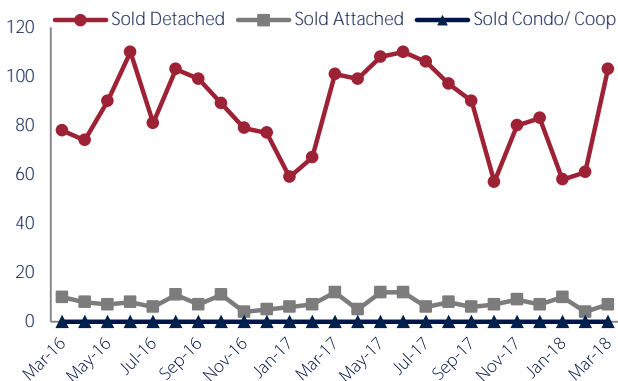
Days On Market

110



Up 21%  
Vs. Year Ago

Units Sold\*



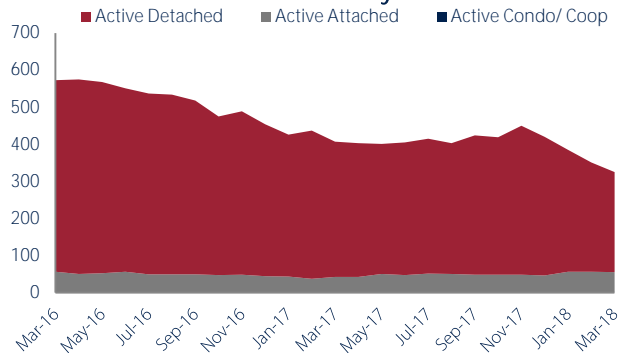
Units Sold

There was an increase in total units sold in March, with 110 sold this month in Wicomico County. This month's total units sold was lower than at this time last year.

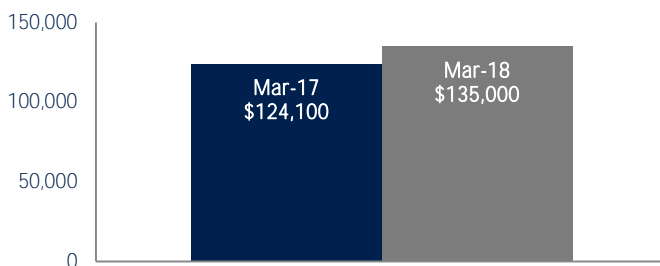
Active Inventory

Versus last year, the total number of homes available this month is lower by 82 units or 20%. The total number of active inventory this March was 325 compared to 407 in March 2017. This month's total of 325 is lower than the previous month's total supply of available inventory of 351, a decrease of 7%.

Active Inventory\*



Median Sale Price



Median Sale Price

Last March, the median sale price for Wicomico County Homes was \$124,100. This March, the median sale price was \$135,000, an increase of 9% or \$10,900 compared to last year. The current median sold price is 3% lower 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.



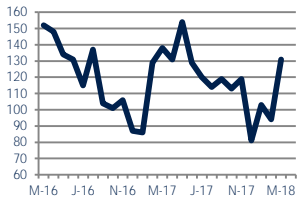
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CAR and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





### New Listings

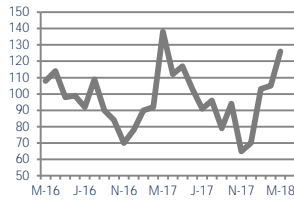
131



Down -5%  
Vs. Year Ago

### Current Contracts

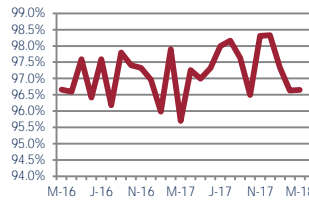
126



Down -9%  
Vs. Year Ago

### Sold Vs. List Price

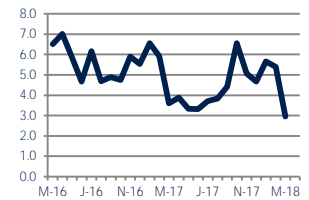
96.7%



Up 1%  
Vs. Year Ago

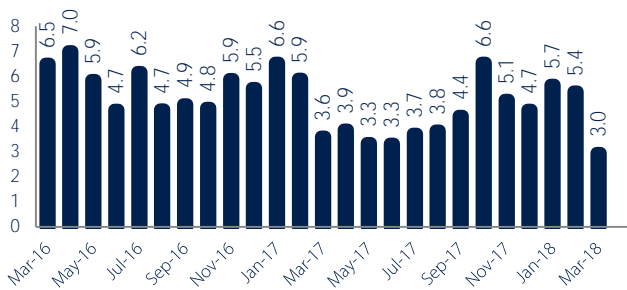
### Months of Supply

3.0



Down -18%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

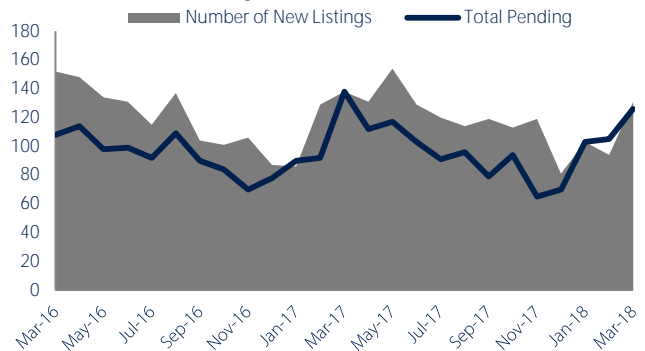
In March, there was 3.0 months of supply available in Wicomico County, compared to 3.6 in March 2017. That is a decrease of 18% versus a year ago.

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.

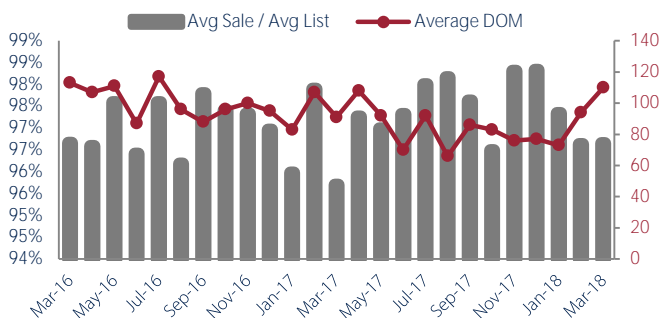
### New Listings & Current Contracts

This month there were 131 homes newly listed for sale in Wicomico County compared to 138 in March 2017, a decrease of 5%. There were 126 current contracts pending sale this March compared to 138 a year ago. The number of current contracts is 9% lower than last March.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In March, the average sale price in Wicomico County was 96.7% of the average list price, which is 1.0% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 110, higher than the average last year, which was 91, an increase of 21%.



\*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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