

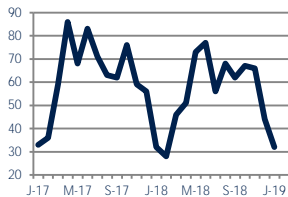
## Focus On: Berlin and Bishopville Housing Market

January 2019

Zip Code(s): 21811, 21813 and 21862

### Units Sold

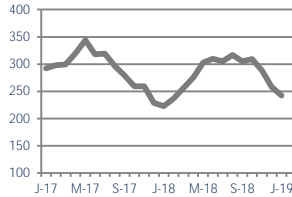
32



No Change  
Vs. Year Ago

### Active Inventory

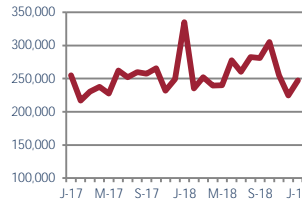
242



Up 9%  
Vs. Year Ago

### Median Sale Price

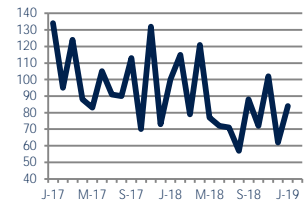
\$247,500



Down  
Vs. Year Ago

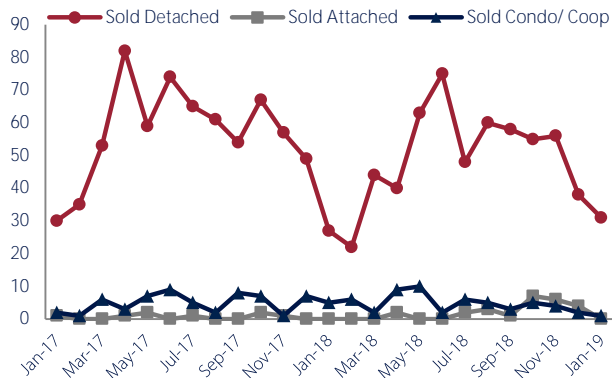
### Days On Market

84



Down -16%  
Vs. Year Ago

### Units Sold\*



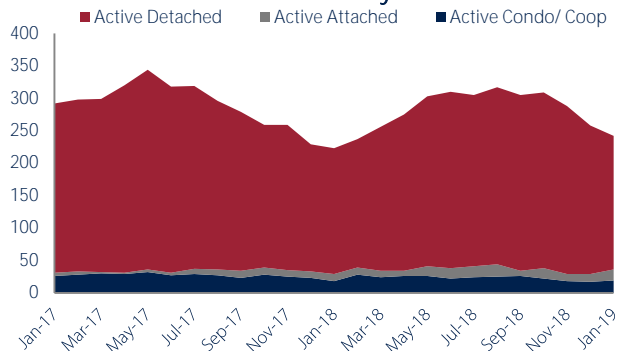
### Units Sold

There was a decrease in total units sold in January, with 32 sold this month in Berlin and Bishopville, a decrease of 27%. This month's total units sold is similar compared to a year ago.

### Active Inventory

Versus last year, the total number of homes available this month is higher by 19 units or 9%. The total number of active inventory this January was 242 compared to 223 in January 2018. This month's total of 242 is lower than the previous month's total supply of available inventory of 258, a decrease of 6%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last January, the median sale price for Berlin and Bishopville Homes was \$335,000. This January, the median sale price was \$247,500, a decrease of \$87,500 compared to last year. The current median sold price is higher than in December.

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

Berlin and Bishopville are defined as properties listed in zip code/s 21811, 21813 and 21862.

\*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 BRIGHTMLS 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 BRIGHTMLS or Long & Foster Real Estate, Inc.



CHRISTIE'S  
INTERNATIONAL REAL ESTATE



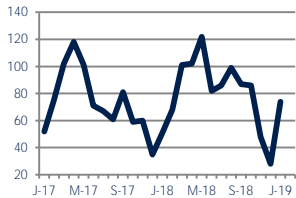
## Focus On: Berlin and Bishopville Housing Market

January 2019

Zip Code(s): 21811, 21813 and 21862

### New Listings

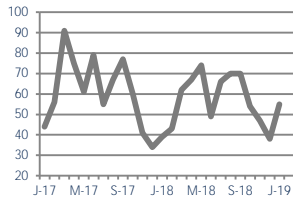
74



Up 45%  
Vs. Year Ago

### Current Contracts

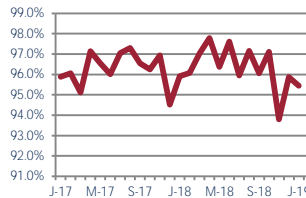
55



Up 41%  
Vs. Year Ago

### Sold Vs. List Price

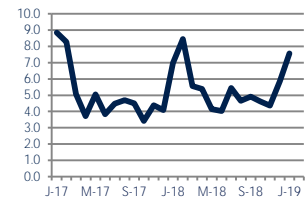
95.5%



No Change  
Vs. Year Ago

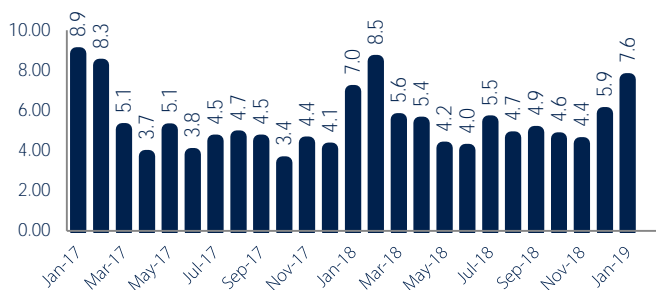
### Months of Supply

7.6



Up 8%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

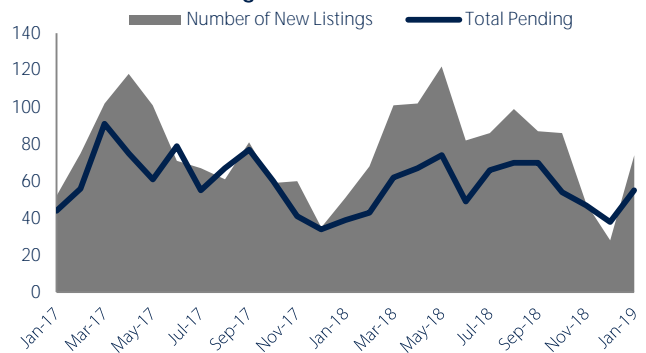
In January, there was 7.6 months of supply available in Berlin and Bishopville, compared to 7.0 in January 2018. That is an increase of 9% versus a year ago.

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.

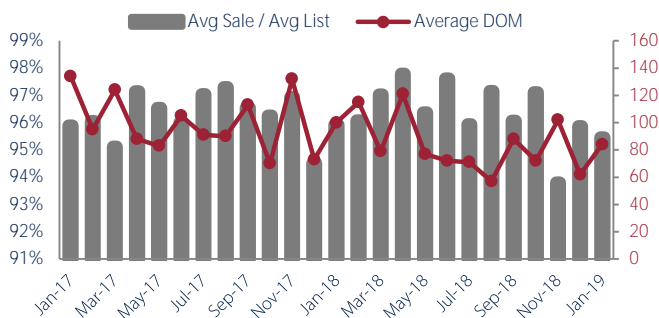
### New Listings & Current Contracts

This month there were 74 homes newly listed for sale in Berlin and Bishopville compared to 51 in January 2018, an increase of 45%. There were 55 current contracts pending sale this January compared to 39 a year ago. The number of current contracts is 41% higher than last January.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In January, the average sale price in Berlin and Bishopville was 95.5% 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 84, lower than the average last year, which was 100, a decrease of 16%.



Berlin and Bishopville are defined as properties listed in zip code/s 21811, 21813 and 21862.

\*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 BRIGHTMLS 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 BRIGHTMLS or Long & Foster Real Estate, Inc.

