

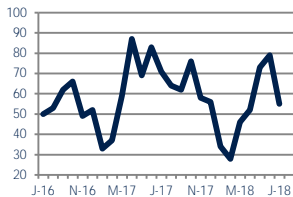
Focus On: Berlin and Bishopville Housing Market

July 2018

Zip Code(s): 21811, 21813 and 21862

Units Sold

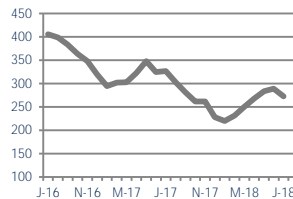
55



Down -23%
Vs. Year Ago

Active Inventory

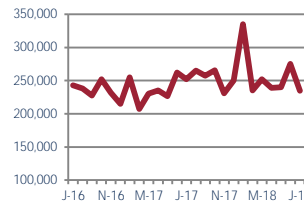
273



Down -17%
Vs. Year Ago

Median Sale Price

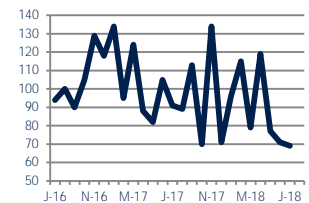
\$234,900



Down -7%
Vs. Year Ago

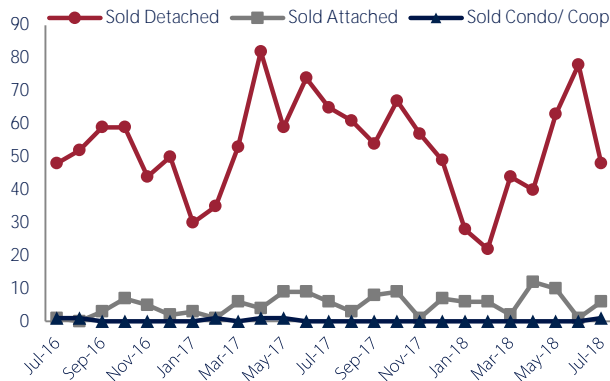
Days On Market

69



Down -24%
Vs. Year Ago

Units Sold*



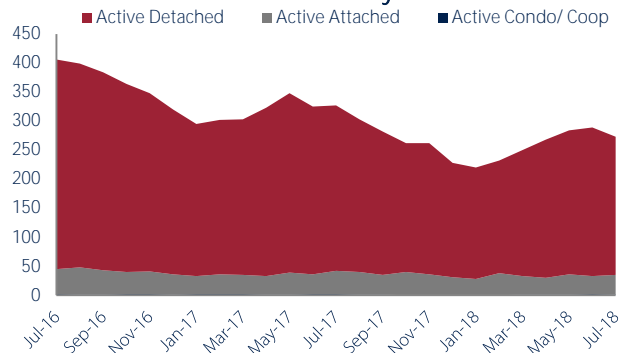
Units Sold

There was a decrease in total units sold in July, with 55 sold this month in Berlin and Bishopville versus 79 last month, a decrease of 30%. This month's total units sold was lower than at this time last year, a decrease of 23% versus July 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 54 units or 17%. The total number of active inventory this July was 273 compared to 327 in July 2017. This month's total of 273 is lower than the previous month's total supply of available inventory of 289, a decrease of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Berlin and Bishopville Homes was \$252,000. This July, the median sale price was \$234,900, a decrease of 7% or \$17,100 compared to last year. The current median sold price is 15% lower than in June.

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



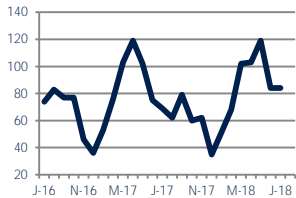
Focus On: Berlin and Bishopville Housing Market

July 2018

Zip Code(s): 21811, 21813 and 21862

New Listings

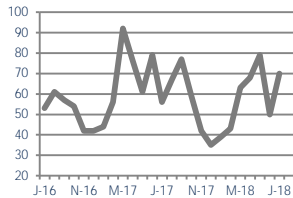
84



Up 22%
Vs. Year Ago

Current Contracts

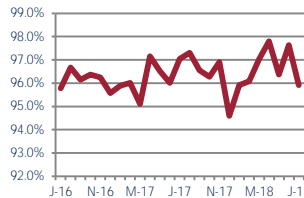
70



Up 25%
Vs. Year Ago

Sold Vs. List Price

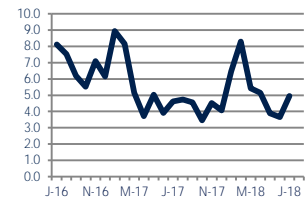
95.9%



Down -1.2%
Vs. Year Ago

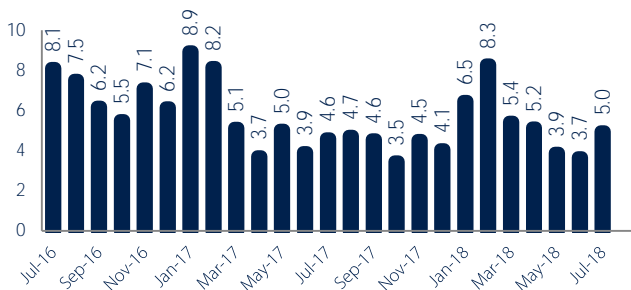
Months of Supply

5.0



Up 8%
Vs. Year Ago

Months Of Supply



Months of Supply

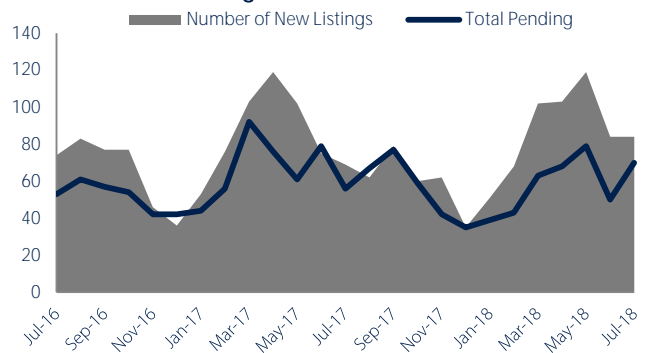
In July, there was 5.0 months of supply available in Berlin and Bishopville, compared to 4.6 in July 2017. That is an increase of 8% versus a year ago.

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.

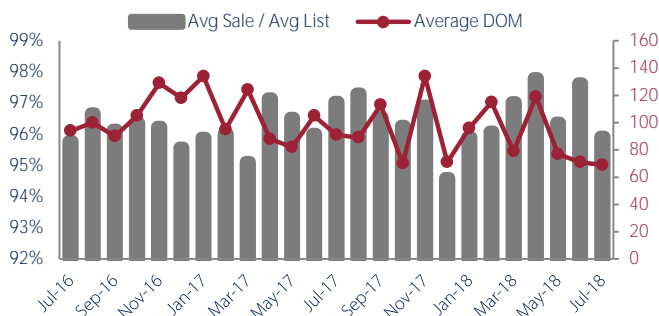
New Listings & Current Contracts

This month there were 84 homes newly listed for sale in Berlin and Bishopville compared to 69 in July 2017, an increase of 22%. There were 70 current contracts pending sale this July compared to 56 a year ago. The number of current contracts is 25% higher than last July.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In July, the average sale price in Berlin and Bishopville was 95.9% of the average list price, which is 1.1% lower than at this time last year.

Days On Market

This month, the average number of days on market was 69, lower than the average last year, which was 91, a decrease of 24%.



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.

