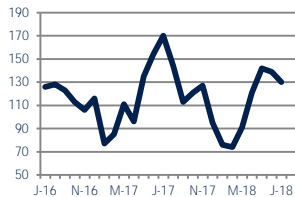


Units Sold

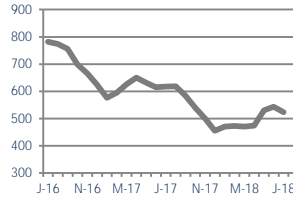
130



Down -24%
Vs. Year Ago

Active Inventory

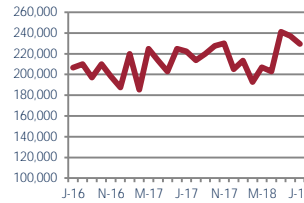
524



Down -15%
Vs. Year Ago

Median Sale Price

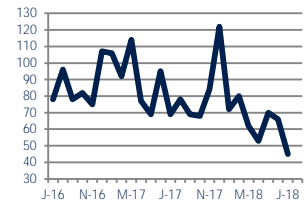
\$229,450



Up 3%
Vs. Year Ago

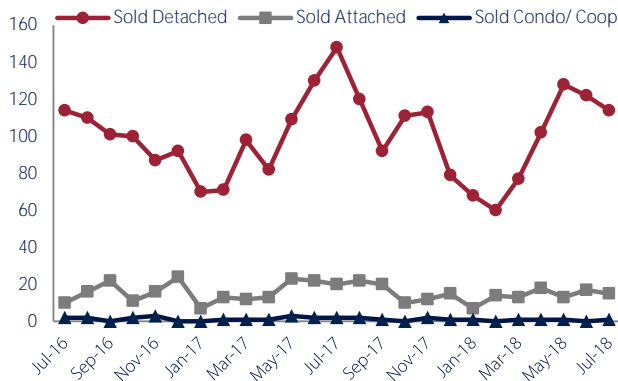
Days On Market

45



Down -35%
Vs. Year Ago

Units Sold*



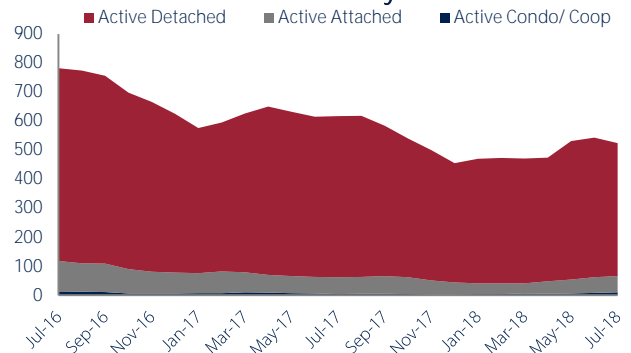
Units Sold

There was a decrease in total units sold in July, with 130 sold this month in Cecil County versus 139 last month, a decrease of 6%. This month's total units sold was lower than at this time last year, a decrease of 24% versus July 2017.

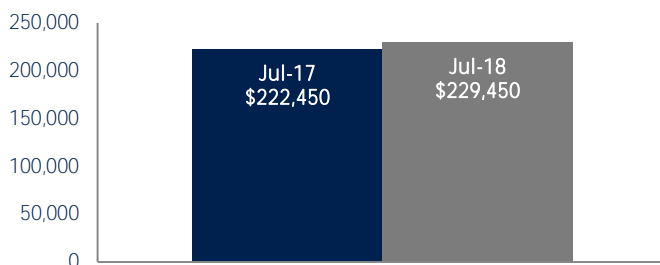
Active Inventory

Versus last year, the total number of homes available this month is lower by 93 units or 15%. The total number of active inventory this July was 524 compared to 617 in July 2017. This month's total of 524 is lower than the previous month's total supply of available inventory of 543, a decrease of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Cecil County Homes was \$222,450. This July, the median sale price was \$229,450, an increase of 3% or \$7,000 compared to last year. The current median sold price is 3% 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.

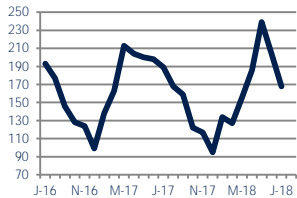


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

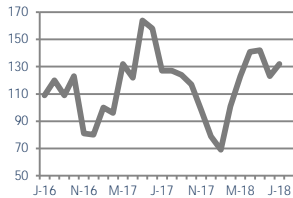
168



Down -11%
Vs. Year Ago

Current Contracts

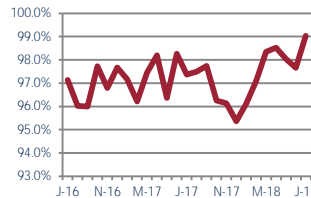
132



Up 4%
Vs. Year Ago

Sold Vs. List Price

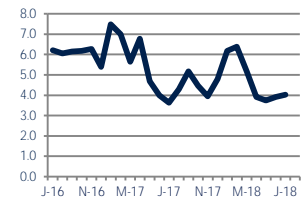
99.0%



Up 1.7%
Vs. Year Ago

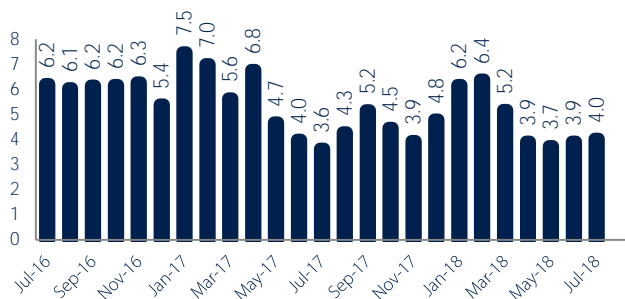
Months of Supply

4.0



Up 11%
Vs. Year Ago

Months Of Supply



Months of Supply

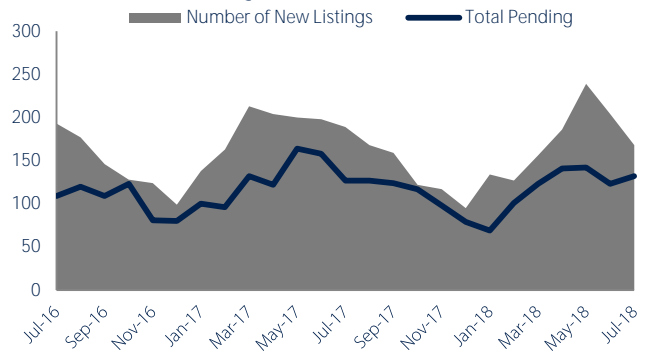
In July, there was 4.0 months of supply available in Cecil County, compared to 3.6 in July 2017. That is an increase of 11% versus a year ago.

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.

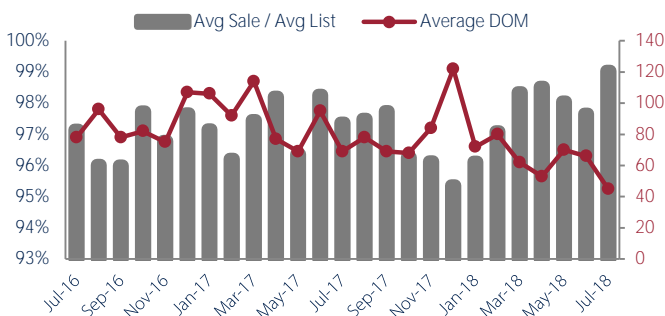
New Listings & Current Contracts

This month there were 168 homes newly listed for sale in Cecil County compared to 189 in July 2017, a decrease of 11%. There were 132 current contracts pending sale this July compared to 127 a year ago. The number of current contracts is 4% 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 Cecil County was 99.0% of the average list price, which is 1.7% higher than at this time last year.

Days On Market

This month, the average number of days on market was 45, lower than the average last year, which was 69, a decrease of 35%.



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