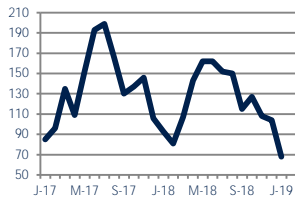


Units Sold

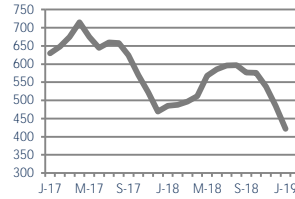
68



Down -27%
Vs. Year Ago

Active Inventory

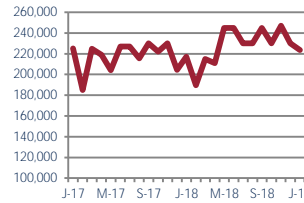
422



Down -13%
Vs. Year Ago

Median Sale Price

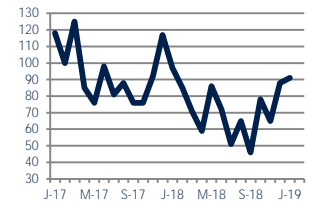
\$223,500



Up 3%
Vs. Year Ago

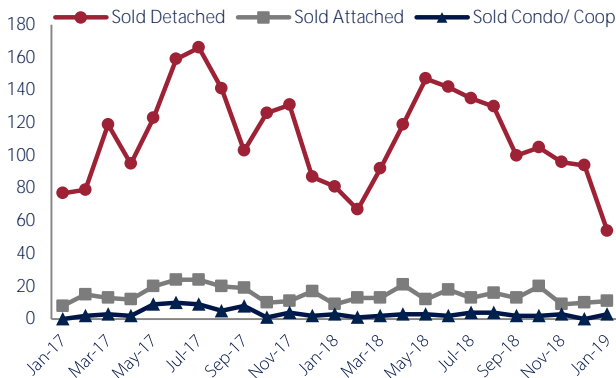
Days On Market

91



Down -6%
Vs. Year Ago

Units Sold*



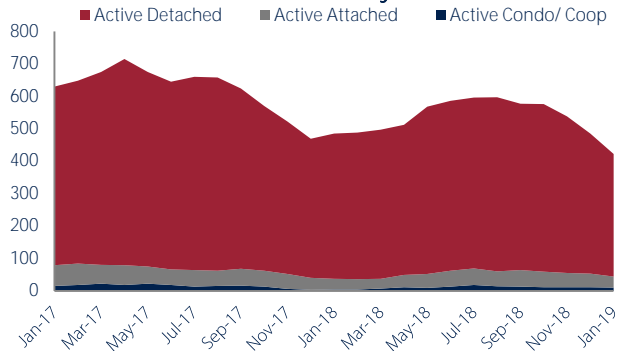
Units Sold

There was a decrease in total units sold in January, with 68 sold this month in Cecil County versus 104 last month, a decrease of 35%. This month's total units sold was lower than at this time last year, a decrease of 27% versus January 2018.

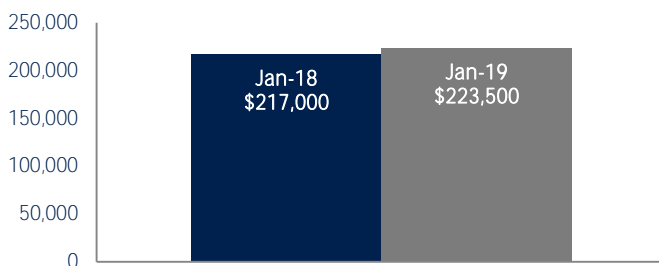
Active Inventory

Versus last year, the total number of homes available this month is lower by 63 units or 13%. The total number of active inventory this January was 422 compared to 485 in January 2018. This month's total of 422 is lower than the previous month's total supply of available inventory of 485, a decrease of 13%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Cecil County Homes was \$217,000. This January, the median sale price was \$223,500, an increase of 3% or \$6,500 compared to last year. The current median sold price is 3% lower 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.

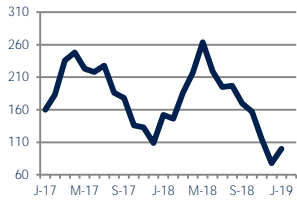


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by BRIGHTMLS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



New Listings

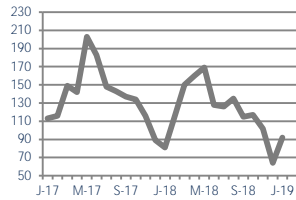
100



Down -34%
Vs. Year Ago

Current Contracts

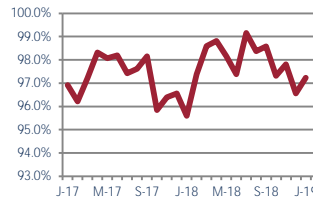
92



Up 14%
Vs. Year Ago

Sold Vs. List Price

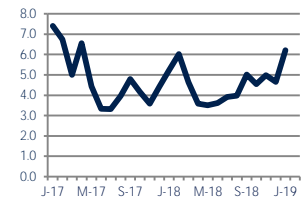
97.2%



Up 1.7%
Vs. Year Ago

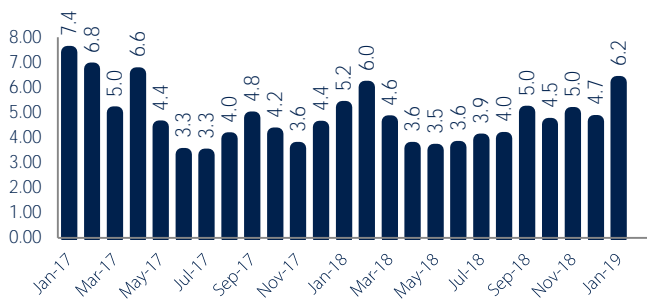
Months of Supply

6.2



Up 19%
Vs. Year Ago

Months Of Supply



Months of Supply

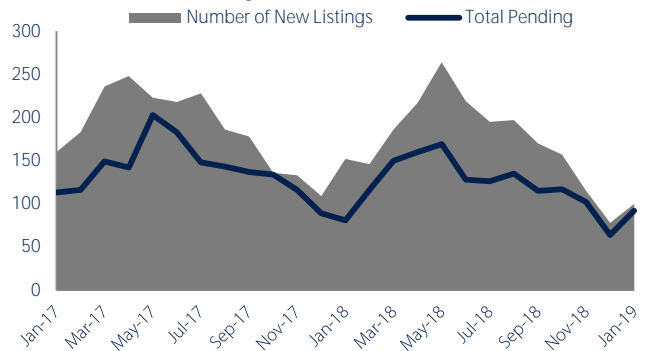
In January, there was 6.2 months of supply available in Cecil County, compared to 5.2 in January 2018. That is an increase of 19% versus a year ago.

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.

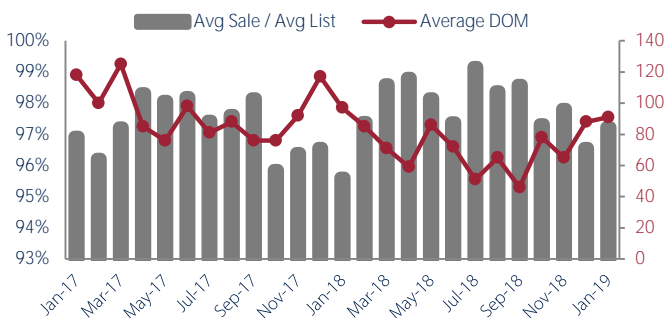
New Listings & Current Contracts

This month there were 100 homes newly listed for sale in Cecil County compared to 152 in January 2018, a decrease of 34%. There were 92 current contracts pending sale this January compared to 81 a year ago. The number of current contracts is 14% 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 Cecil County was 97.2% of the average list price, which is 1.6% higher than at this time last year.

Days On Market

This month, the average number of days on market was 91, lower than the average last year, which was 97, a decrease of 6%.



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