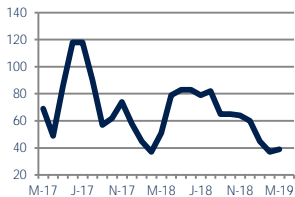


Units Sold

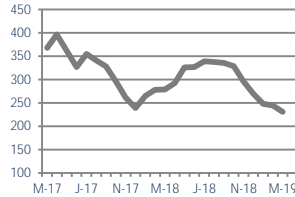
39



Down -24%
Vs. Year Ago

Active Inventory

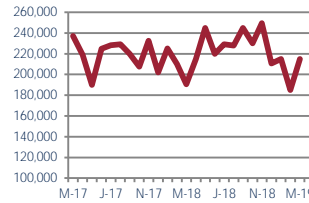
231



Down -17%
Vs. Year Ago

Median Sale Price

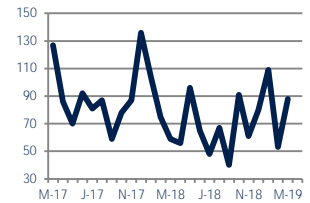
\$215,000



Up 13%
Vs. Year Ago

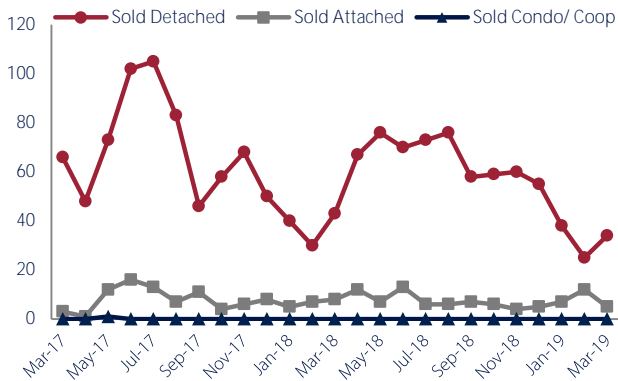
Days On Market

88



Up 49%
Vs. Year Ago

Units Sold*



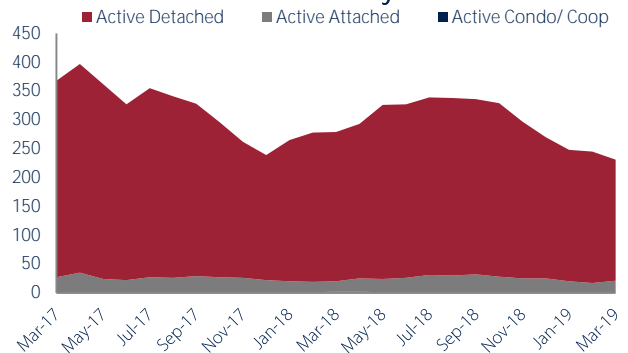
Units Sold

There was an increase in total units sold in March, with 39 sold this month in Elkton, Earleville, and Chesapeake City versus 37 last month, an increase of 5%. This month's total units sold was lower than at this time last year, a decrease of 24% versus March 2018.

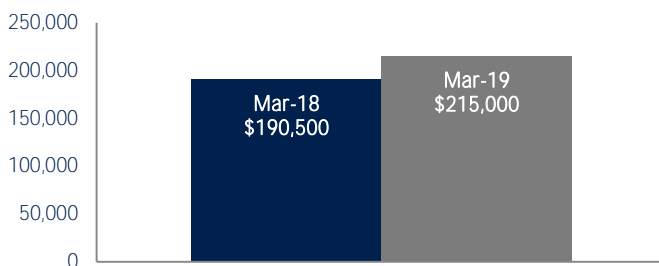
Active Inventory

Versus last year, the total number of homes available this month is lower by 48 units or 17%. The total number of active inventory this March was 231 compared to 279 in March 2018. This month's total of 231 is lower than the previous month's total supply of available inventory of 245, a decrease of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Elkton, Earleville, and Chesapeake City Homes was \$190,500. This March, the median sale price was \$215,000, an increase of 13% or \$24,500 compared to last year. The current median sold price is 16% higher 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.

Elkton, Earleville, and Chesapeake City are defined as properties listed in zip code/s 21921, 21919, 21915, 21912, 21920, 21913 and 21930.

*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





The Long & Foster Market Minute™

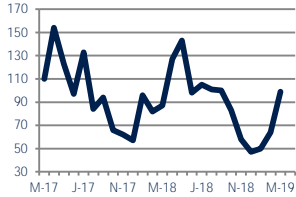
Focus On: Elkton, Earleville, and Chesapeake City Housing Market

March 2019

Zip Code(s): 21921, 21919, 21915, 21912, 21920, 21913 and 21930

New Listings

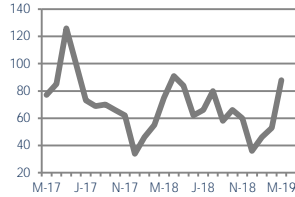
99



Up 14%
Vs. Year Ago

Current Contracts

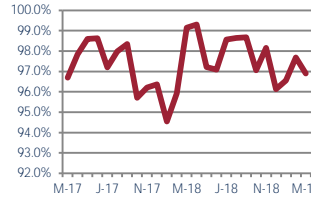
88



Up 17%
Vs. Year Ago

Sold Vs. List Price

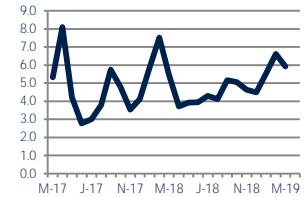
96.9%



Down -2.3%
Vs. Year Ago

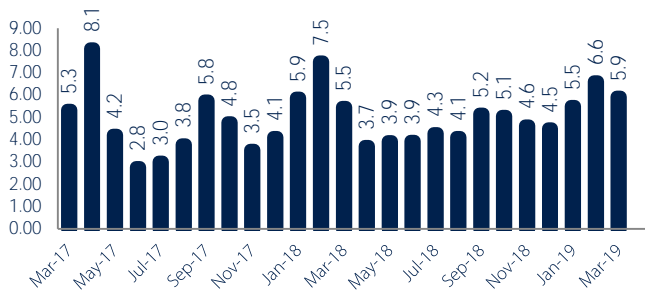
Months of Supply

5.9



Up 8%
Vs. Year Ago

Months Of Supply



Months of Supply

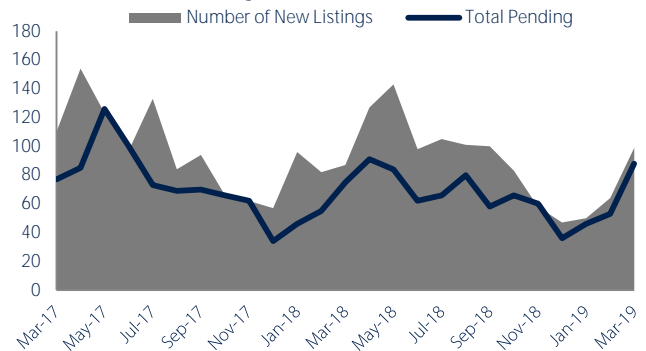
In March, there was 5.9 months of supply available in Elkton, Earleville, and Chesapeake City, compared to 5.5 in March 2018. That is an increase of 8% versus a year ago.

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.

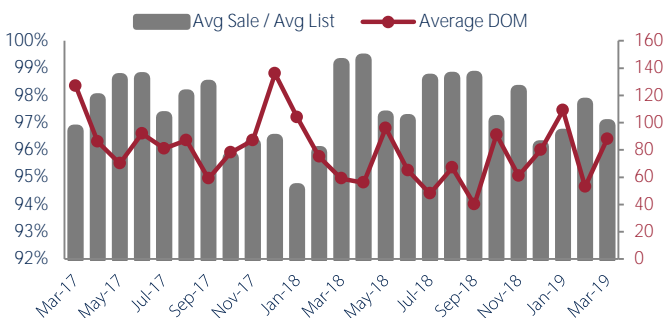
New Listings & Current Contracts

This month there were 99 homes newly listed for sale in Elkton, Earleville, and Chesapeake City compared to 87 in March 2018, an increase of 14%. There were 88 current contracts pending sale this March compared to 75 a year ago. The number of current contracts is 17% higher 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 Elkton, Earleville, and Chesapeake City was 96.9% of the average list price, which is 2.2% lower than at this time last year.

Days On Market

This month, the average number of days on market was 88, higher than the average last year, which was 59, an increase of 49%.



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