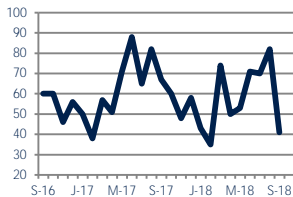


### Units Sold

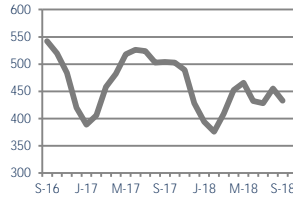
41



**Down**  
Vs. Year Ago

### Active Inventory

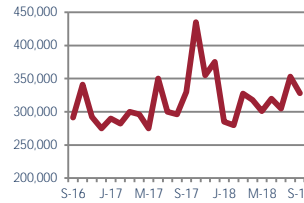
433



**Down -14%**  
Vs. Year Ago

### Median Sale Price

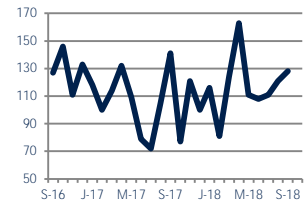
\$328,000



**Down -1%**  
Vs. Year Ago

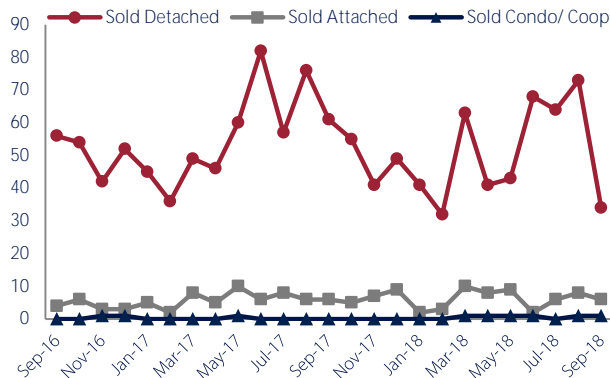
### Days On Market

128



**Down -9%**  
Vs. Year Ago

### Units Sold\*



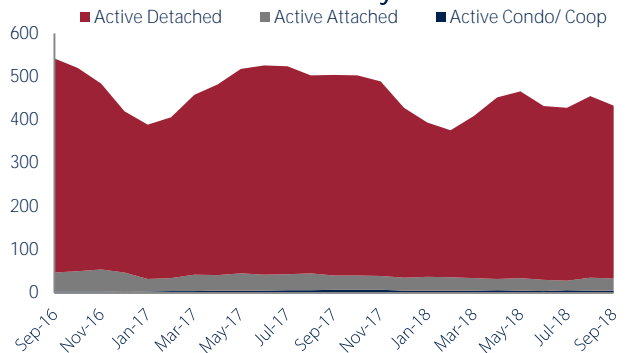
### Units Sold

There was a decrease in total units sold in September, with 41 sold this month in Talbot County. This month's total units sold was lower than at this time last year.

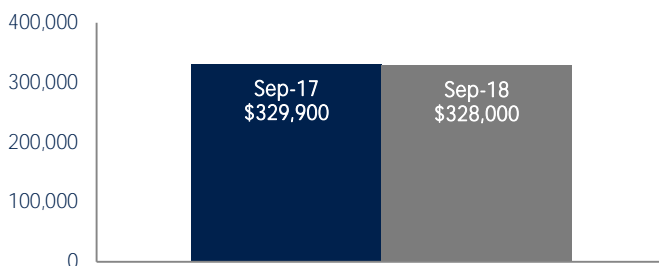
### Active Inventory

Versus last year, the total number of homes available this month is lower by 71 units or 14%. The total number of active inventory this September was 433 compared to 504 in September 2017. This month's total of 433 is lower than the previous month's total supply of available inventory of 455, a decrease of 5%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last September, the median sale price for Talbot County Homes was \$329,900. This September, the median sale price was \$328,000, a decrease of 1% or \$1,900 compared to last year. The current median sold price is 7% lower than in August.

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

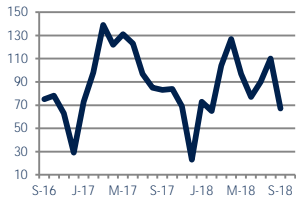


\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

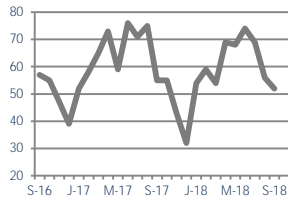
67



Down -19%  
Vs. Year Ago

### Current Contracts

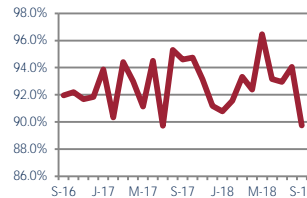
52



Down -5%  
Vs. Year Ago

### Sold Vs. List Price

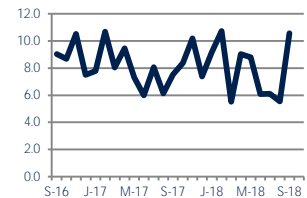
89.8%



Down  
Vs. Year Ago

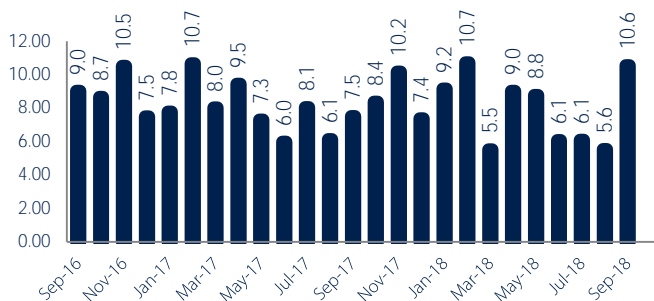
### Months of Supply

10.6



Up 40%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

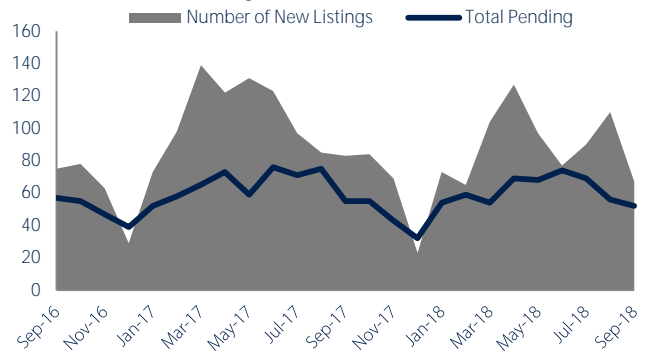
In September, there was 10.6 months of supply available in Talbot County, compared to 7.5 in September 2017. That is an increase of 40% versus a year ago.

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.

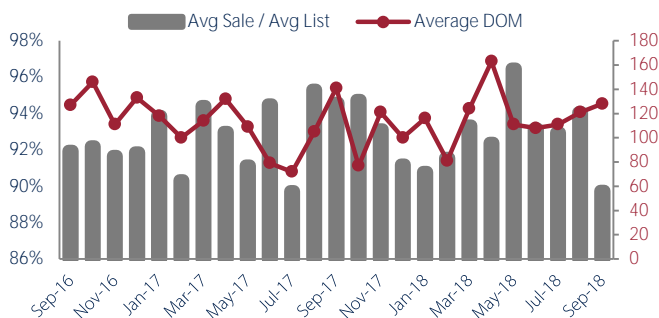
### New Listings & Current Contracts

This month there were 67 homes newly listed for sale in Talbot County compared to 83 in September 2017, a decrease of 19%. There were 52 current contracts pending sale this September compared to 55 a year ago. The number of current contracts is 5% lower than last September.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In September, the average sale price in Talbot County was 89.8% of the average list price, which is lower than at this time last year.

### Days On Market

This month, the average number of days on market was 128, lower than the average last year, which was 141, a decrease of 9%.



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