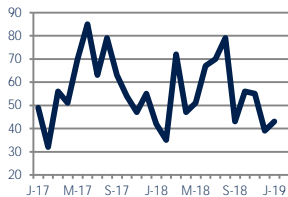




### Units Sold

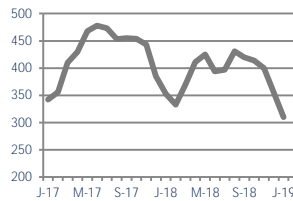
43



Up 2%  
Vs. Year Ago

### Active Inventory

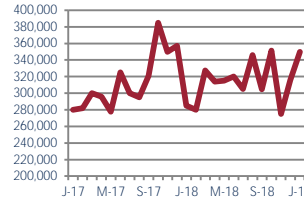
310



Down -12%  
Vs. Year Ago

### Median Sale Price

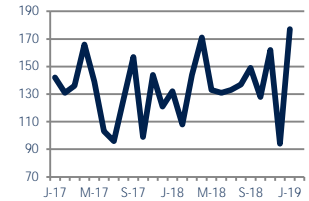
\$350,000



Up 23%  
Vs. Year Ago

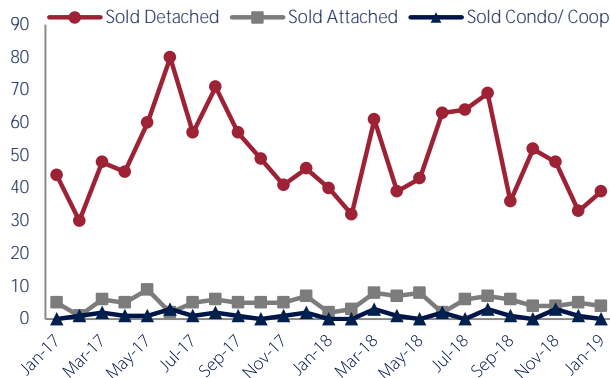
### Days On Market

177



Up 34%  
Vs. Year Ago

### Units Sold\*



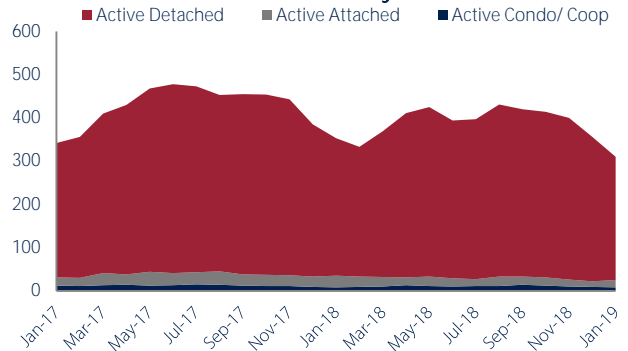
### Units Sold

There was an increase in total units sold in January, with 43 sold this month in Talbot County versus 39 last month, an increase of 10%. This month's total units sold was higher than at this time last year, an increase of 2% versus January 2018.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 43 units or 12%. The total number of active inventory this January was 310 compared to 353 in January 2018. This month's total of 310 is lower than the previous month's total supply of available inventory of 356, a decrease of 13%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last January, the median sale price for Talbot County Homes was \$285,000. This January, the median sale price was \$350,000, an increase of 23% or \$65,000 compared to last year. The current median sold price is 11% higher than in December.

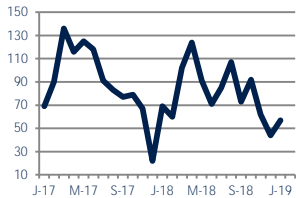
Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



\*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

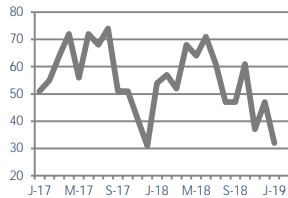
57



Down -17%  
Vs. Year Ago

### Current Contracts

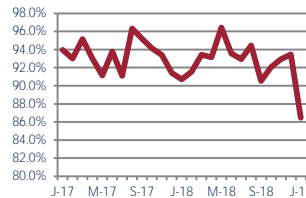
32



Down -41%  
Vs. Year Ago

### Sold Vs. List Price

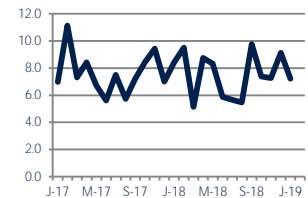
86.5%



Down -4.7%  
Vs. Year Ago

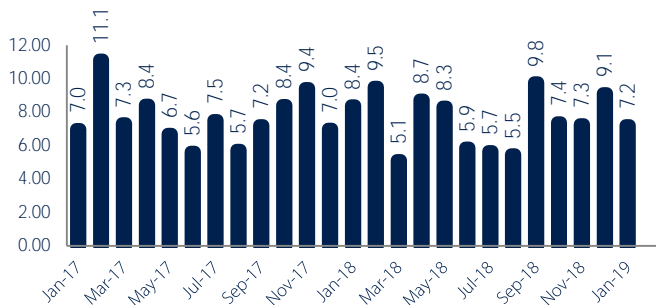
### Months of Supply

7.2



Down -14%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

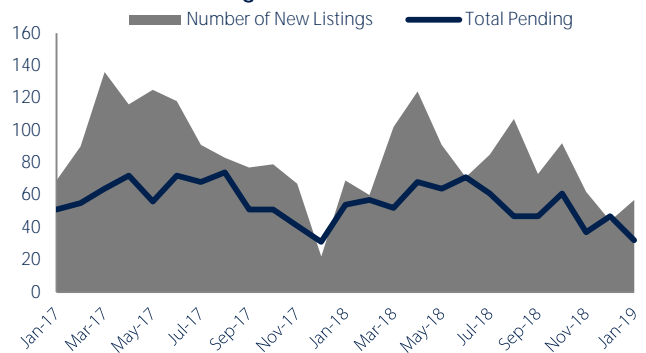
In January, there was 7.2 months of supply available in Talbot County, compared to 8.4 in January 2018. That is a decrease of 14% versus a year ago.

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.

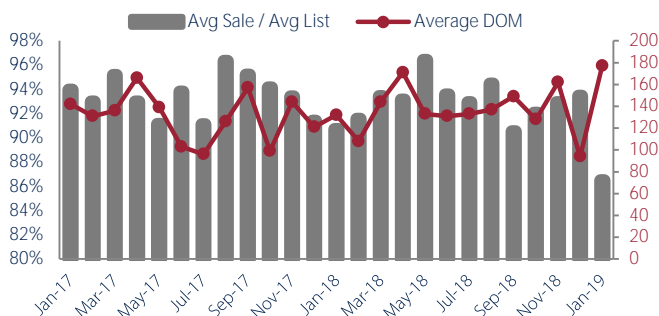
### New Listings & Current Contracts

This month there were 57 homes newly listed for sale in Talbot County compared to 69 in January 2018, a decrease of 17%. There were 32 current contracts pending sale this January compared to 54 a year ago. The number of current contracts is 41% lower 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 Talbot County was 86.5% of the average list price, which is 4.2% lower than at this time last year.

### Days On Market

This month, the average number of days on market was 177, higher than the average last year, which was 132, an increase of 34%.



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