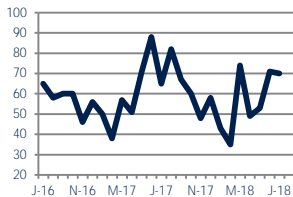


Units Sold

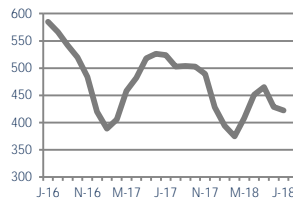
70



Up 8%
Vs. Year Ago

Active Inventory

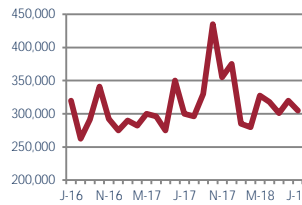
422



Down -19%
Vs. Year Ago

Median Sale Price

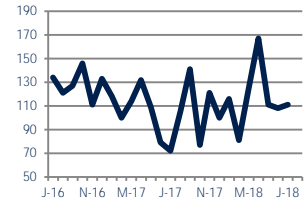
\$305,000



Up 2%
Vs. Year Ago

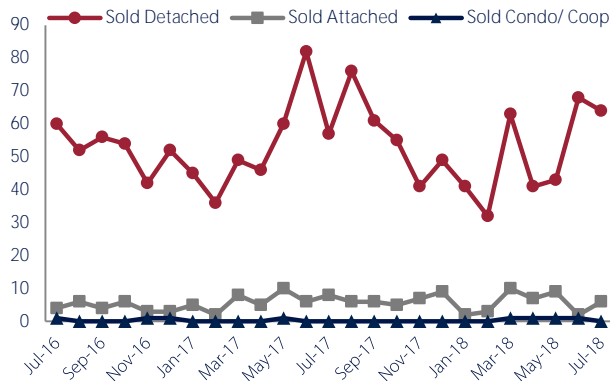
Days On Market

111



Up
Vs. Year Ago

Units Sold*



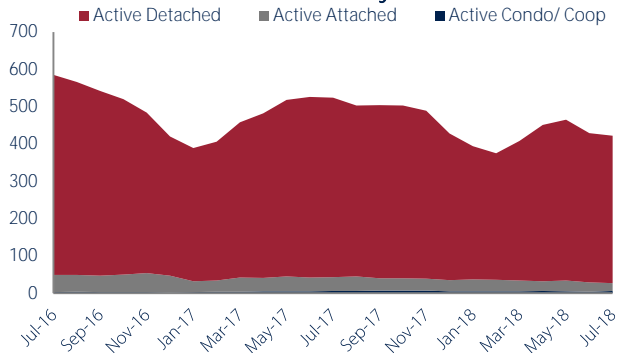
Units Sold

There was a decrease in total units sold in July, with 70 sold this month in Talbot County versus 71 last month, a decrease of 1%. This month's total units sold was higher than at this time last year, an increase of 8% versus July 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 102 units or 19%. The total number of active inventory this July was 422 compared to 524 in July 2017. This month's total of 422 is lower than the previous month's total supply of available inventory of 429, a decrease of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Talbot County Homes was \$300,000. This July, the median sale price was \$305,000, an increase of 2% or \$5,000 compared to last year. The current median sold price is 5% 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.

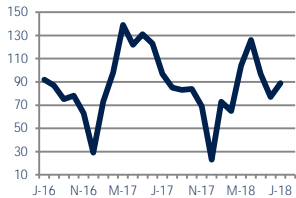


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

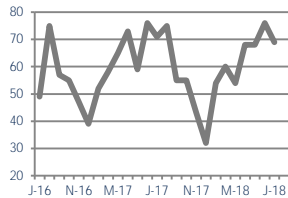
89



Down -8%
Vs. Year Ago

Current Contracts

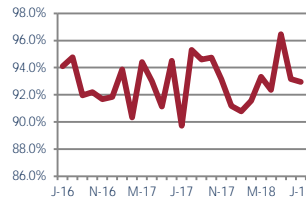
69



Down -3%
Vs. Year Ago

Sold Vs. List Price

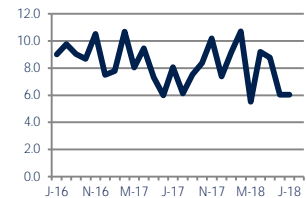
92.9%



Up 3.6%
Vs. Year Ago

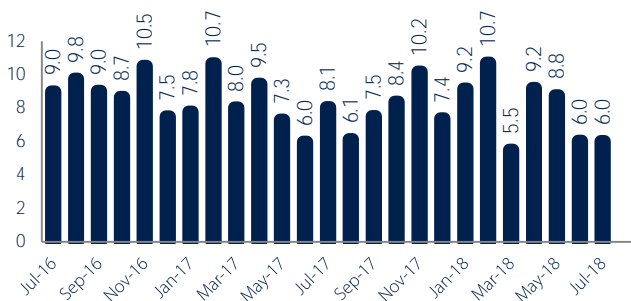
Months of Supply

6.0



Down -25%
Vs. Year Ago

Months Of Supply



Months of Supply

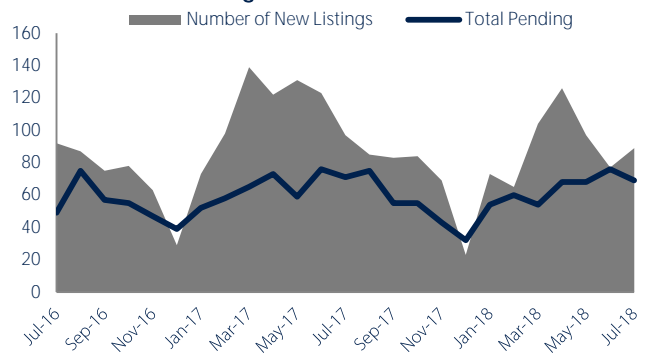
In July, there was 6.0 months of supply available in Talbot County, compared to 8.1 in July 2017. That is a decrease of 25% versus a year ago.

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.

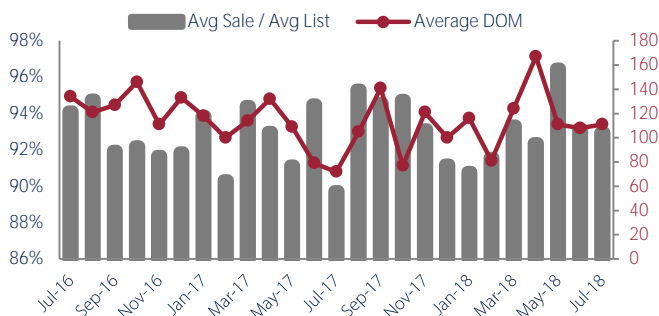
New Listings & Current Contracts

This month there were 89 homes newly listed for sale in Talbot County compared to 97 in July 2017, a decrease of 8%. There were 69 current contracts pending sale this July compared to 71 a year ago. The number of current contracts is 3% lower 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 Talbot County was 92.9% of the average list price, which is 3.2% higher than at this time last year.

Days On Market

This month, the average number of days on market was 111, higher than the average last year, which was 72.



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