

# Market Conditions Report

Eastern Shore, MD/DE Area

September 2018



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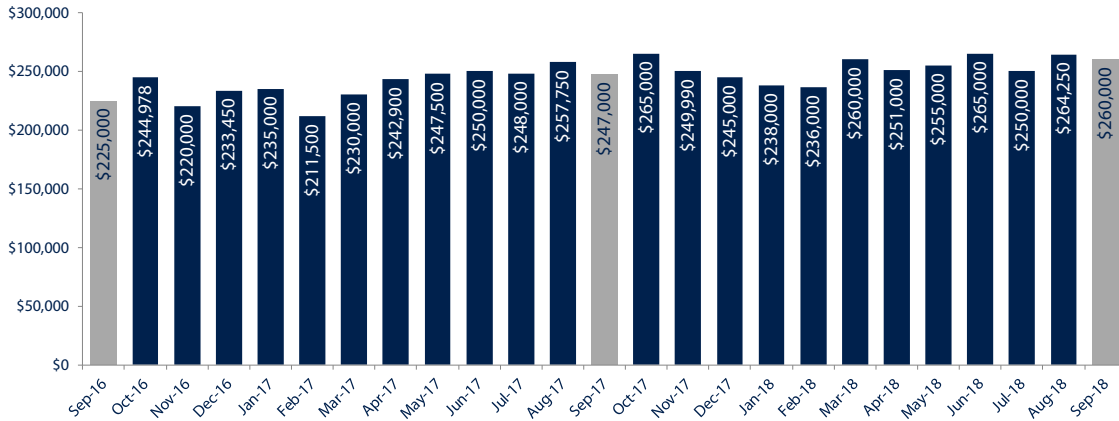
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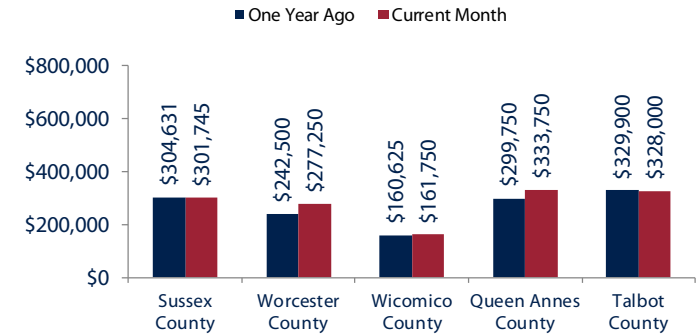
# Long & Foster Market Conditions Report

## Eastern Shore MD/DE Area - September 2018

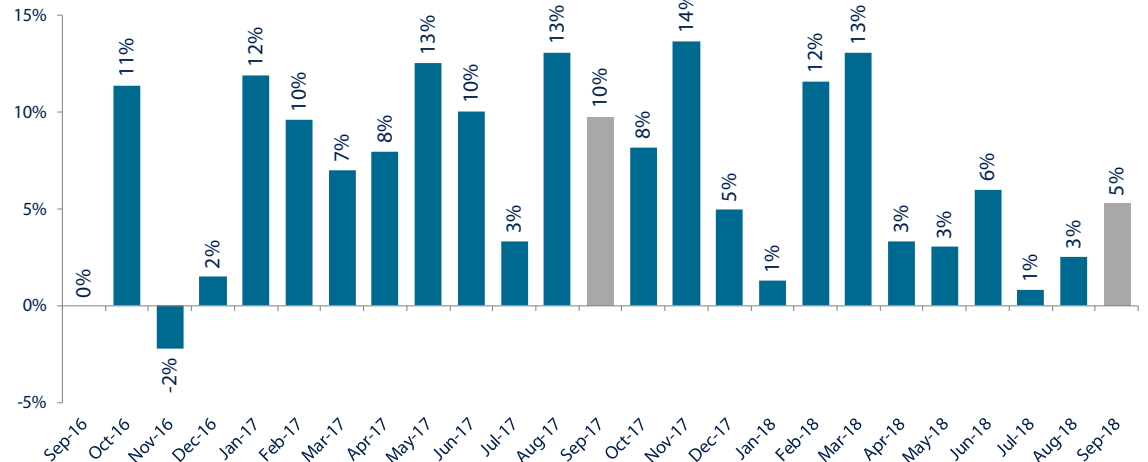
Median Sales Price



Median Sale Price  
Of Top Five Counties/Cities Based on Total Units Sold



Median Sale Price  
Percent Change Year/Year



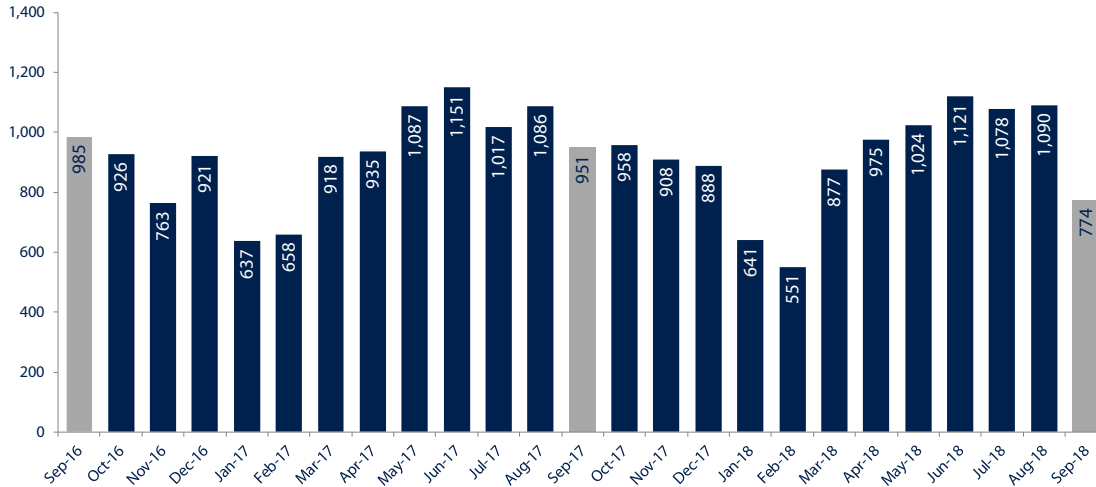
### Highlights

- This September, the median sale price was \$260,000, an increase of 5% compared to last year.
- The current median sale price was 2% lower than in August.

# Long & Foster Market Conditions Report

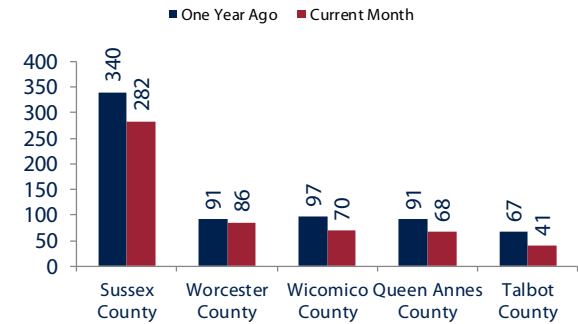
## Eastern Shore MD/DE Area - September 2018

**Total Units Sold**



**Total Units Sold**

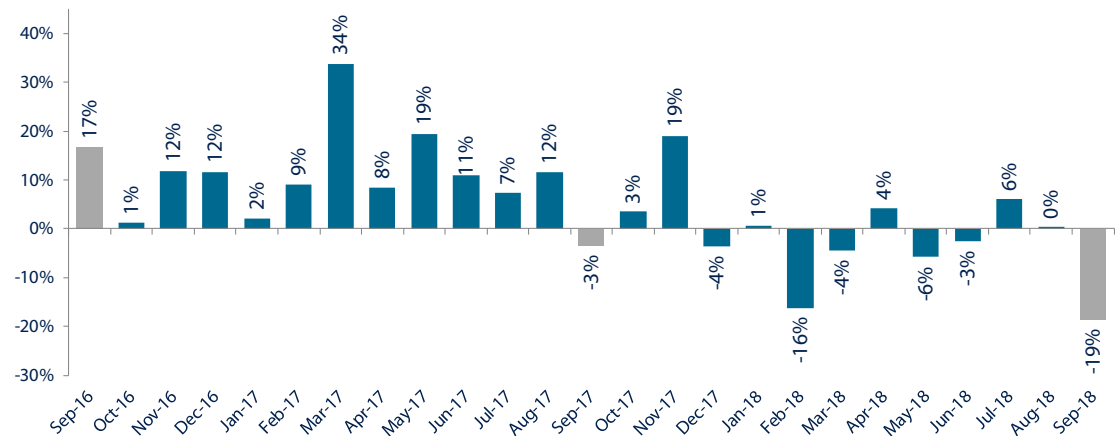
Of Top Five Counties/Cities Based on Total Units Sold



### Highlights

- This month's total units sold was lower than at this time last year, a decrease of 19% versus September 2017.
- There was a decrease of 29% in total units sold in September compared to August.

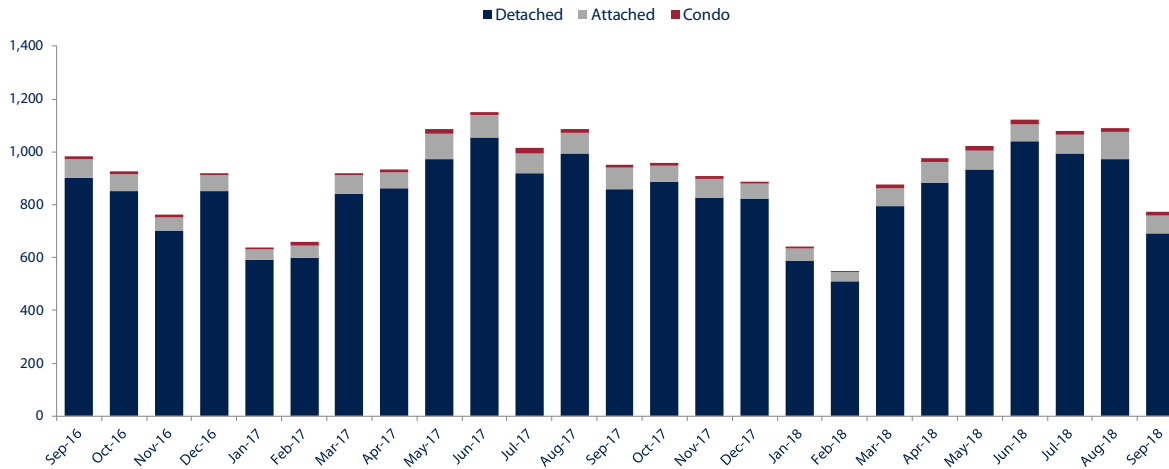
**Total Units Sold**  
Percent Change Year/Year



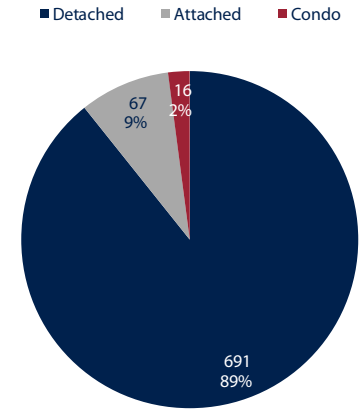
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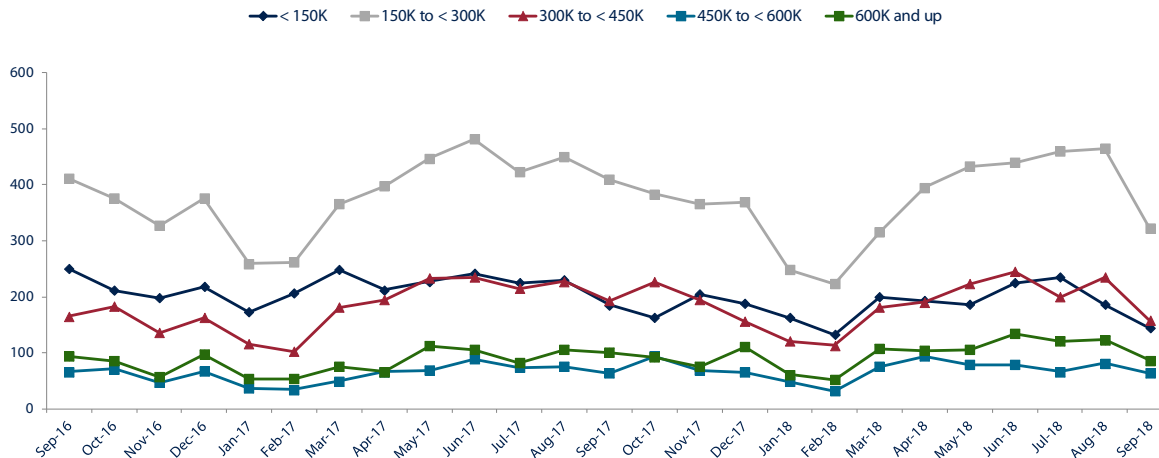
Total Units Sold by Type



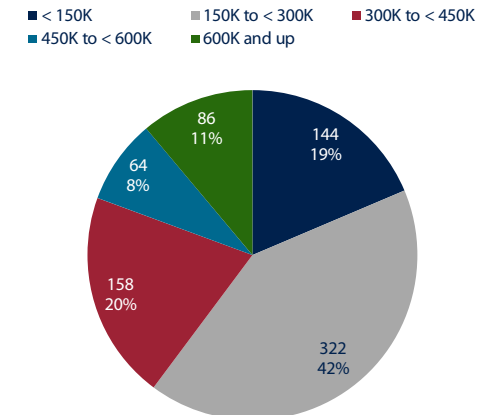
Total Units Sold by Type  
Current Month



Total Units Sold by Price Range



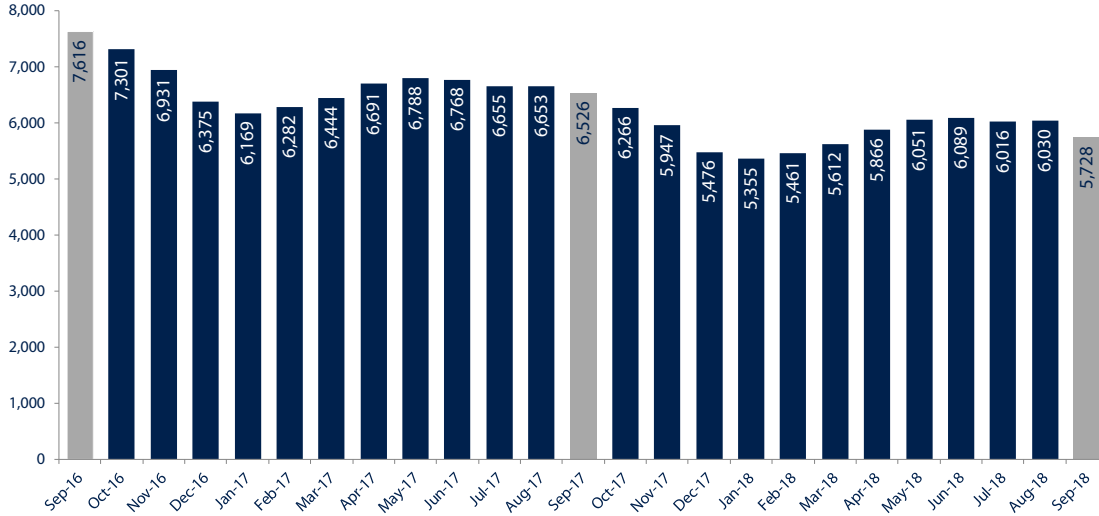
Total Units Sold by Price Range  
Current Month



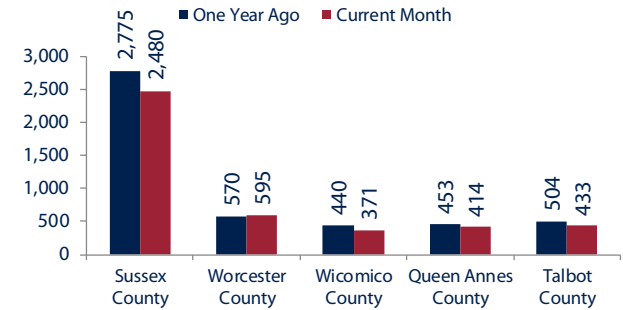
# Long & Foster Market Conditions Report

## Eastern Shore MD/DE Area - September 2018

**Total Active Inventory**



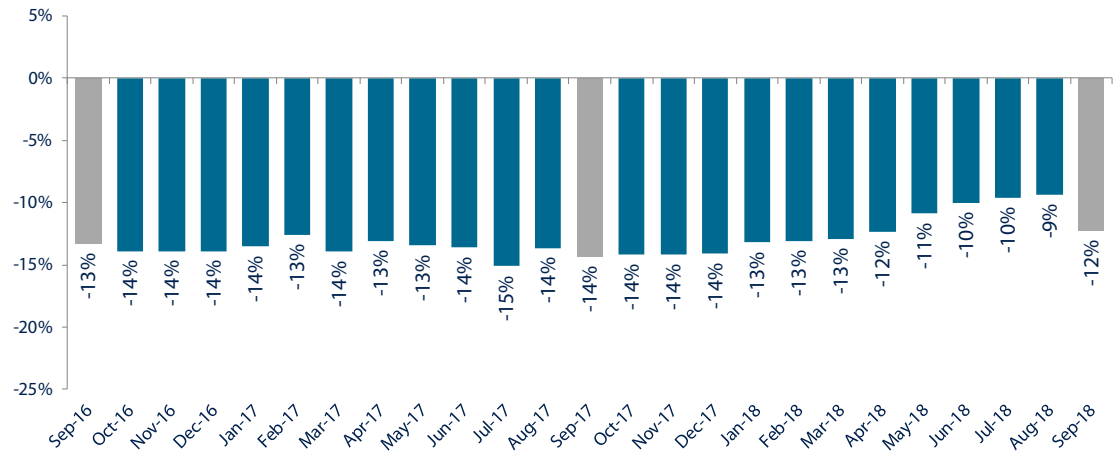
**Total Active Inventory Of Top Five Counties/Cities Based on Total Units Sold**



**Highlights**

- September's total active inventory of 5,728 units was 5% lower than the previous month's supply of inventory.
- Versus last September, the total number of homes available was lower by 798 units or 12%.

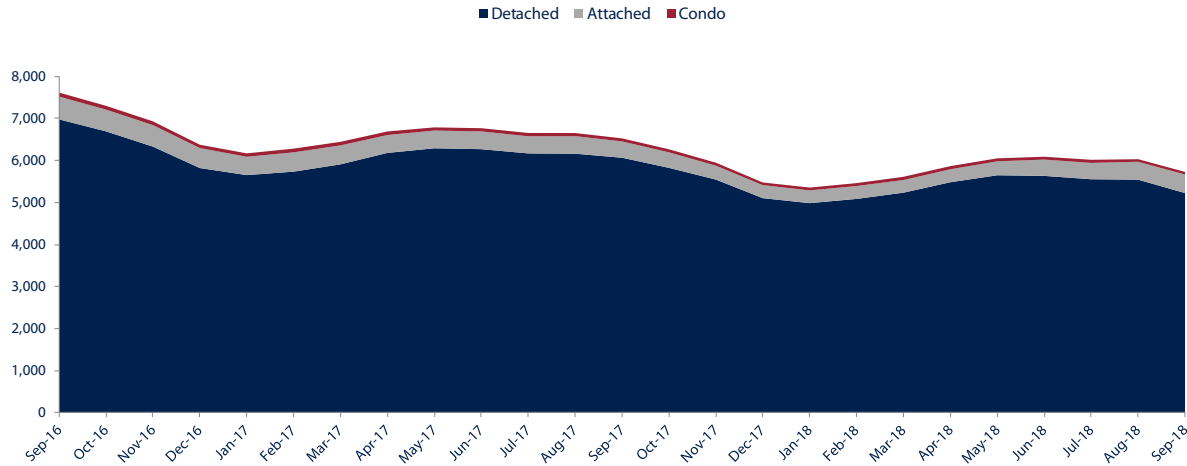
**Total Active Inventory Percent Change Year/Year**



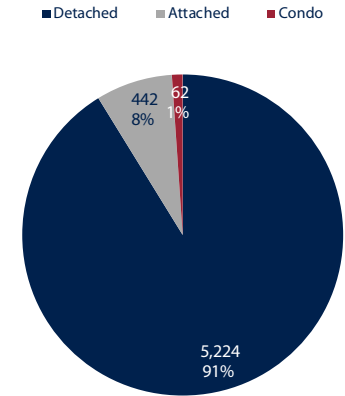
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## Eastern Shore MD/DE Area - September 2018

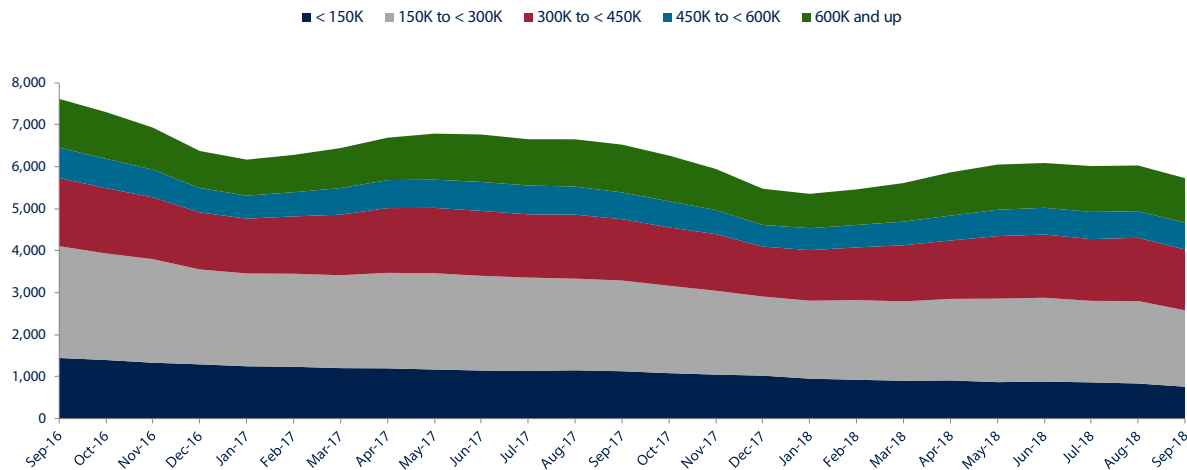
Total Active Inventory by Type



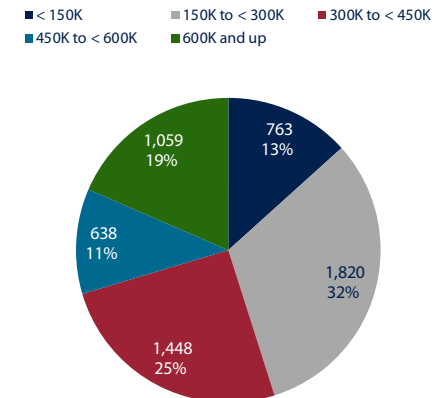
Total Active Inventory by Type  
Current Month



Total Active Inventory by Price Range



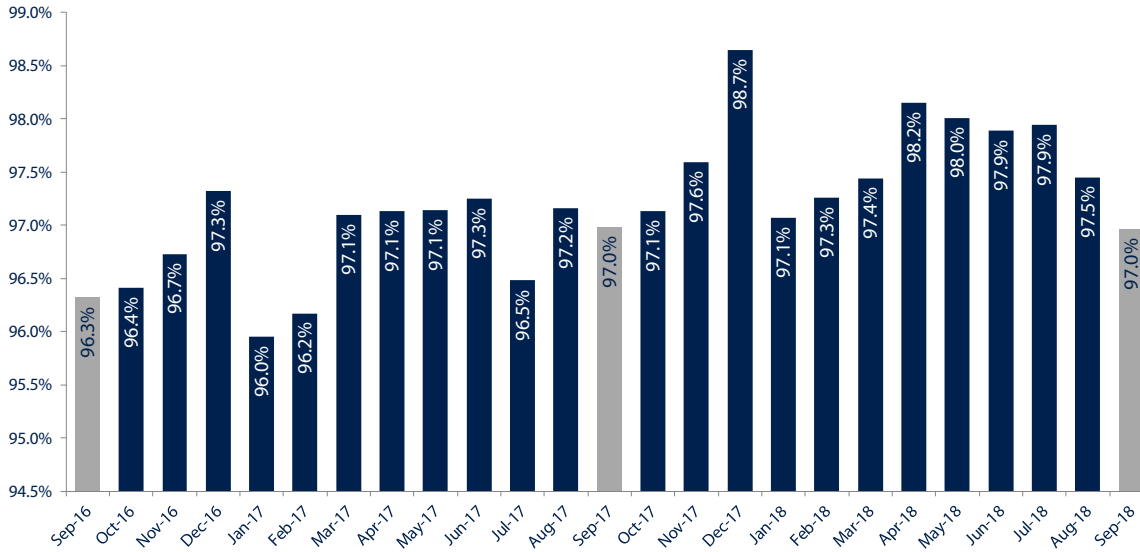
Total Active Inventory by Price Range  
Current Month



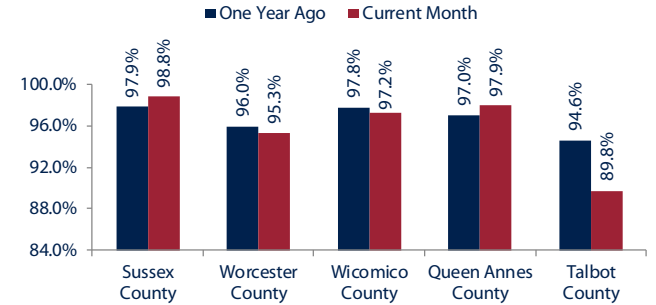
# Long & Foster Market Conditions Report

## Eastern Shore MD/DE Area - September 2018

Average Sale Price as a Percent of List Price



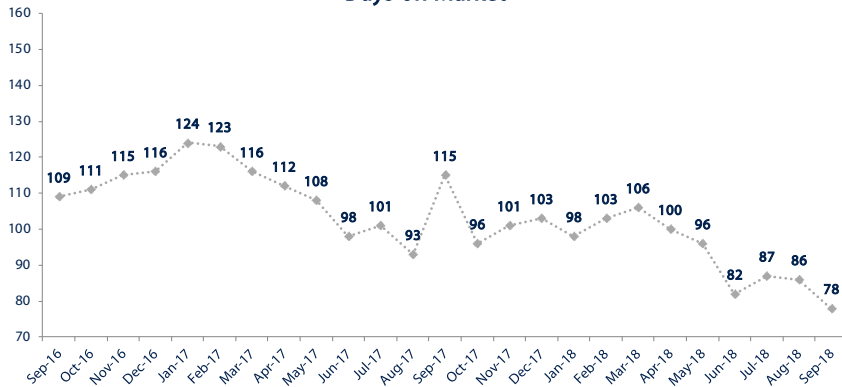
Sale Price as % of List Price  
Of Top Five Counties/Cities Based on Total Units Sold



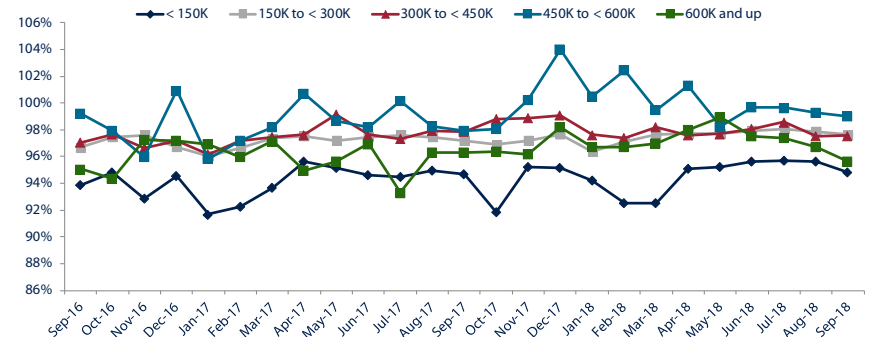
Days on Market	
Current Month	One Year Ago
78	115
Down -32% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
97.0%	97.0%
No Change Vs. Year Ago	

Days on Market



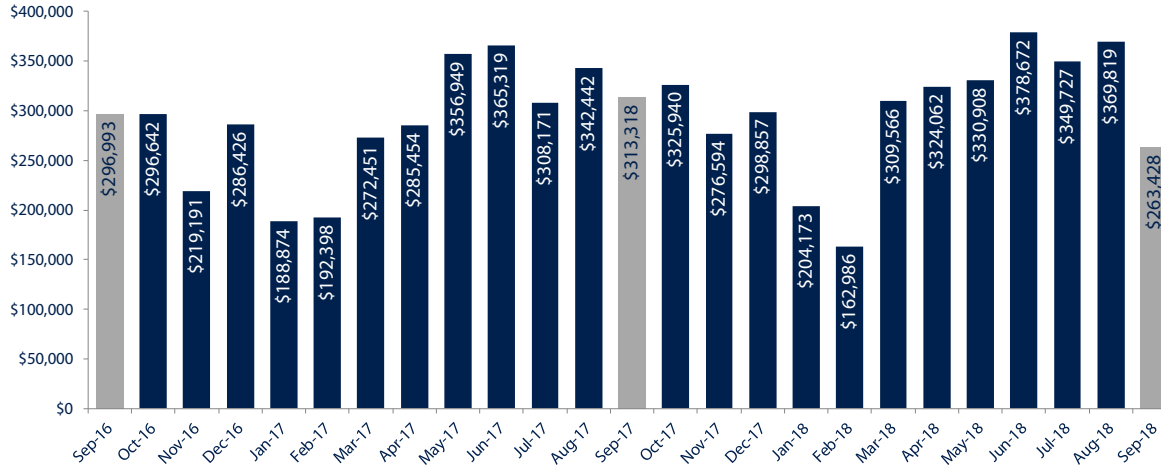
Average Sale Price as a Percent of List Price  
by Price Range



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## Eastern Shore MD/DE Area - September 2018

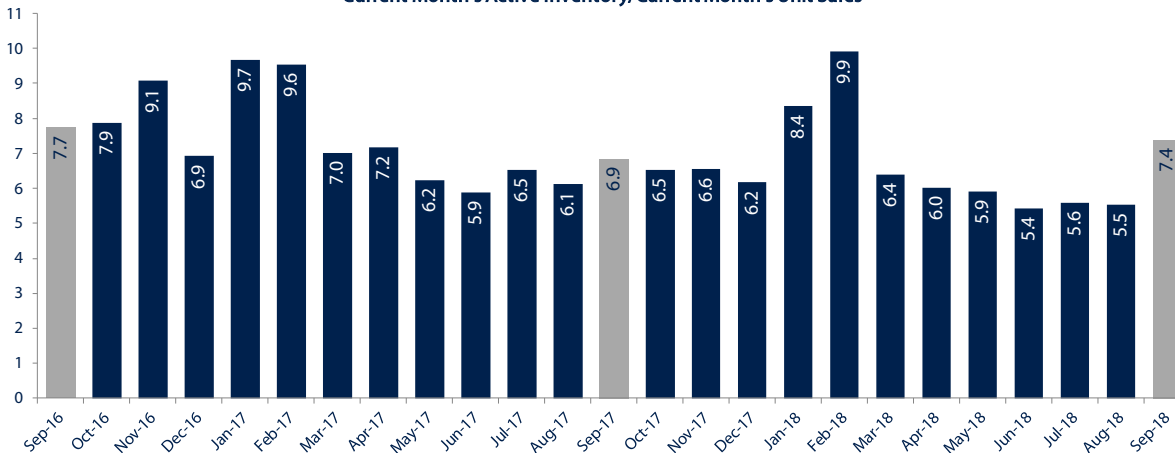
**Total Dollar Volume Sold**  
In Thousands



### Highlights

- Total volume sold this September was 16% less than the same month one year ago.
- In September, there was 7.4 months of supply available, compared to 6.9 in September 2017. That was an increase of 8% versus a year ago.

**Months of Supply**  
Current Month's Active Inventory/Current Month's Unit Sales



Total Dollar Volume Sold	
Current Month	One Year Ago
\$263,427,530	\$313,318,045
<b>Down -16% Vs. Year Ago</b>	

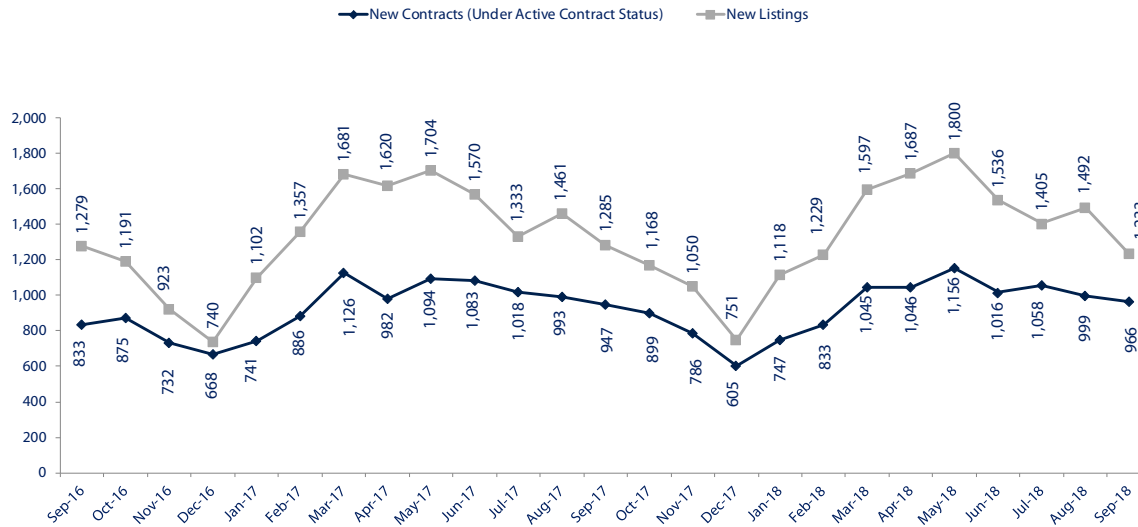
Months of Supply	
Current Month	One Year Ago
7.4	6.9
<b>Up 8% Vs. Year Ago</b>	



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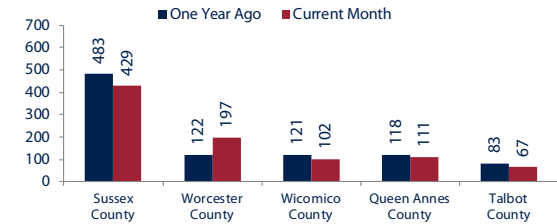
## Eastern Shore MD/DE Area - September 2018

### New Listings & New Contracts



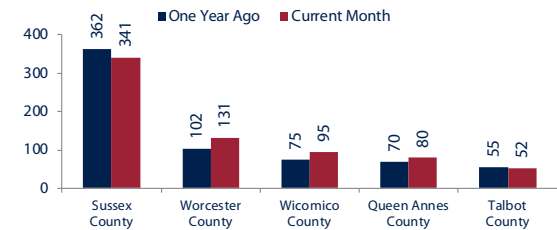
### New Listings

Of Top Five Counties/Cities Based on Total Units Sold



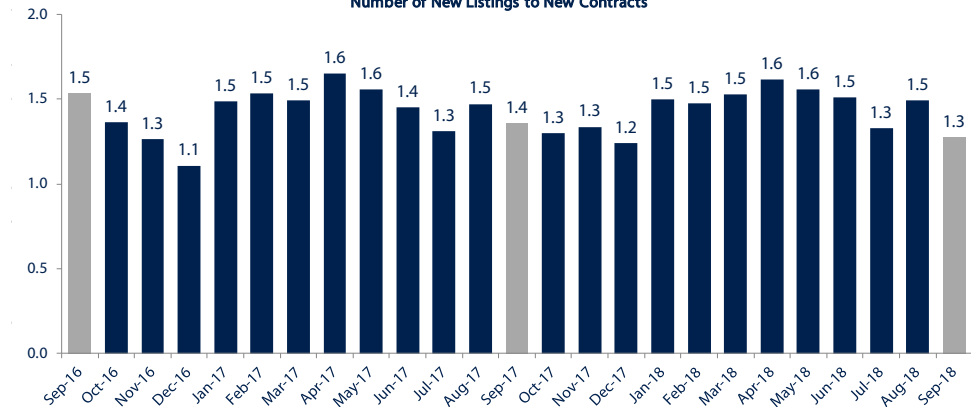
### New Contracts

Of Top Five Counties/Cities Based on Total Units Sold



### Supply/Demand Ratio

Number of New Listings to New Contracts



New Listings	
Current Month	One Year Ago
1,233	1,285
Down -4% Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
966	947
Up 2% Vs. Year Ago	

### Highlights

- Based on this month's amount of new listings and new contracts, the ratio of home supply (new listings) to current home demand (new contracts) was 1.3, a decrease of 6% from September 2017.