

Market Conditions Report

Eastern Shore, MD/DE Area

January 2024

LONG & FOSTER
REAL ESTATE



Long & Foster's All-Inclusive Services

Real Estate | Mortgage | Home Inspection | Title | Insurance | Moving | Property Management | Vacation Rentals | Relocation

Global Partnerships

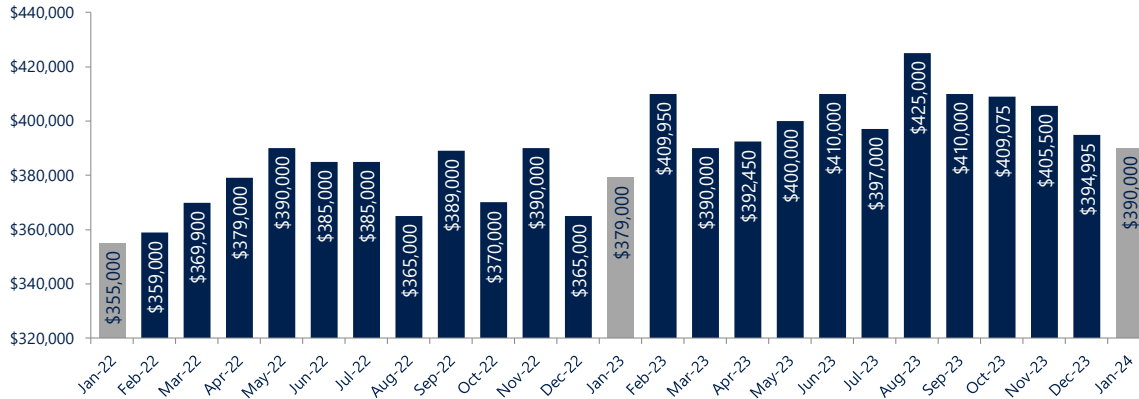
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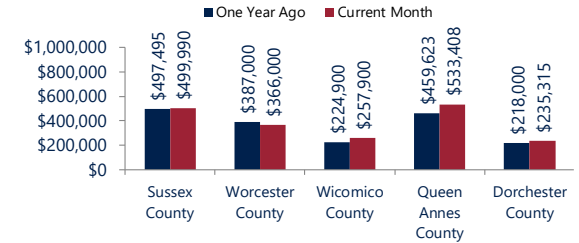
Long & Foster Market Conditions Report

Eastern Shore MD/DE Area - January 2024

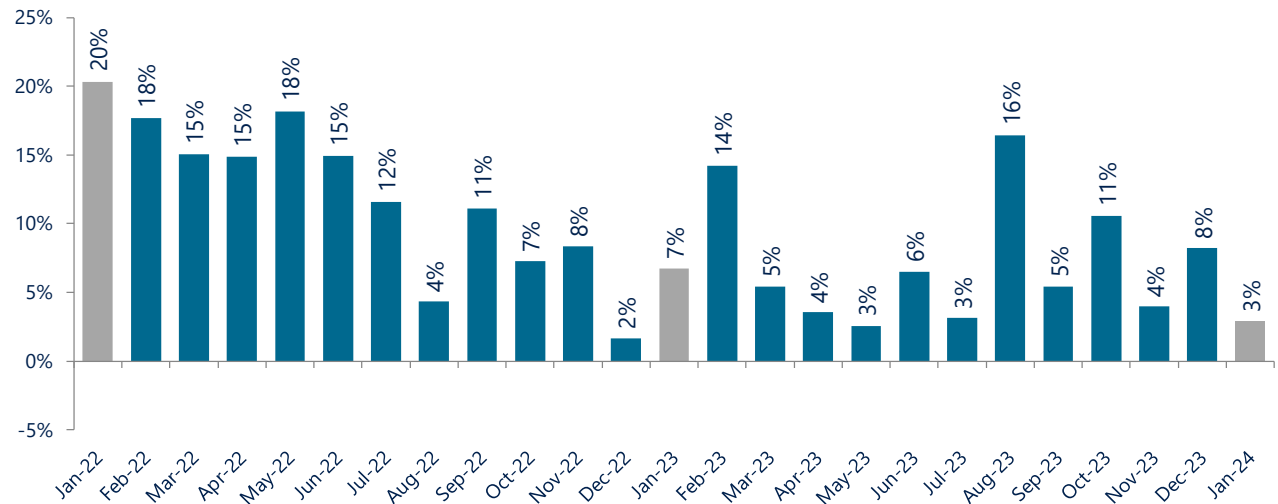
Median Sales Price



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



Median Sale Price Percent Change Year/Year



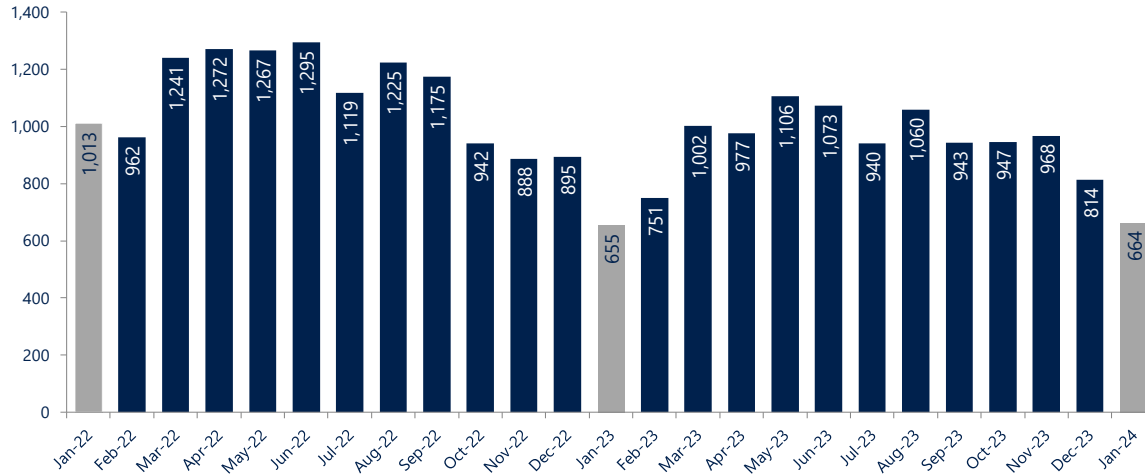
Highlights

- This January, the current median sale price of \$390,000 was similar to the median sale price of last month.
- The current median sale price was 3% higher than the same month last year.

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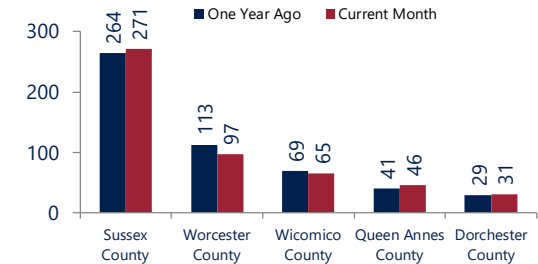
Eastern Shore MD/DE Area - January 2024

Total Units Sold



Total Units Sold

Of Top Five Counties/Cities Based on Total Units Sold

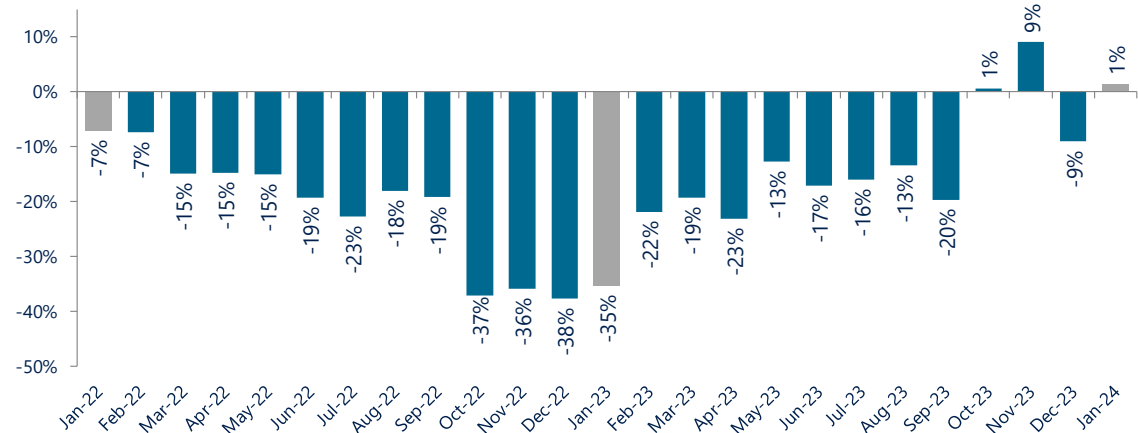


Highlights

- The number of units sold in January 2024 was similar to the units sold in January 2023.
- This month's total units sold was lower than the previous month, a decrease of 18% versus December.

Total Units Sold

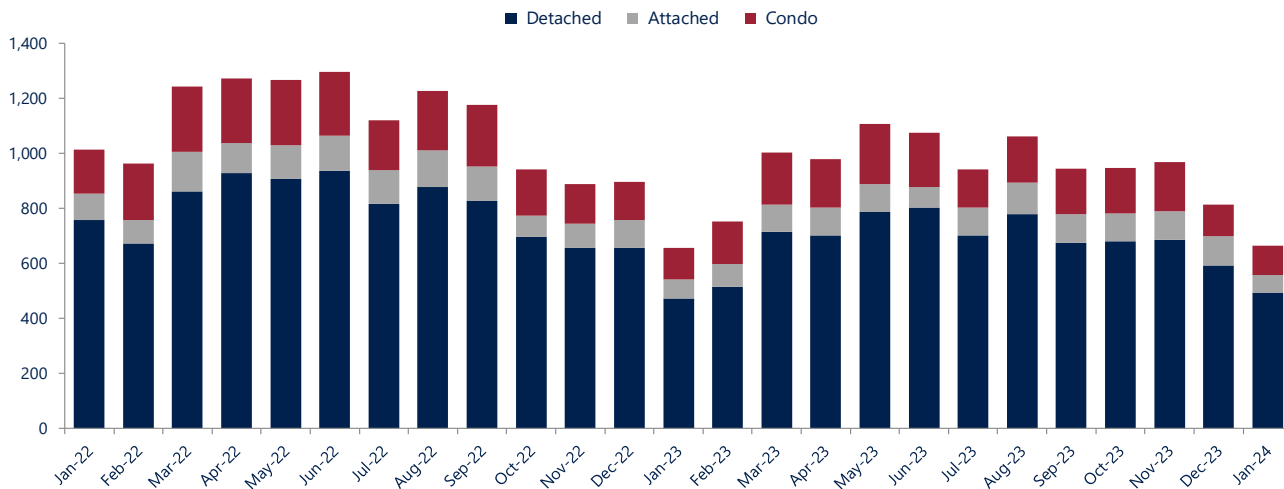
Percent Change Year/Year



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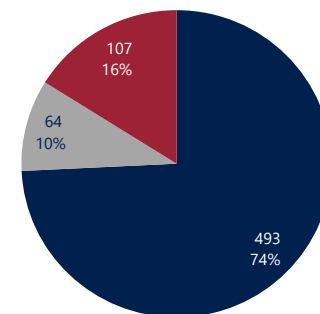
Eastern Shore MD/DE Area - January 2024

Total Units Sold by Type

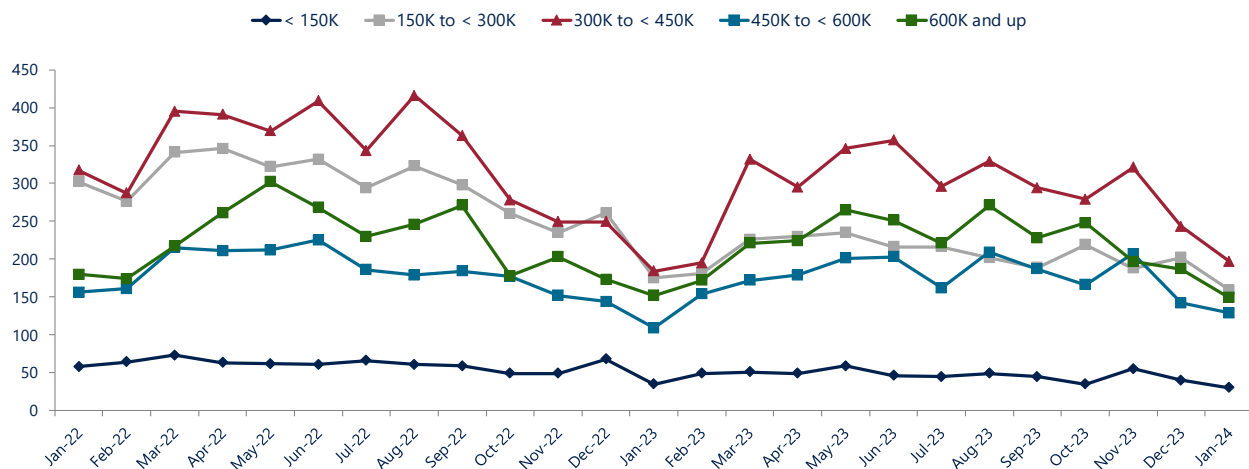


Total Units Sold by Type
Current Month

■ Detached ■ Attached ■ Condo

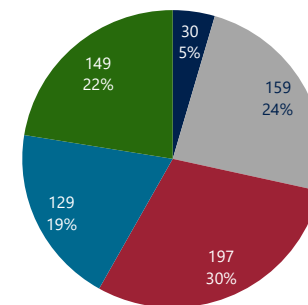


Total Units Sold by Price Range



Total Units Sold by Price Range
Current Month

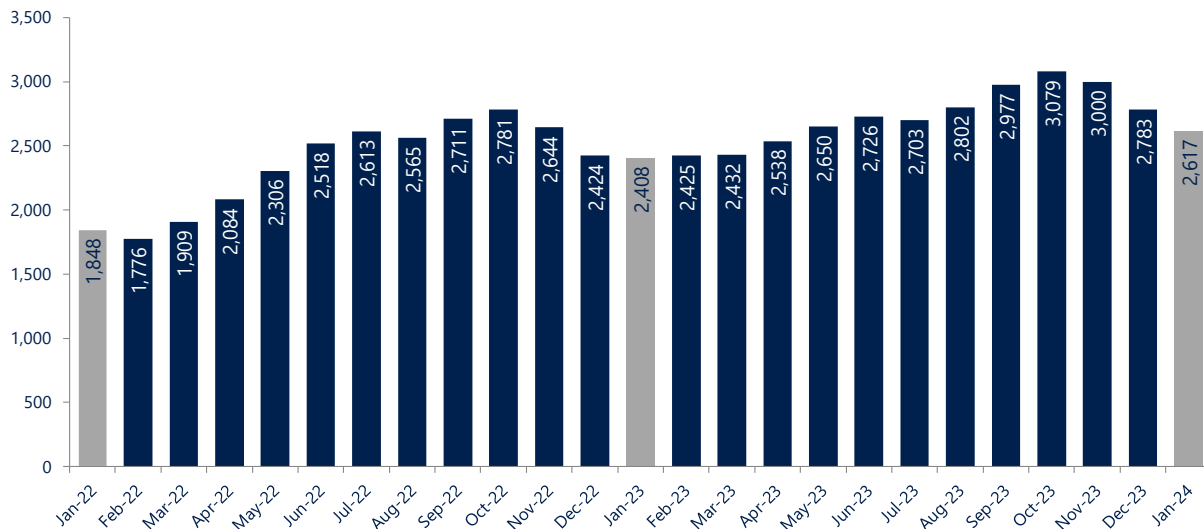
■ < 150K ■ 150K to < 300K ■ 300K to < 450K ■ 450K to < 600K ■ 600K and up



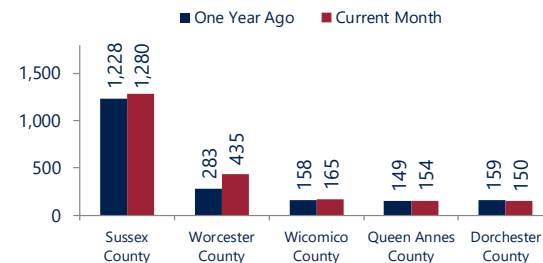
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Eastern Shore MD/DE Area - January 2024

Total Active Inventory



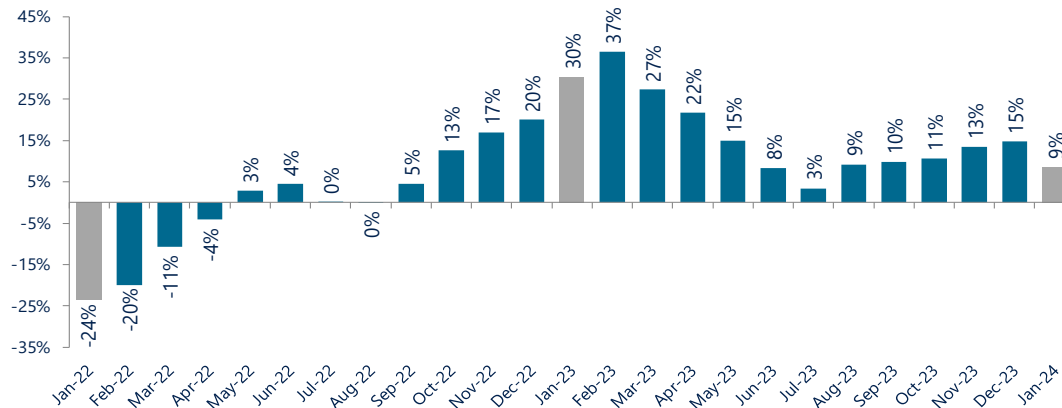
Total Active Inventory Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- Versus last January, the total number of homes available this month was higher by 209 units or 9%.
- Active inventory this January was 6% lower than the previous month's supply of available inventory.

Total Active Inventory Percent Change Year/Year

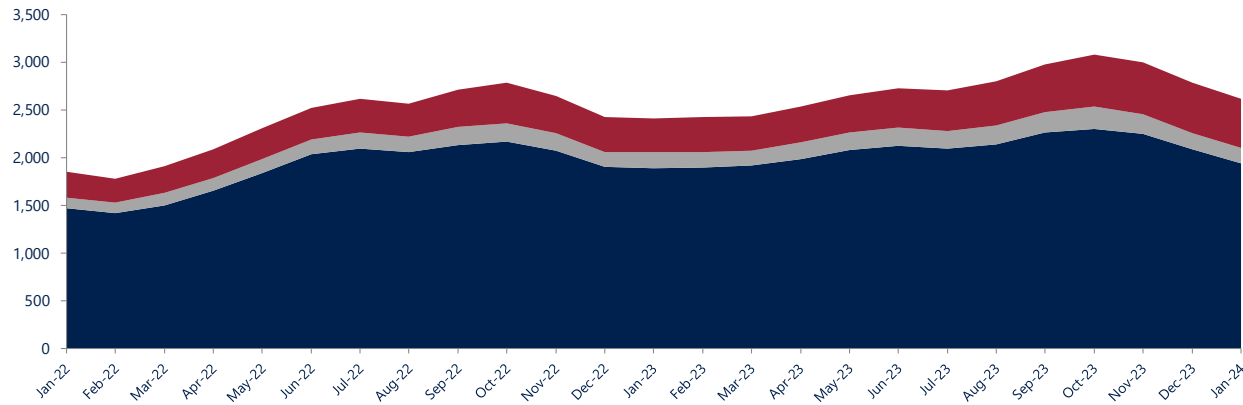


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Eastern Shore MD/DE Area - January 2024

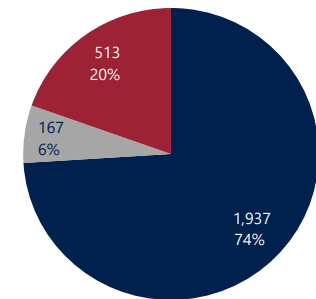
Total Active Inventory by Type

■ Detached ■ Attached ■ Condo



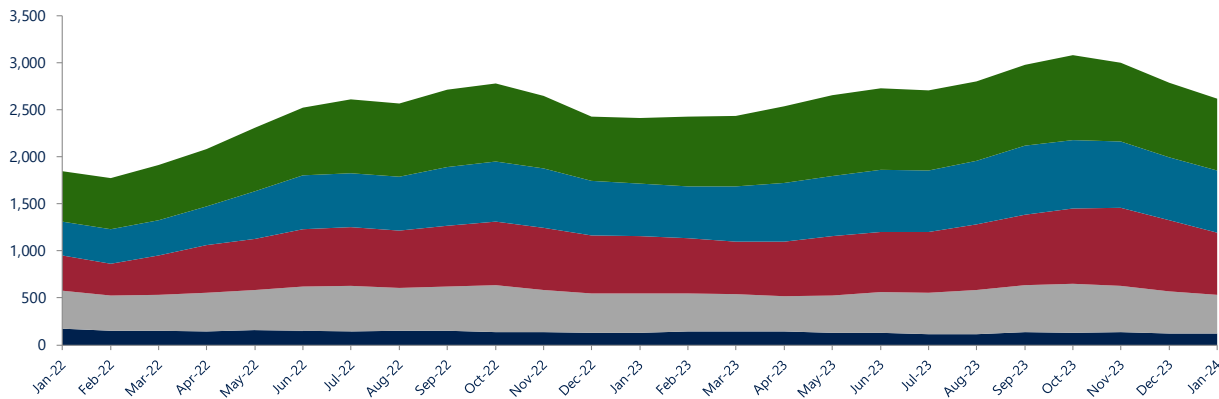
Total Active Inventory by Type Current Month

■ Detached ■ Attached ■ Condo



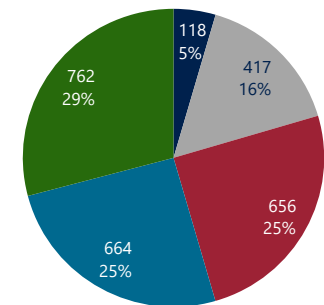
Total Active Inventory by Price Range

■ < 150K ■ 150K to < 300K ■ 300K to < 450K ■ 450K to < 600K ■ 600K and up



Total Active Inventory by Price Range Current Month

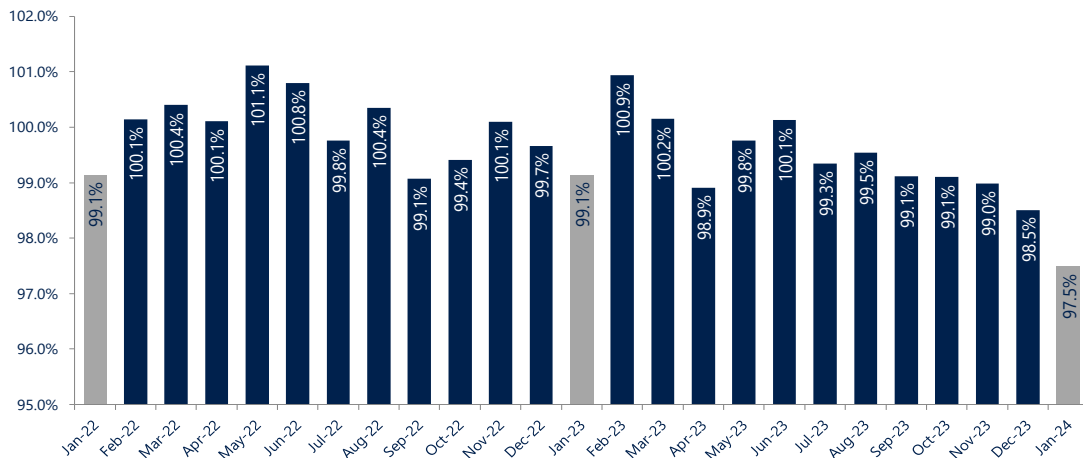
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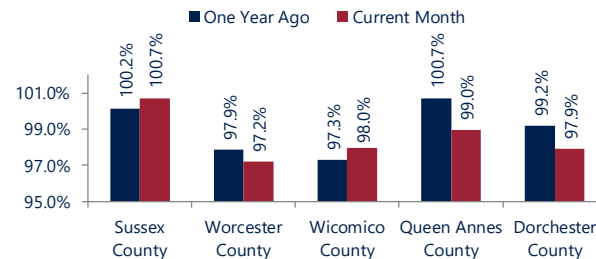
Eastern Shore MD/DE Area - January 2024

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



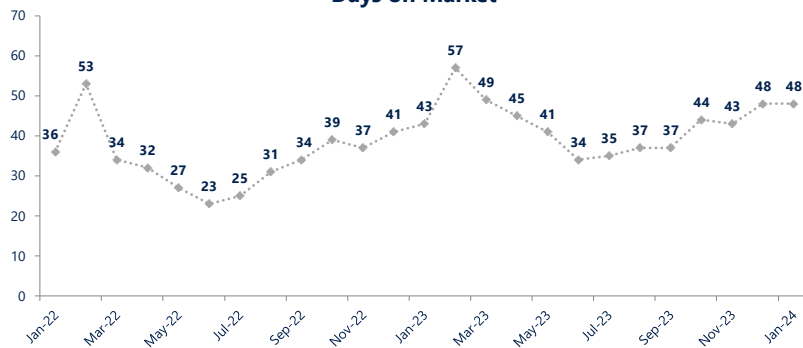
Days on Market

Current Month	One Year Ago
48	43
Up 12% Vs. Year Ago	

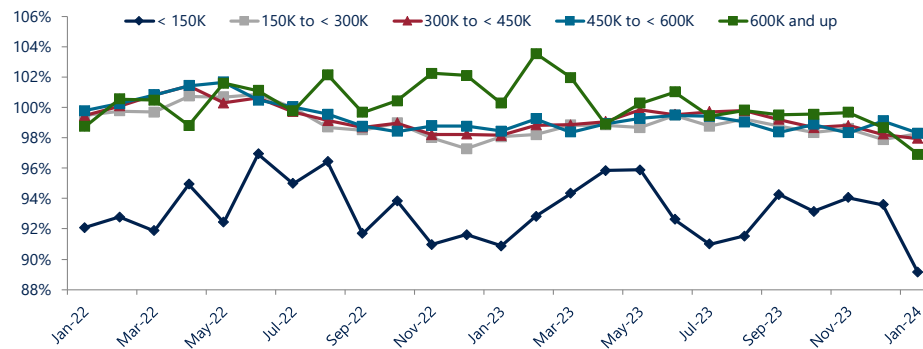
Avg Sale Price as % of List Price

Current Month	One Year Ago
97.5%	99.1%
Down -1.7% Vs. Year Ago	

Days on Market



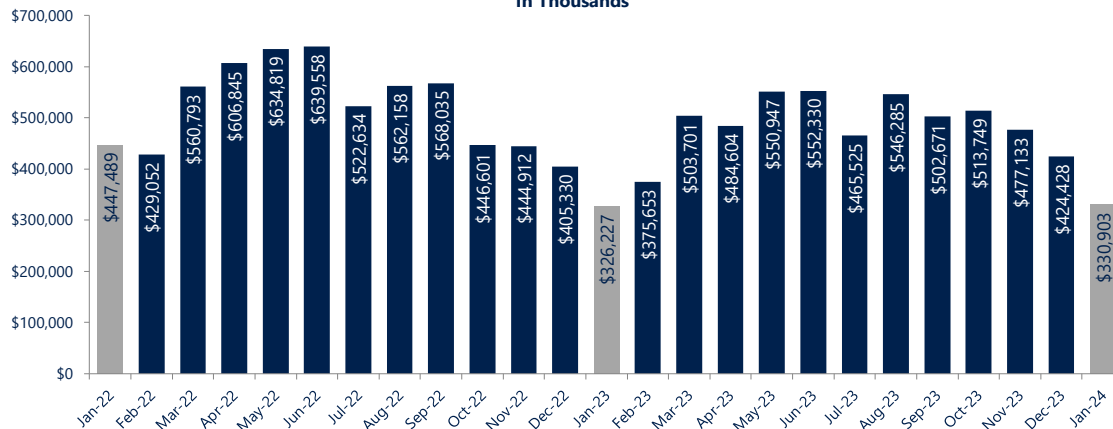
Average Sale Price as a Percent of List Price by Price Range



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Eastern Shore MD/DE Area - January 2024

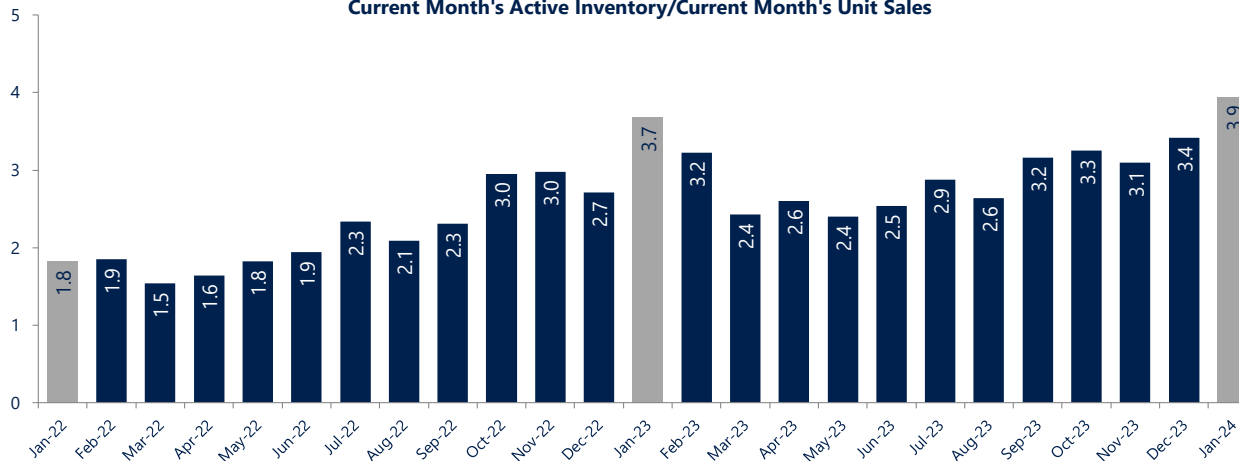
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this January was similar to the dollar volume sold one year ago.
- In January, there was 3.9 months of supply available, compared to 3.7 in January 2023. That was an increase of 7% 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
\$330,902,833	\$326,226,533
Up 1% Vs. Year Ago	

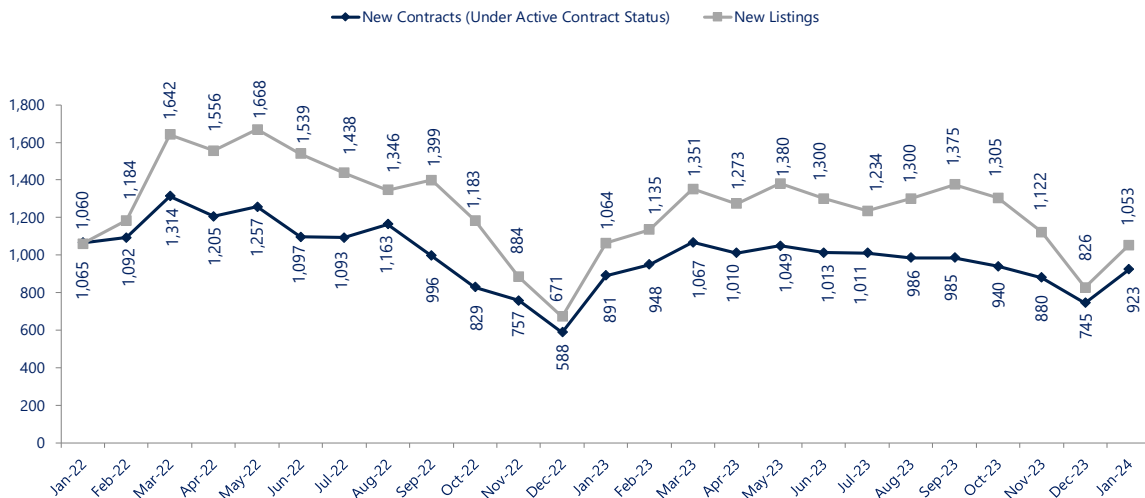
Months of Supply

Current Month	One Year Ago
3.9	3.7
Up 7% Vs. Year Ago	

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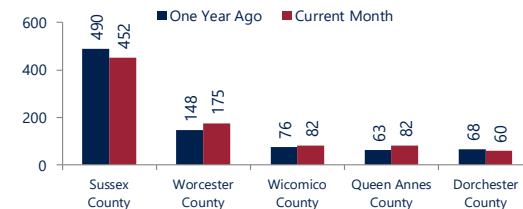
Eastern Shore MD/DE Area - January 2024

New Listings & New Contracts



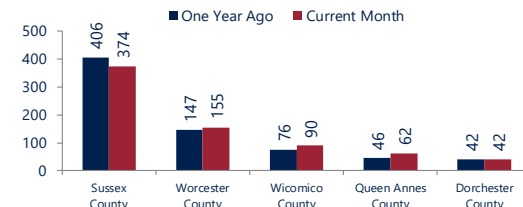
New Listings

Of Top Five Counties/Cities Based on Total Units Sold



New Contracts

Of Top Five Counties/Cities Based on Total Units Sold

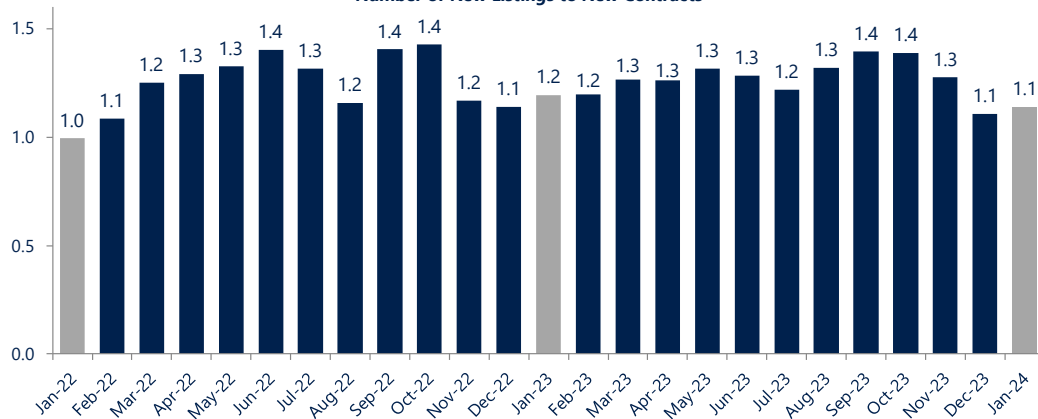


Highlights

- 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 1.1, similar to the ratio from one year ago.

Supply/Demand Ratio

Number of New Listings to New Contracts



New Listings	
Current Month	One Year Ago
1,053	1,064
Down -1% Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
923	891
Up 4% Vs. Year Ago	