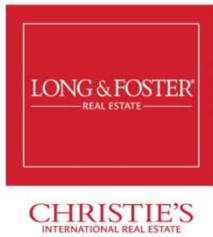


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Eastern Shore, MD/DE Area

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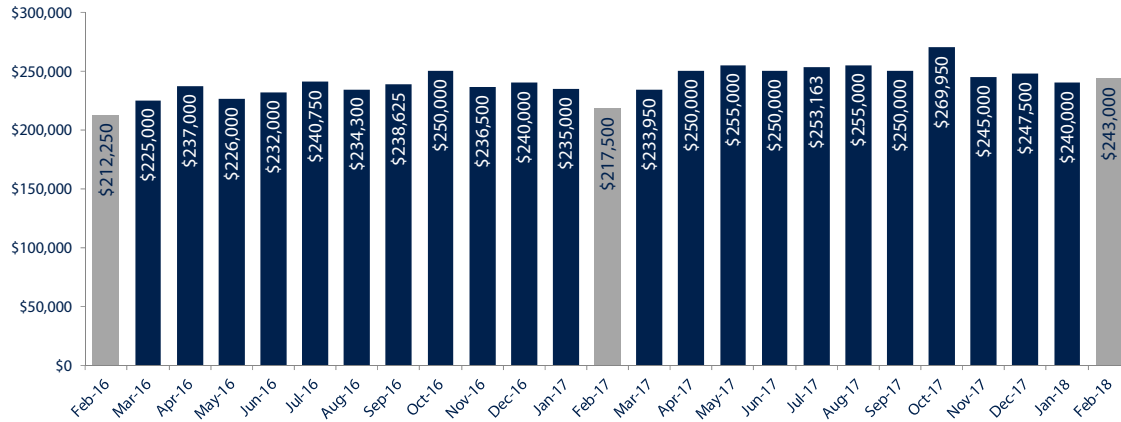
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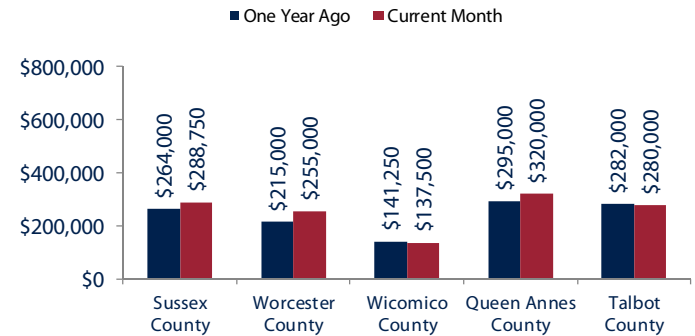
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Eastern Shore MD/DE Area - February 2018

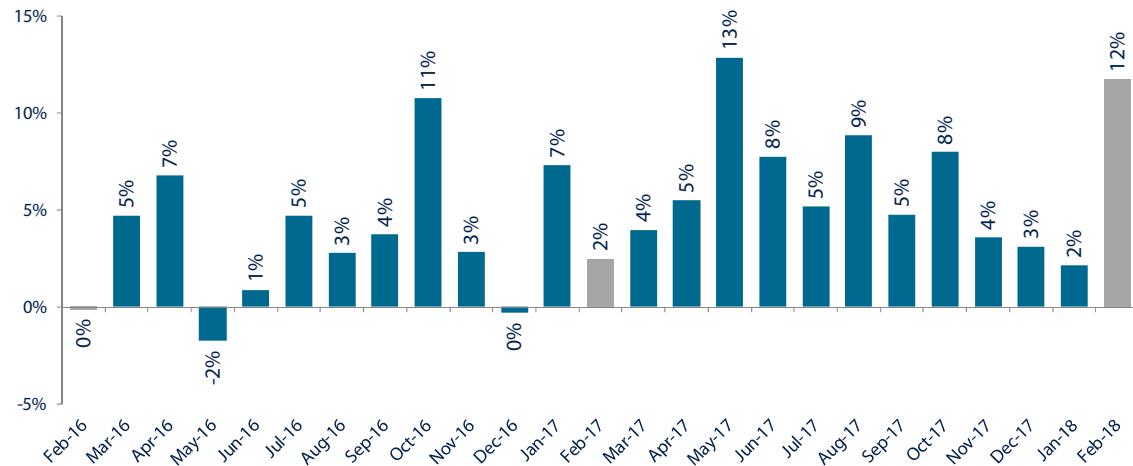
Median Sales Price



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



Median Sale Price
Percent Change Year/Year



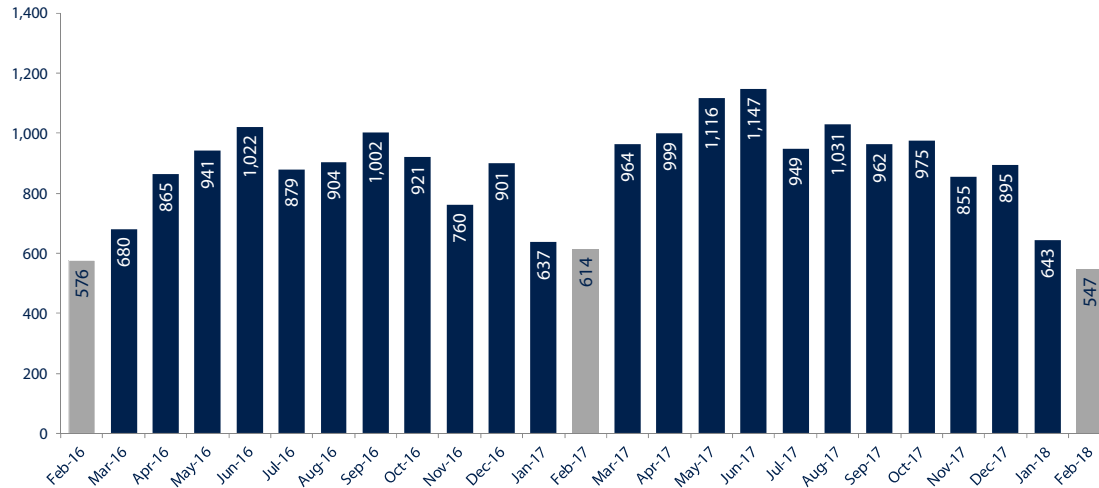
Highlights

- This February, the current median sale price of \$243,000 was similar to the median sale price of last month.
- The current median sale price was 12% higher than the same month last year.

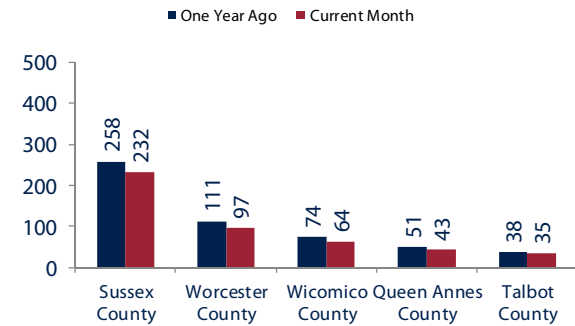
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Total Units Sold



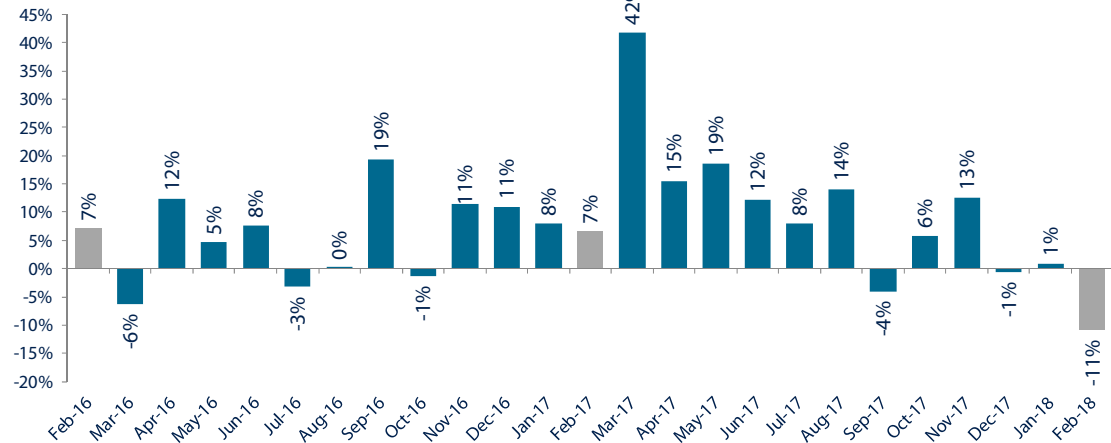
Total Units Sold
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- This month's total units sold was lower than at this time last year, a decrease of 11% versus February 2017.
- There was a decrease of 15% in total units sold in February compared to January.

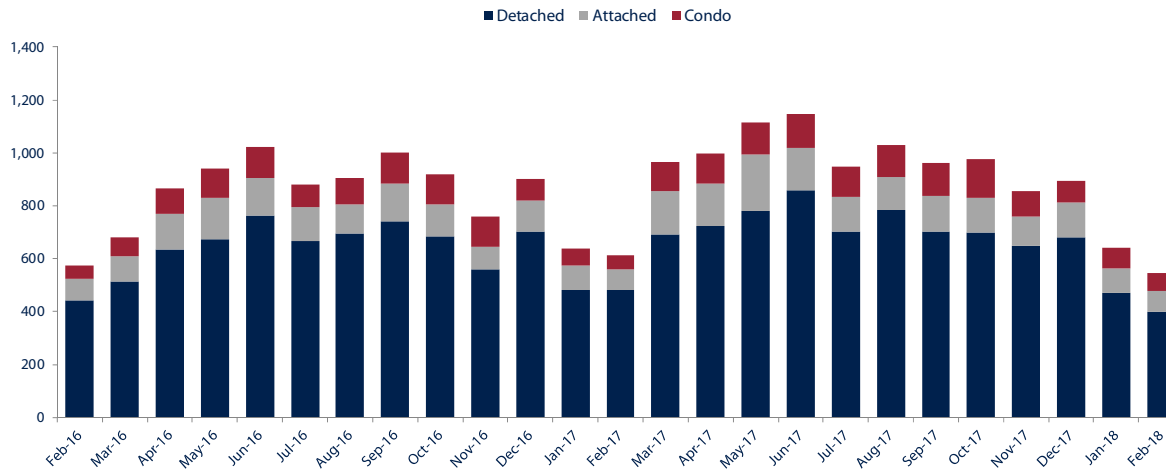
Total Units Sold
Percent Change Year/Year



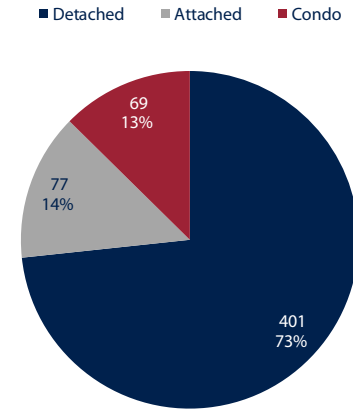
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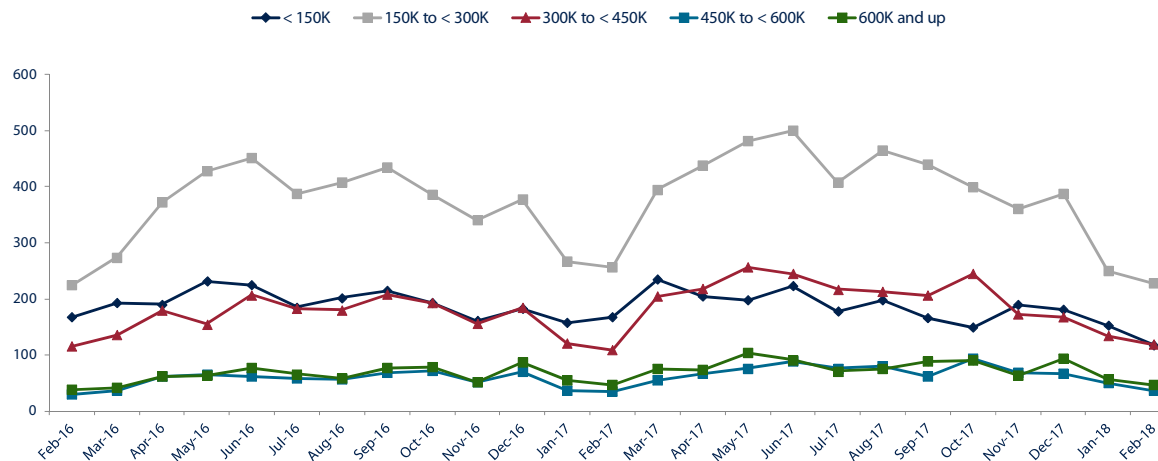
Total Units Sold by Type



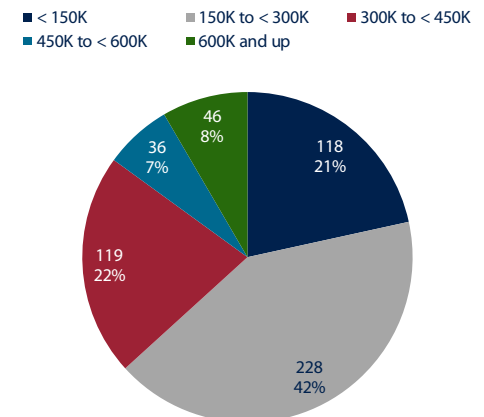
**Total Units Sold by Type
Current Month**



Total Units Sold by Price Range



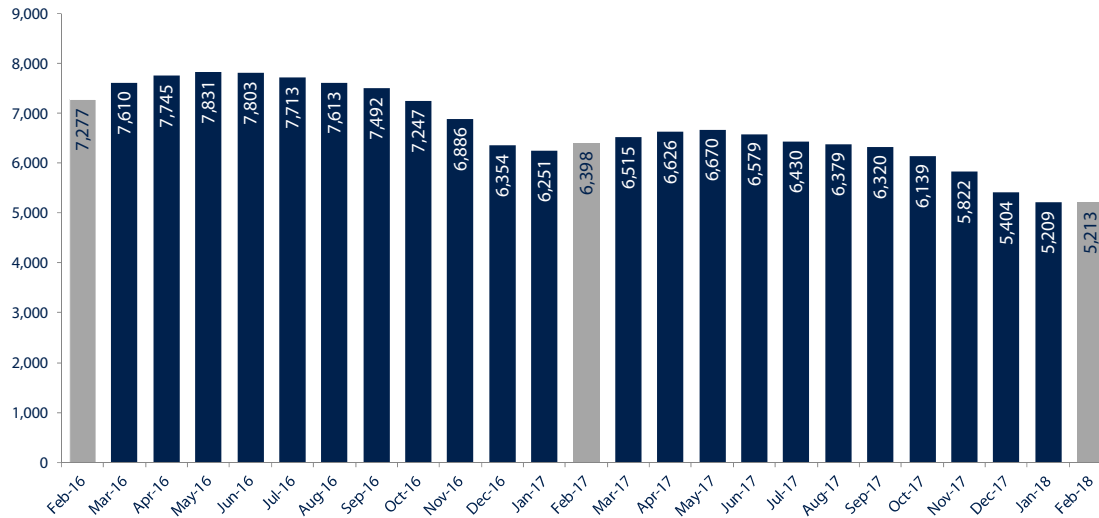
**Total Units Sold by Price Range
Current Month**



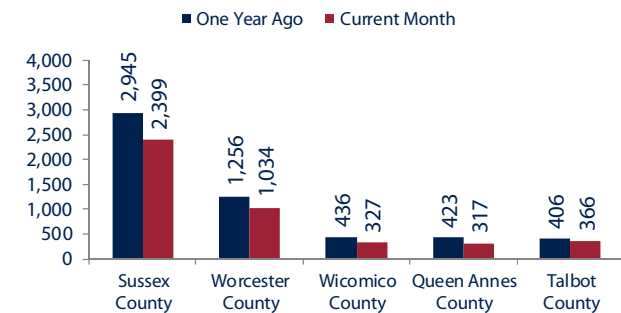
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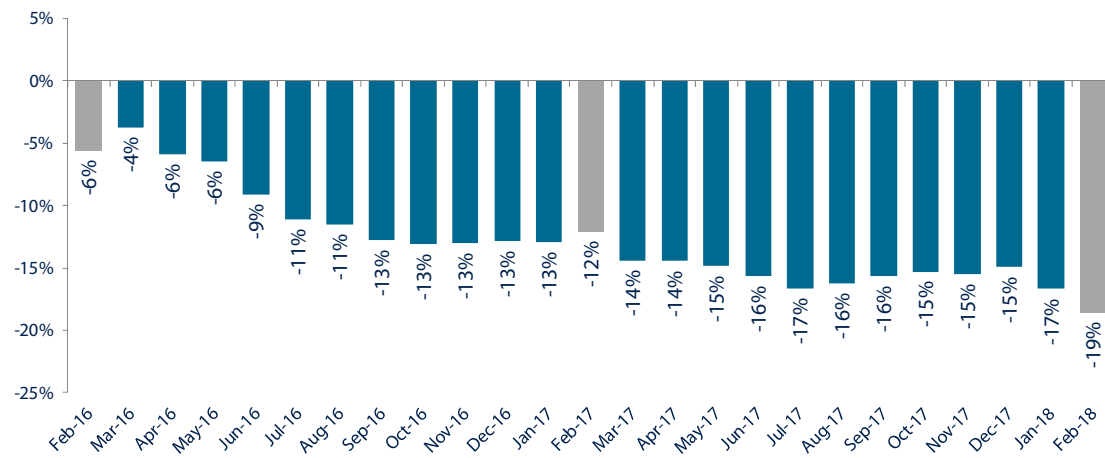
Total Active Inventory



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



Total Active Inventory
Percent Change Year/Year



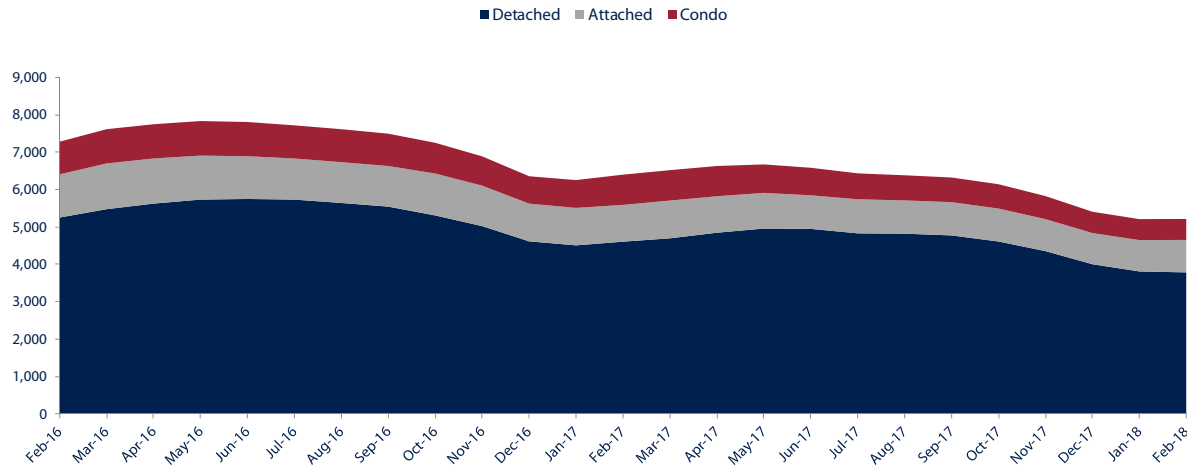
Highlights

- This month's supply of available inventory remained relatively stable compared to last month.
- Versus February 2017, the total number of homes available was lower by 1,185 units or 19%.

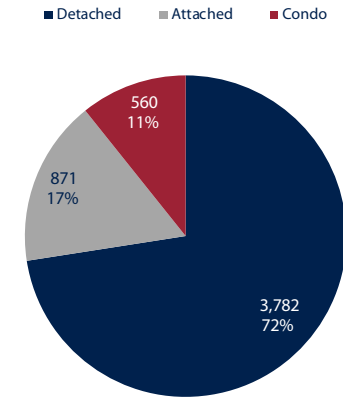
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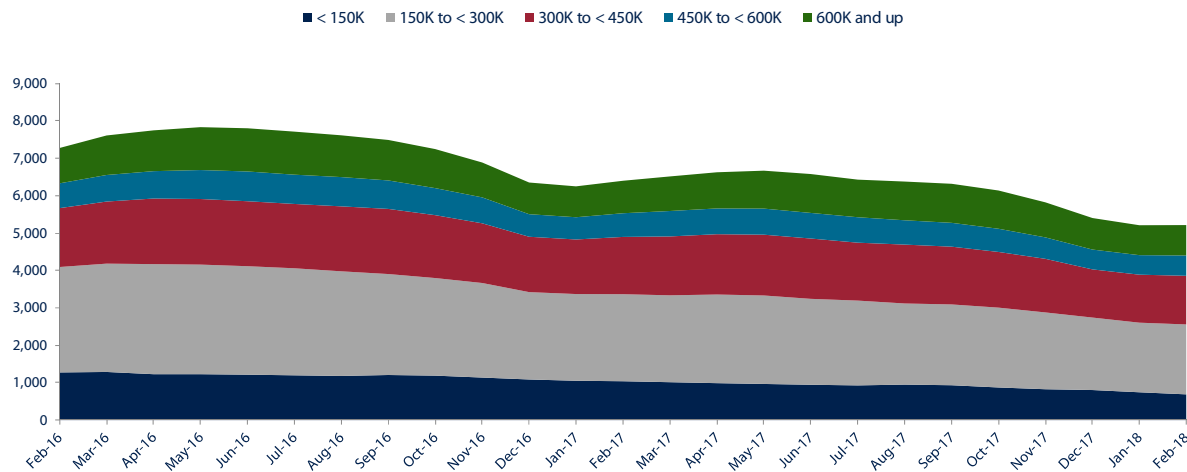
Total Active Inventory by Type



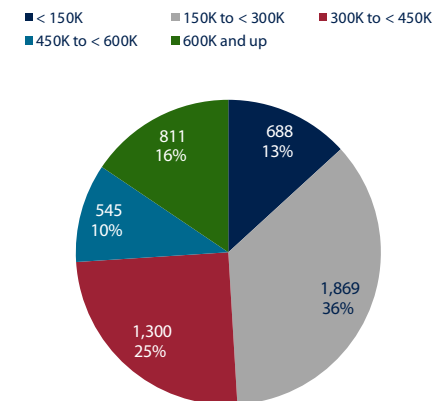
Total Active Inventory by Type Current Month



Total Active Inventory by Price Range



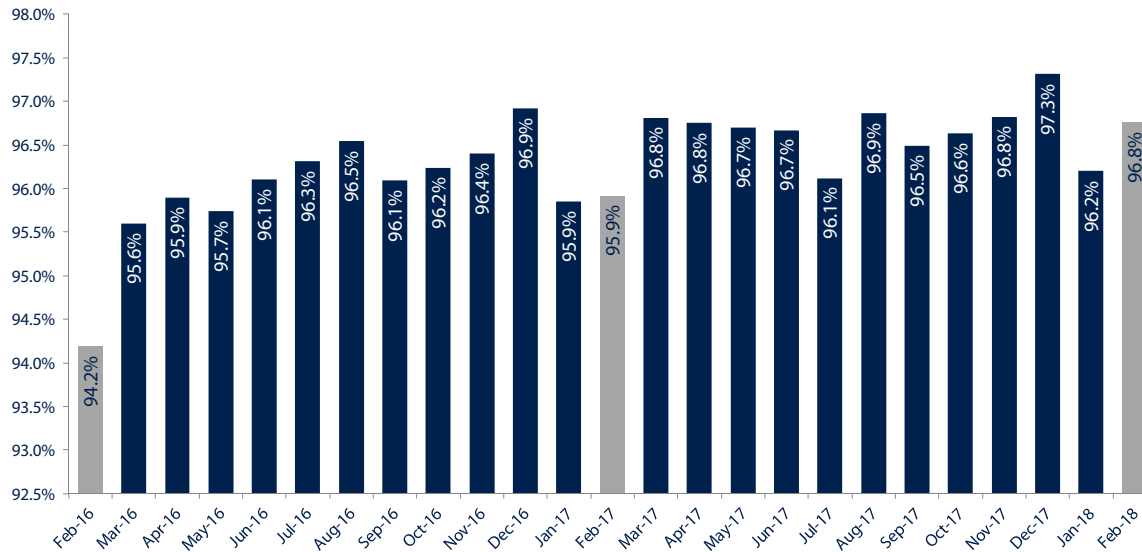
Total Active Inventory by Price Range Current Month



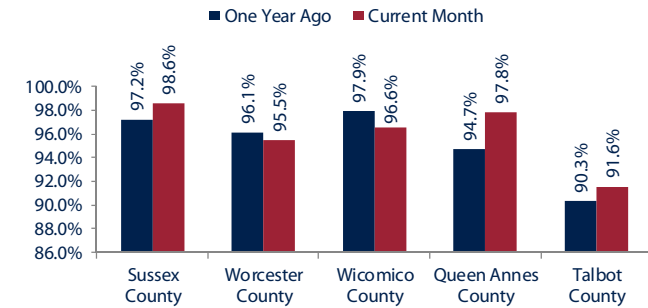
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Eastern Shore MD/DE Area - February 2018

Average Sale Price as a Percent of List Price



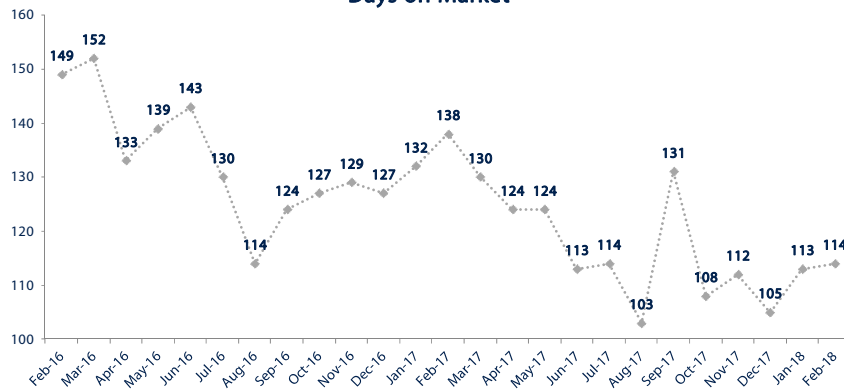
Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold



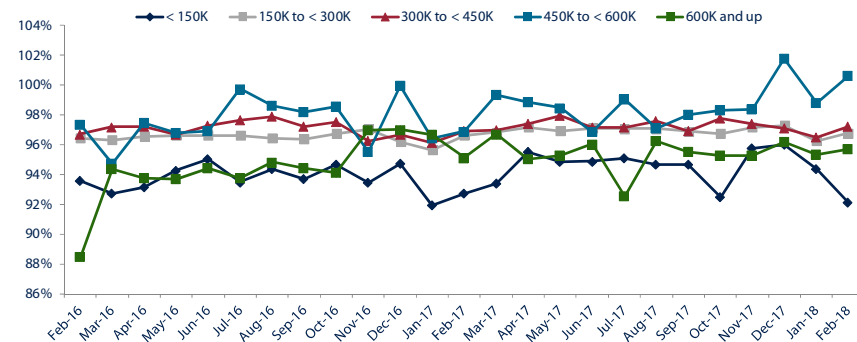
Days on Market	
Current Month	One Year Ago
114	138
Down -17% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
96.8%	95.9%
Up 0.9% Vs. Year Ago	

Days on Market



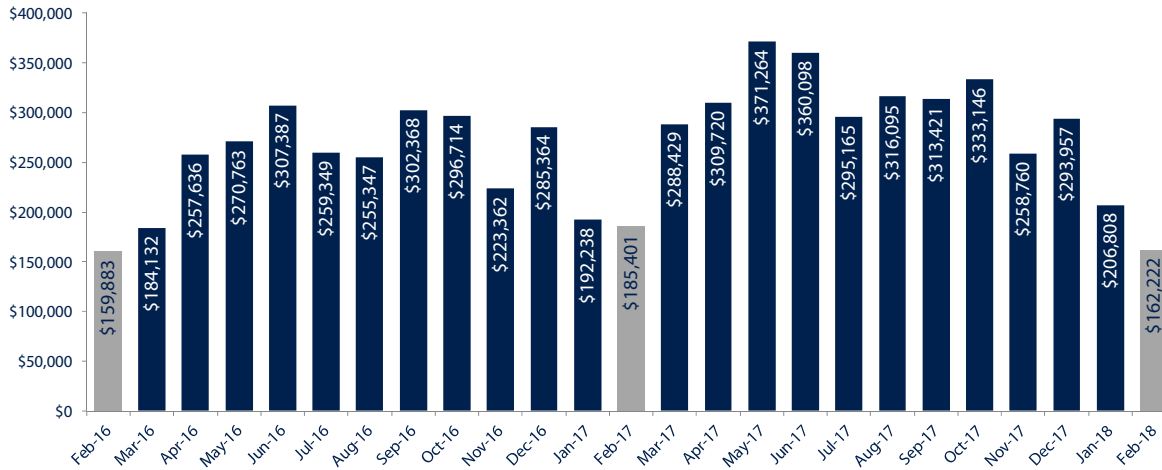
Average Sale Price as a Percent of List Price
by Price Range



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Eastern Shore MD/DE Area - February 2018

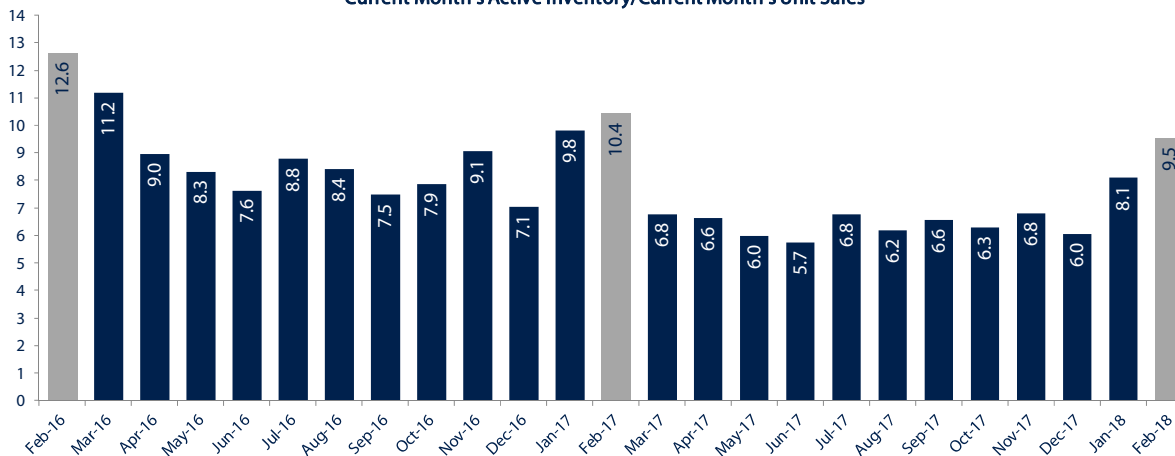
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this February was 13% less than the same month one year ago.
- In February, there was 9.5 months of supply available, compared to 10.4 in February 2017. That was a decrease of 9% versus a year ago.

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



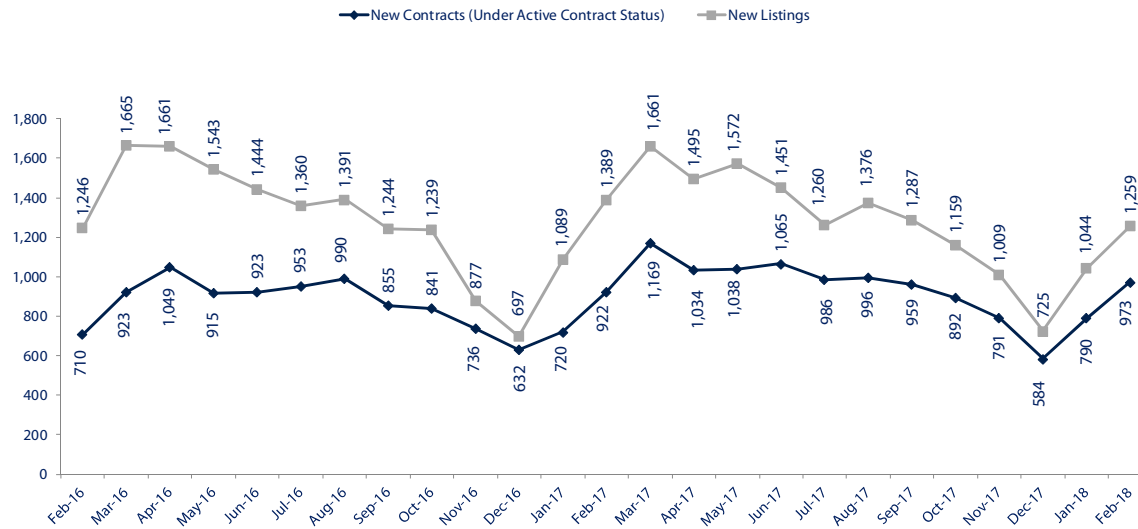
Total Dollar Volume Sold	
Current Month	One Year Ago
\$162,222,170	\$185,401,031
Down -13% Vs. Year Ago	

Months of Supply	
Current Month	One Year Ago
9.5	10.4
Down -9% Vs. Year Ago	

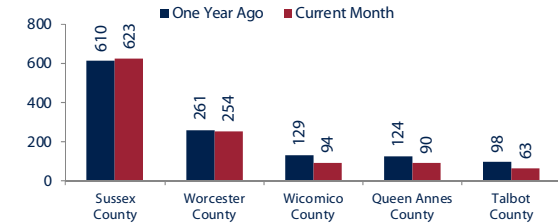
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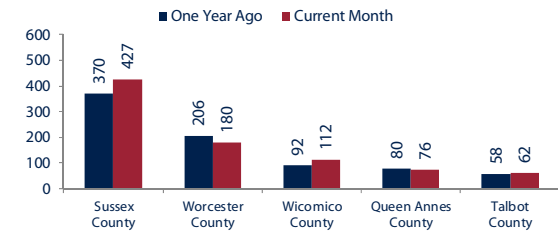
New Listings & New Contracts



New Listings Of Top Five Counties/Cities Based on Total Units Sold



New Contracts Of Top Five Counties/Cities Based on Total Units Sold



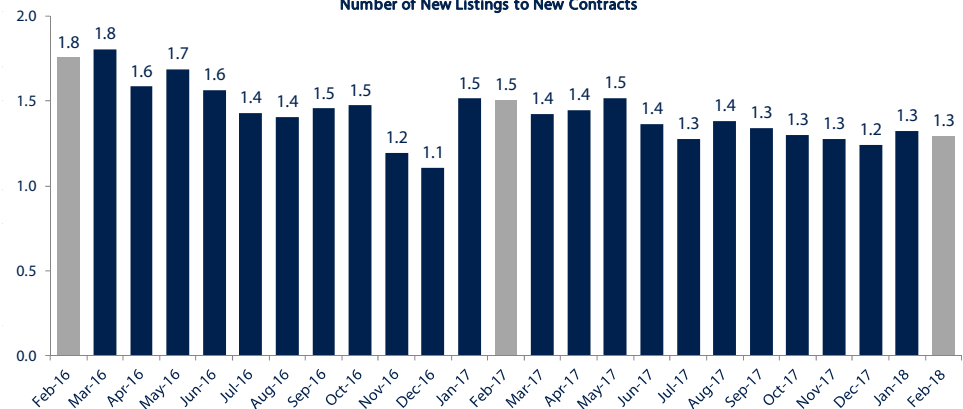
New Listings	
Current Month	One Year Ago
1,259	1,389
Down -9% Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
973	922
Up 6% 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 14% from February 2017.

Supply/Demand Ratio Number of New Listings to New Contracts



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References & Definitions

WASHINGTON D.C. METROPOLITAN AREA: LISTING SOURCE, REPORTING AREA, & DEFINITION

Based on data supplied by Metropolitan Regional Information Systems (MRIS) and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace.

Counties & cities included in this area are: District of Columbia; Arlington, Clarke, Fairfax, Fauquier, Loudoun, Prince William, Spotsylvania, Stafford, Warren Counties and Alexandria, Fairfax, Falls Church, Fredericksburg, Manassas, Manassas Park Cities in Virginia; Calvert, Charles, Prince George's, Frederick, Montgomery Counties in Maryland; Jefferson County in West Virginia.

BALTIMORE METROPOLITAN AREA: LISTING SOURCE, REPORTING AREA, & DEFINITION

Based on data supplied by Metropolitan Regional Information Systems (MRIS) and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace.

Counties & cities included in this area are: Anne Arundel, Baltimore, Carroll, Harford, Howard, and Queen Anne's Counties and Baltimore City in Maryland.

RICHMOND METROPOLITAN AREA: LISTING SOURCE, REPORTING AREA, & DEFINITION

Data for all counties except for Caroline County (Virginia) is supplied by Central Virginia Regional MLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Data for Caroline County data based on Metropolitan Regional Information Systems (MRIS) and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace.

Counties & cities included in this area are: Amelia, Caroline, Charles City, Chesterfield, Cumberland, Dinwiddie, Goochland, Hanover, Henrico, King and Queen, King William, Louisa, New Kent, Powhatan, Prince George, and Sussex Counties and Colonial Heights, Hopewell, Petersburg, and Richmond Cities in Virginia.

PHILADELPHIA METROPOLITAN AREA: LISTING SOURCE, REPORTING AREA, & DEFINITION

Based on data supplied by TREND MLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace.

Counties & cities included in this area are: Bucks, Chester, Delaware, Montgomery, and Philadelphia Counties in Pennsylvania and Gloucester, Camden, Burlington, and Mercer in New Jersey.

THE TRIANGLE NORTH CAROLINA AREA: LISTING SOURCE, REPORTING AREA, & DEFINITION

Based on data supplied by the Triangle MLS and its and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace.

Counties include in this area are: Alamance, Chatham, Durham, Franklin, Granville, Harnett, Johnston, Orange, and Wake in North Carolina.

Analysis dates for all regions: February 1, 2016 through February 28, 2018.

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References & Definitions

CHARLOTTESVILLE AREA: LISTING SOURCE, REPORTING AREA, & DEFINITION

Based on data supplied by CAAR MLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace.

Counties & cities included in this area are: City of Charlottesville and Albemarle, Buckingham, Fluvanna County, Greene County and Nelson counties in Virginia.

HAMPTON ROADS AREA: LISTING SOURCE, REPORTING AREA, & DEFINITION

Data for all counties except for Gloucester and Mathews Counties in Virginia is supplied by Real Estate Information Network MLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Data for Gloucester and Mathews Counties is supplied by Chesapeake Bay & Rivers MLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace.

Counties & cities included in this area are: Gloucester, Isle of Wight, James City, Mathews, Surry, and York Counties and Chesapeake, Hampton, Newport News, Norfolk, Poquoson, Portsmouth, Suffolk, Virginia Beach, and Williamsburg Cities in Virginia; Currituck County in North Carolina.

WILMINGTON, DE AREA: LISTING SOURCE, REPORTING AREA & DEFINITION

Data for Kent and New Castle Counties in Delaware and Salem County in New Jersey supplied by TREND MLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Data for Cecil and Kent Counties in Maryland is supplied by Metropolitan Regional Information Systems (MRIS) and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace.

Counties & cities included in this area are: Kent and New Castle Counties in Delaware, Cecil and Kent Counties in Maryland, and Salem County in New Jersey.

EASTERN SHORE MD/DE AREA: LISTING SOURCE, REPORTING AREA, & DEFINITION

Data for Caroline, Dorchester, Kent, Queen Anne's, and Talbot, Counties in Maryland is supplied by Metropolitan Regional Information Systems (MRIS) and its member Association(s) of REALTORS. Data for Sussex County, Delaware is supplied by SCAOR and its member Association(s) of REALTORS. Data for Somerset, Wicomico, and Worcester Counties in Maryland is supplied by Coastal MLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace.

Counties & cities include in this area are: Caroline, Dorchester, Kent, Queen Anne's, Somerset, Talbot, Wicomico, and Worcester Counties In Maryland and Sussex County in Delaware.

Analysis dates for all regions: February 1, 2016 through February 28, 2018.

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Contacts & Disclaimers

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Senior Market Research Analyst

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