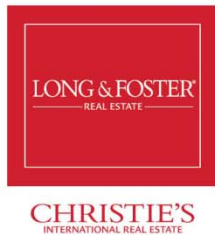


Market Conditions Report

Eastern Shore, MD/DE Area

January 2019



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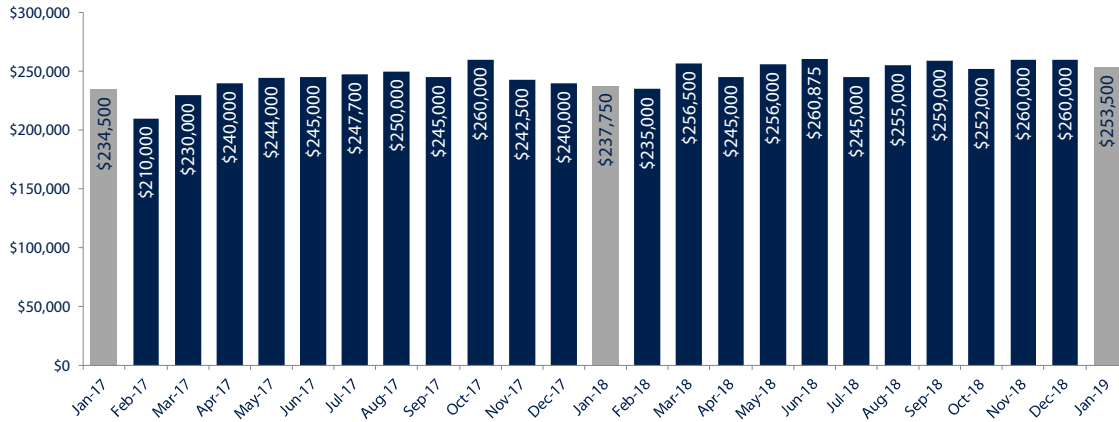
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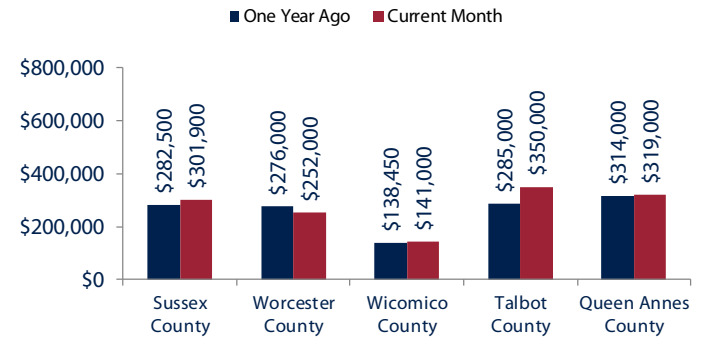
Long & Foster Market Conditions Report

Eastern Shore MD/DE Area - January 2019

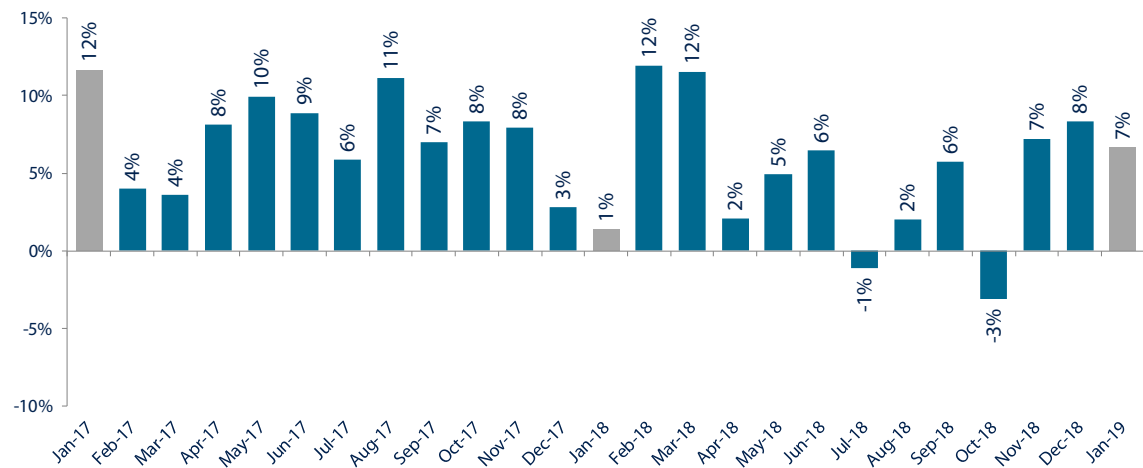
Median Sales Price



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



Median Sale Price
Percent Change Year/Year



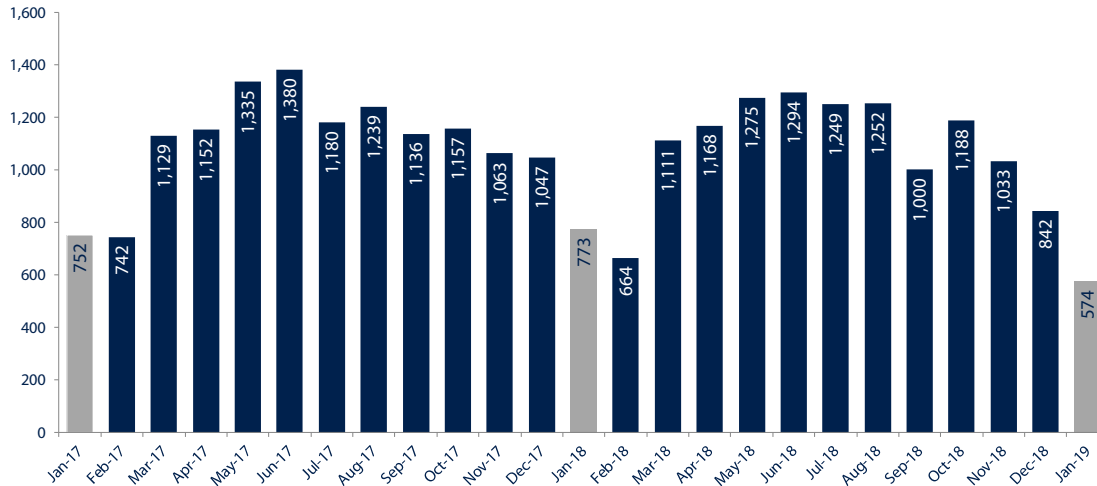
Highlights

- This January, the median sale price was \$253,500, an increase of 7% compared to last year.
- The current median sale price was 3% lower than in December.

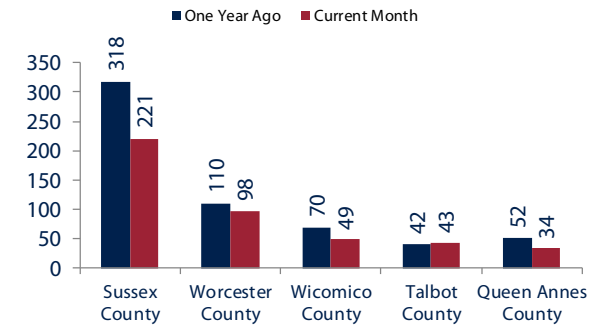
Long & Foster Market Conditions Report

Eastern Shore MD/DE Area - January 2019

Total Units Sold



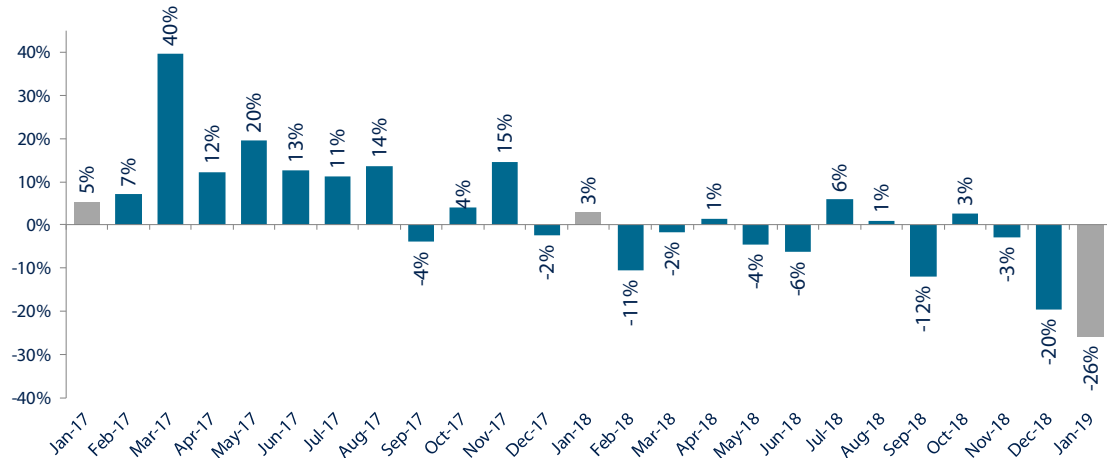
Total Units Sold
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- This month's total units sold was lower than at this time last year, a decrease of 26% versus January 2018.
- There was a decrease of 32% in total units sold in January compared to December.

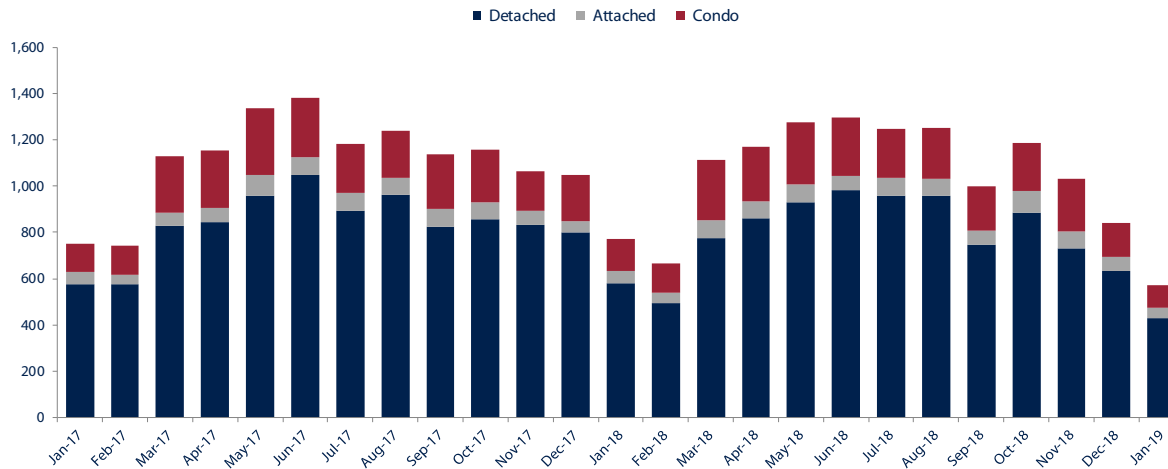
Total Units Sold
Percent Change Year/Year



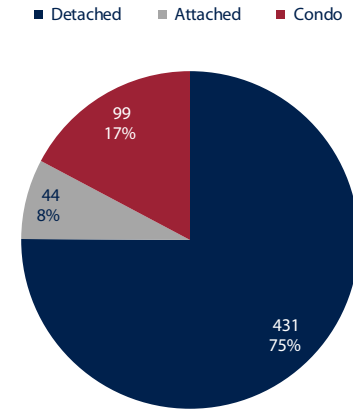
Long & Foster Market Conditions Report

Eastern Shore MD/DE Area - January 2019

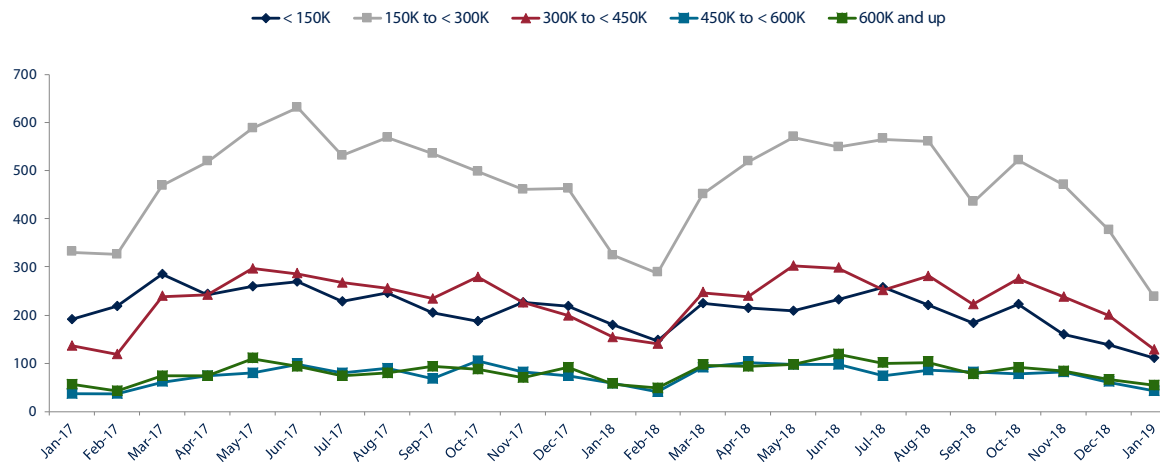
Total Units Sold by Type



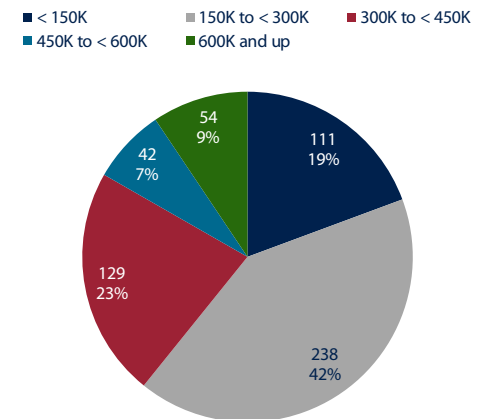
**Total Units Sold by Type
Current Month**



Total Units Sold by Price Range



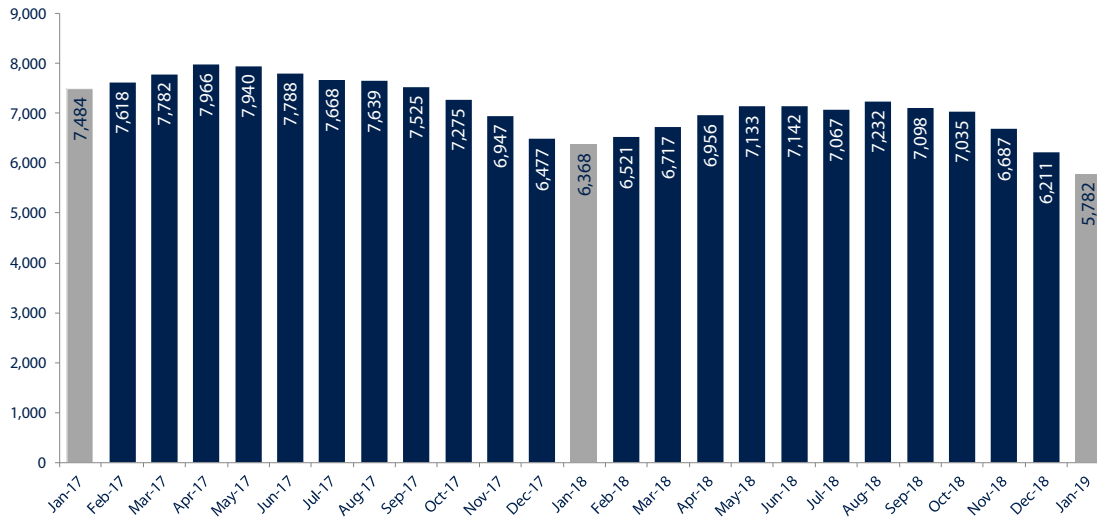
**Total Units Sold by Price Range
Current Month**



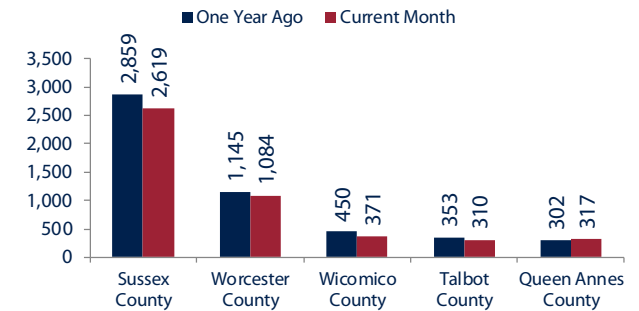
Long & Foster Market Conditions Report

Eastern Shore MD/DE Area - January 2019

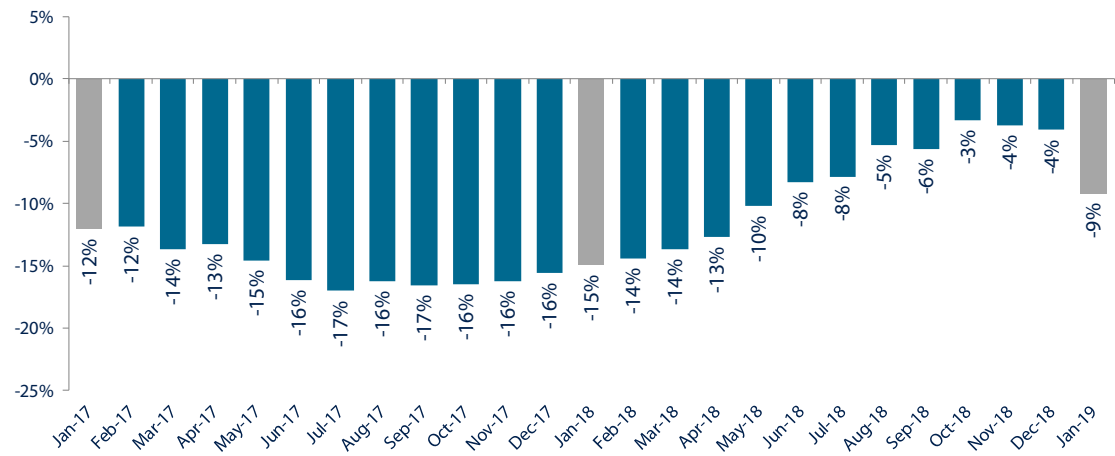
Total Active Inventory



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



Total Active Inventory
Percent Change Year/Year



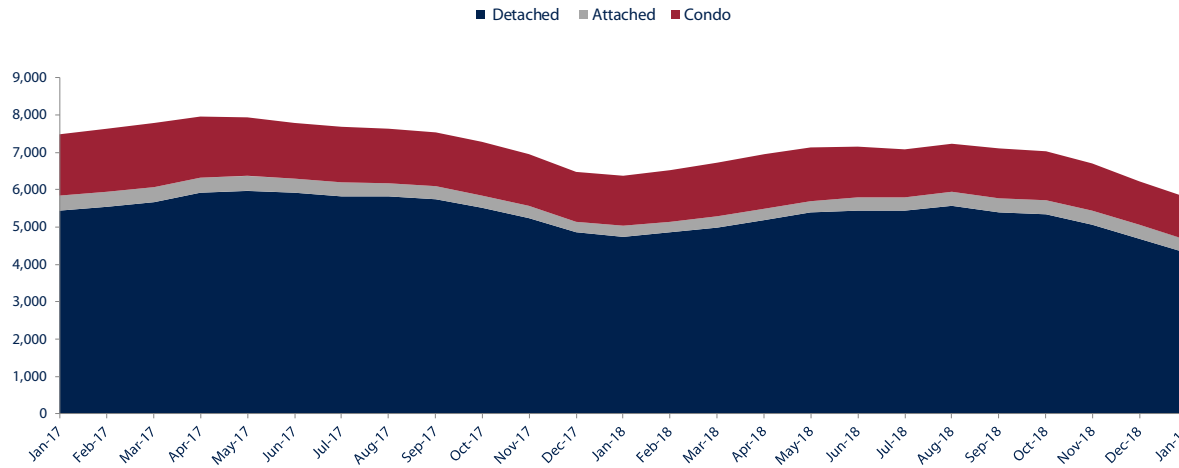
Highlights

- January's total active inventory of 5,782 units was 7% lower than the previous month's supply of inventory.
- Versus last January, the total number of homes available was lower by 586 units or 9%.

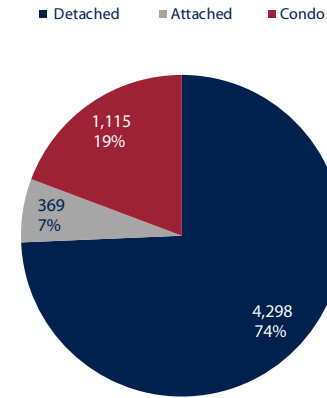
Long & Foster Market Conditions Report

Eastern Shore MD/DE Area - January 2019

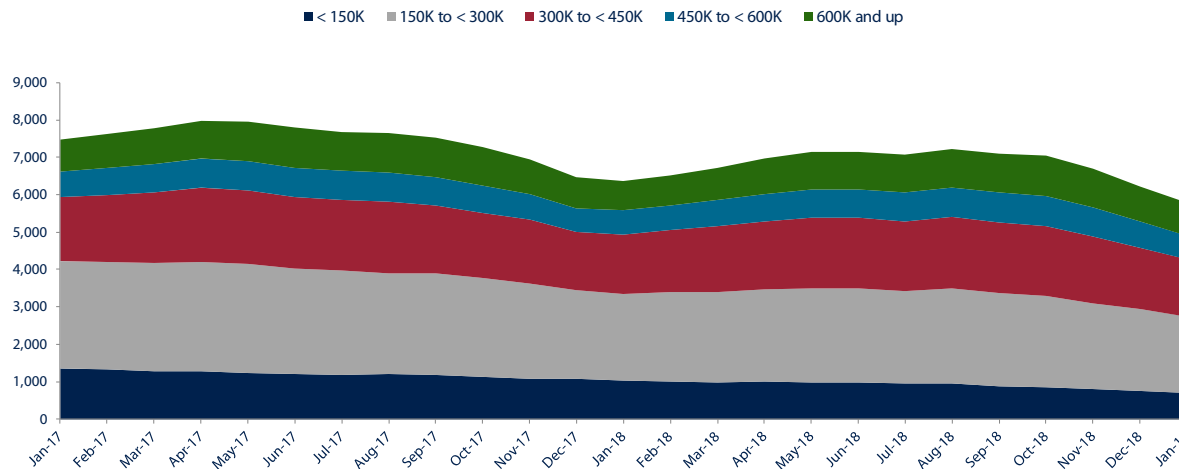
Total Active Inventory by Type



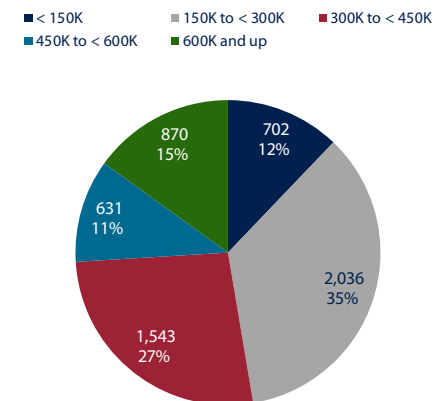
Total Active Inventory by Type Current Month



Total Active Inventory by Price Range



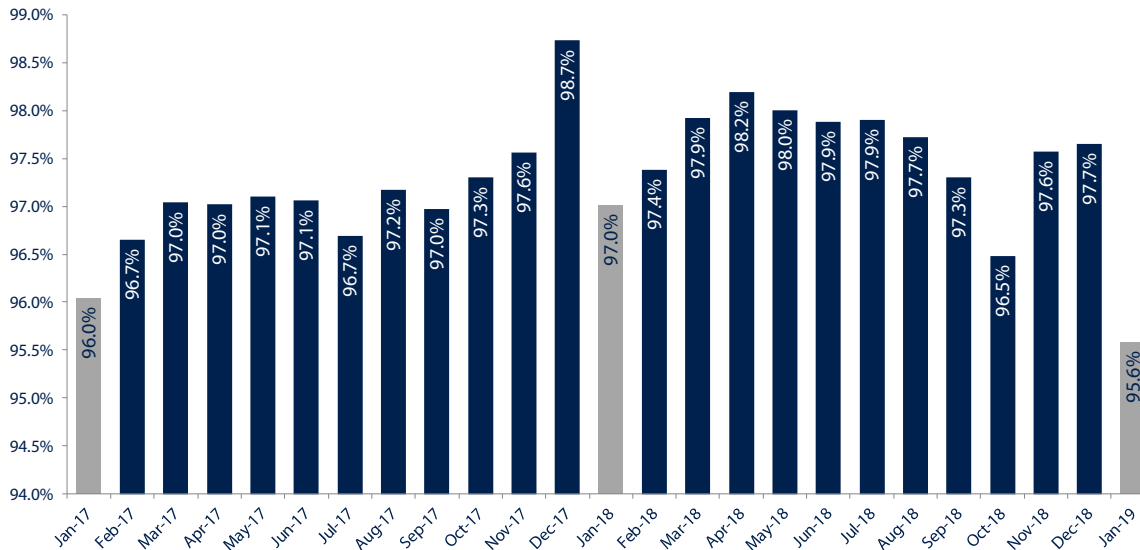
Total Active Inventory by Price Range Current Month



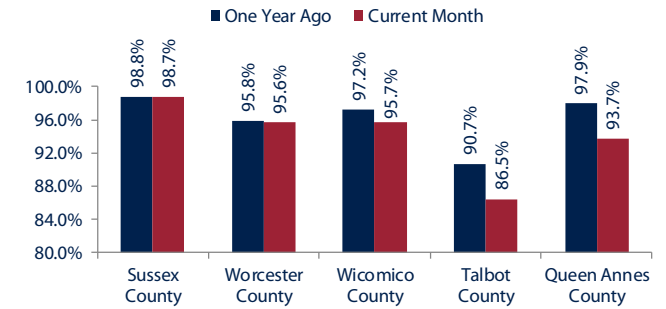
Long & Foster Market Conditions Report

Eastern Shore MD/DE Area - January 2019

Average Sale Price as a Percent of List Price



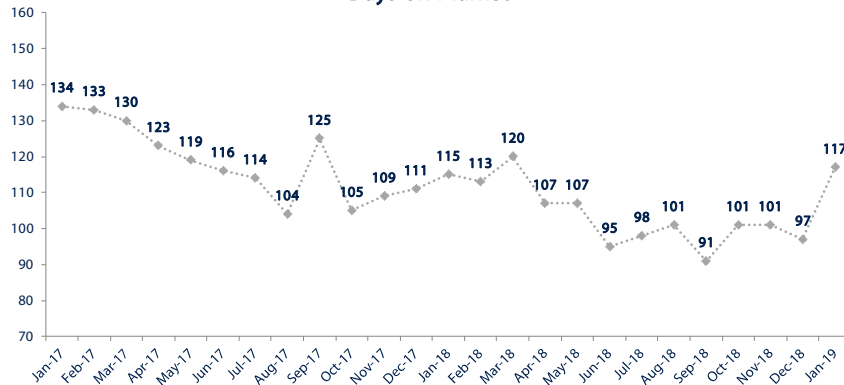
Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold



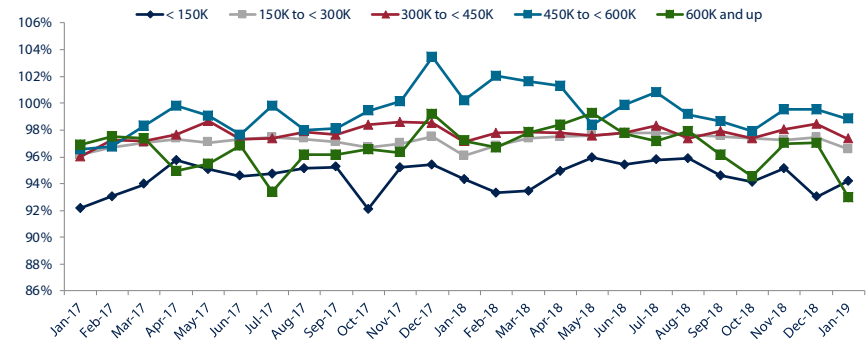
Days on Market	
Current Month	One Year Ago
117	115
Up 2% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
95.6%	97.0%
Down -1.5% Vs. Year Ago	

Days on Market



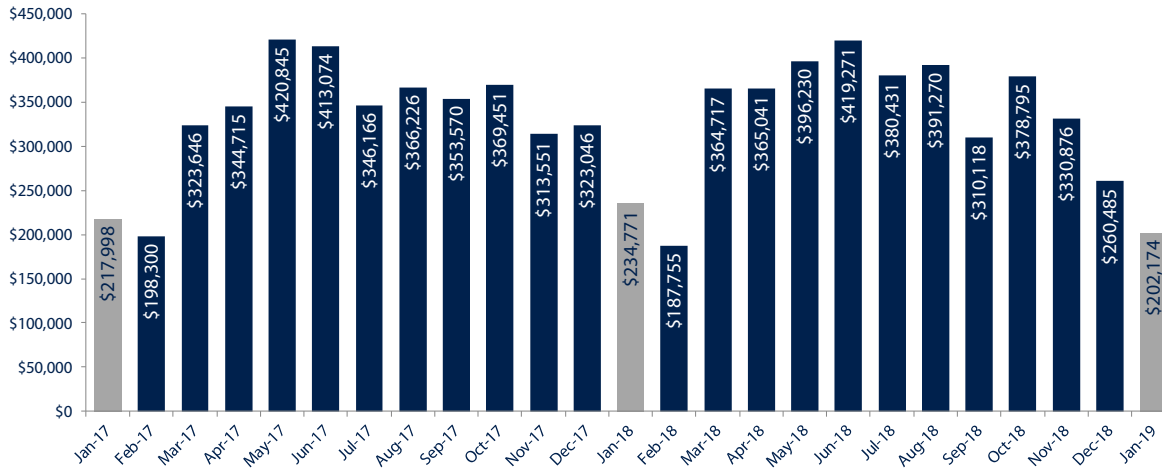
Average Sale Price as a Percent of List Price
by Price Range



Long & Foster Market Conditions Report

Eastern Shore MD/DE Area - January 2019

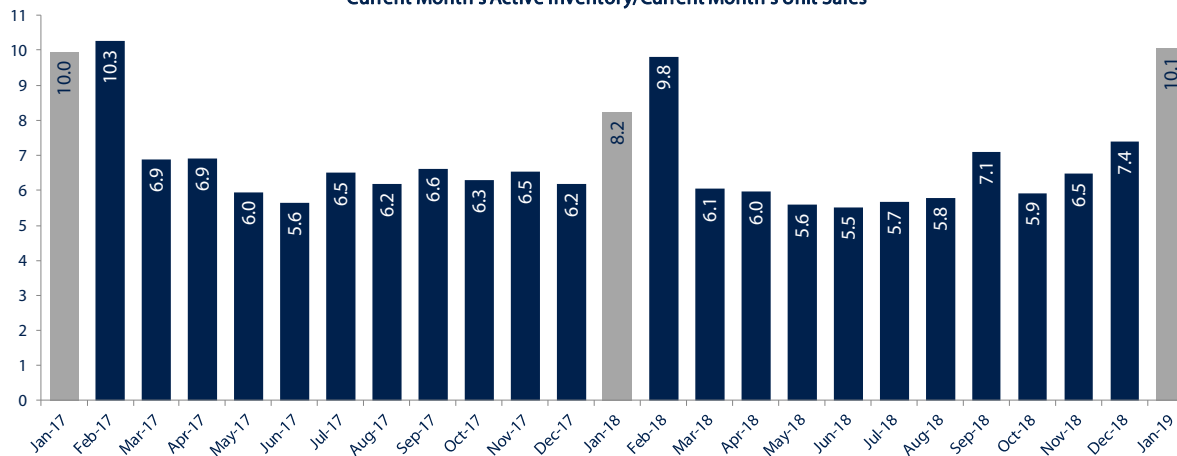
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this January was 14% less than the same month one year ago.
- In January, there was 10.1 months of supply available, compared to 8.2 in January 2018. That was an increase of 22% versus a year ago.

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



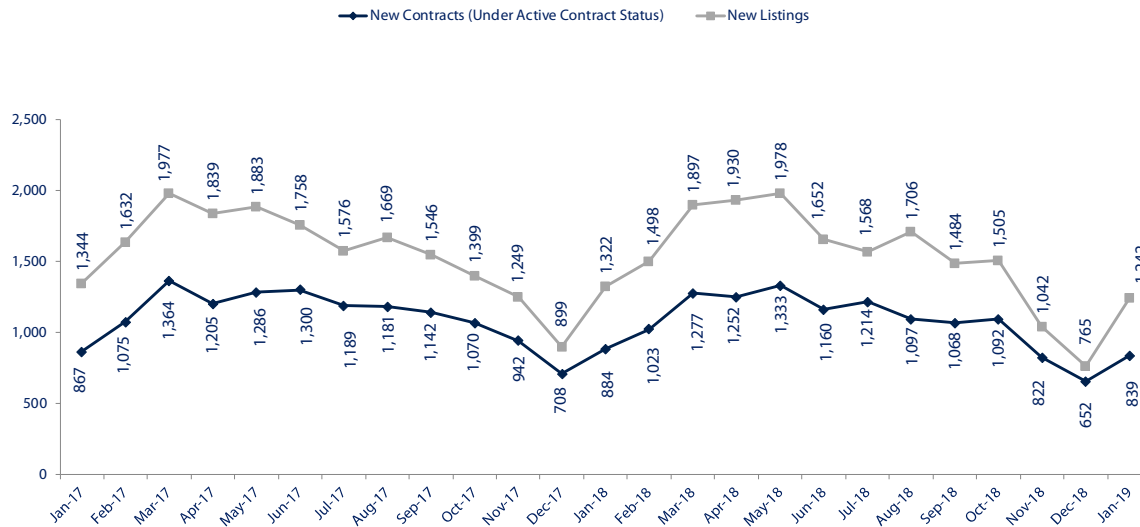
Total Dollar Volume Sold	
Current Month	One Year Ago
\$202,173,757	\$234,770,994
Down -14% Vs. Year Ago	

Months of Supply	
Current Month	One Year Ago
10.1	8.2
Up 22% Vs. Year Ago	

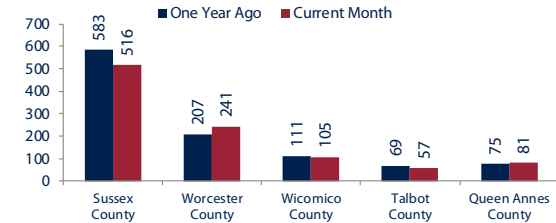
Long & Foster Market Conditions Report

Eastern Shore MD/DE Area - January 2019

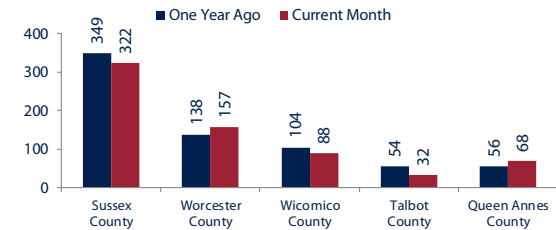
New Listings & New Contracts



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
1,242	1,322
Down -6% Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
839	884
Down -5% 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 1.5, similar to the ratio from one year ago.

Supply/Demand Ratio Number of New Listings to New Contracts

