

MARKET CONDITIONS REPORT

LONG & FOSTER[®]
REAL ESTATE

EASTERN SHORE, MD/DE AREA - MAY 2025

IT'S THE **ONE.**



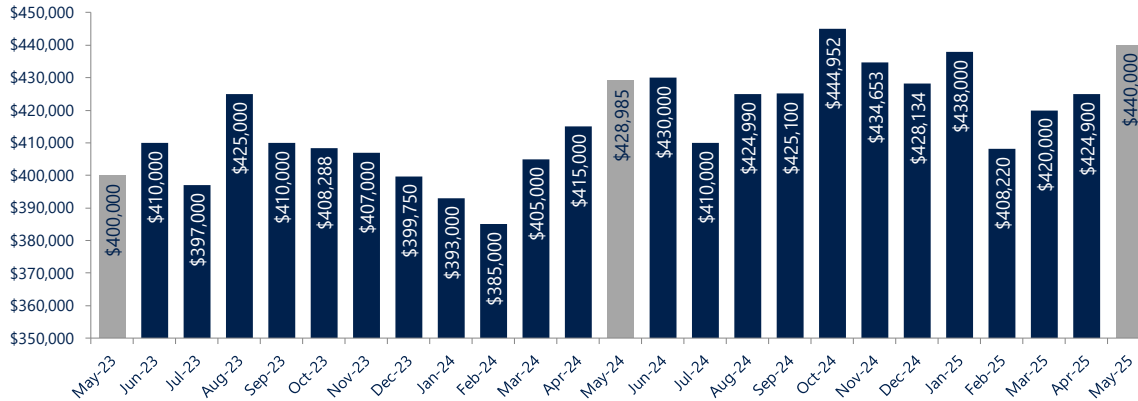
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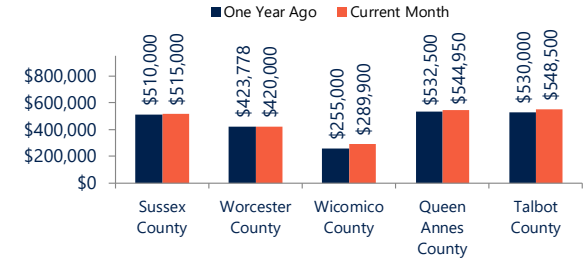
EASTERN SHORE MD/DE AREA - MAY 2025

Median Sales Price

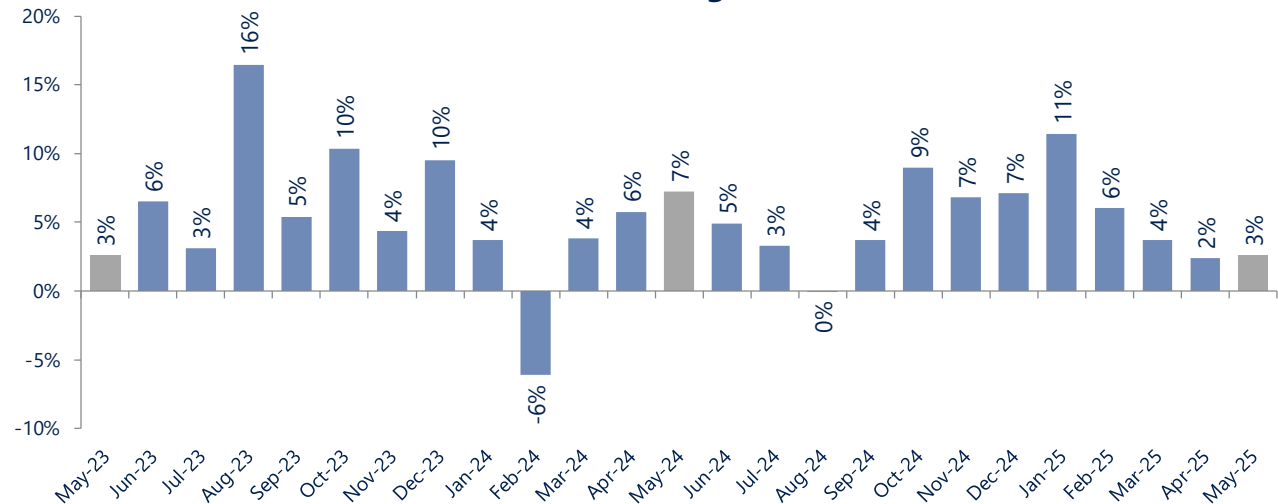


Median Sale Price

Of Top Five Counties/Cities Based on Total Units Sold



Median Sale Price Percent Change Year/Year



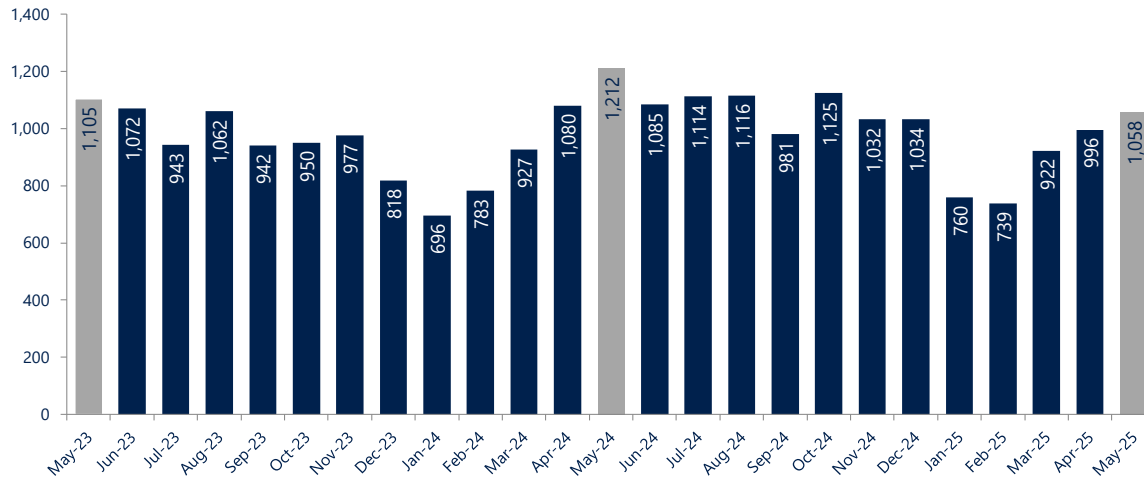
Highlights

- This May, the median sale price was \$440,000, an increase of 4% compared to April.
- The current median sale price was 3% higher than in May 2024.

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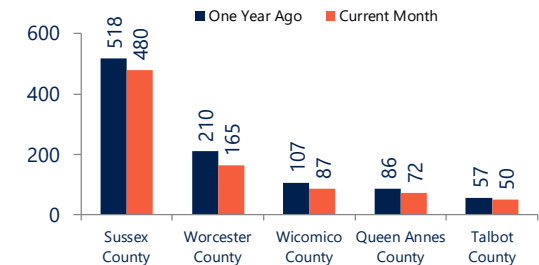
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Total Units Sold



Total Units Sold

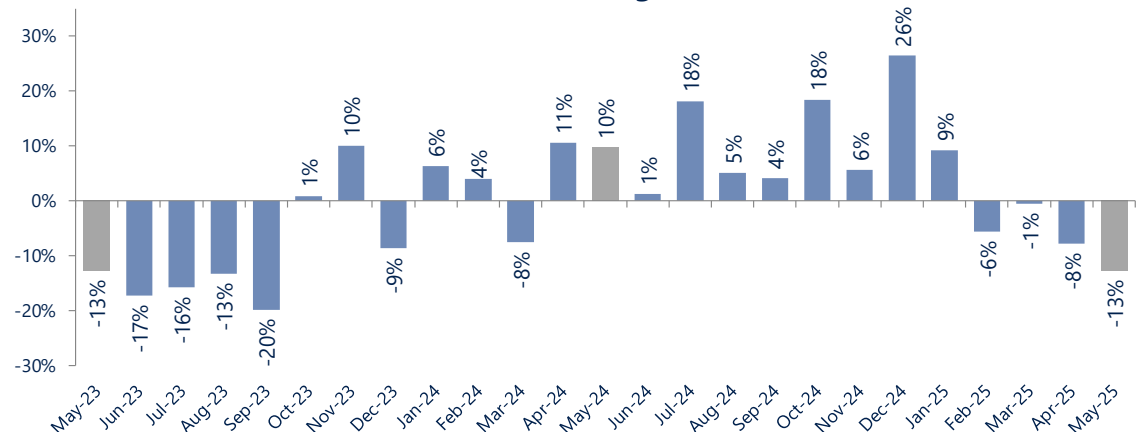
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- There was an increase of 6% in total units sold in May compared to April.
- This month's total units sold was lower than at this time last year, a decrease of 13% versus May 2024.

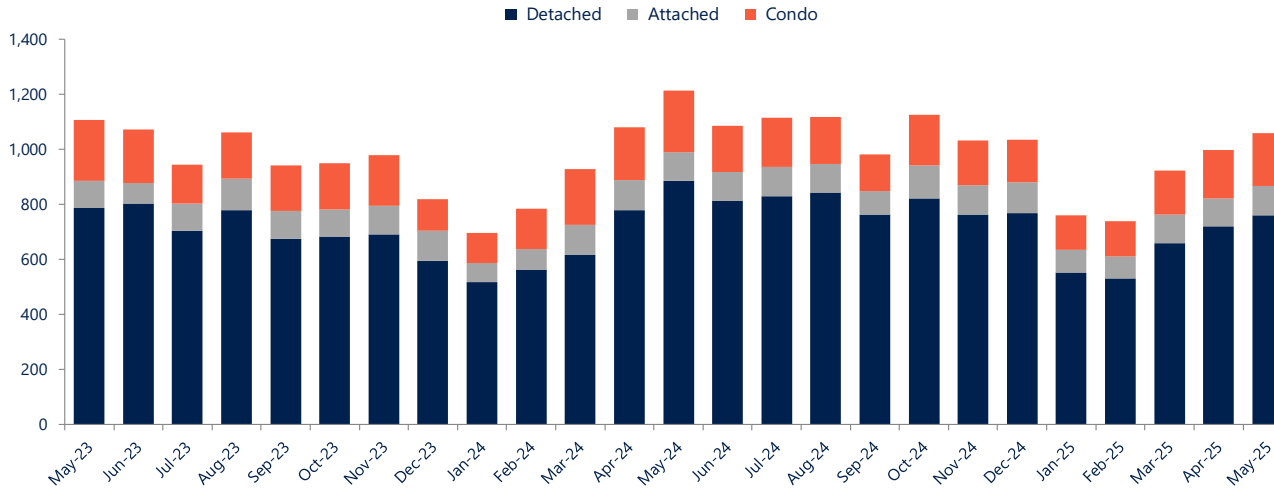
Total Units Sold Percent Change Year/Year



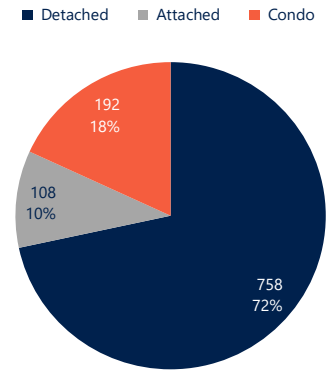
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EASTERN SHORE MD/DE AREA - MAY 2025

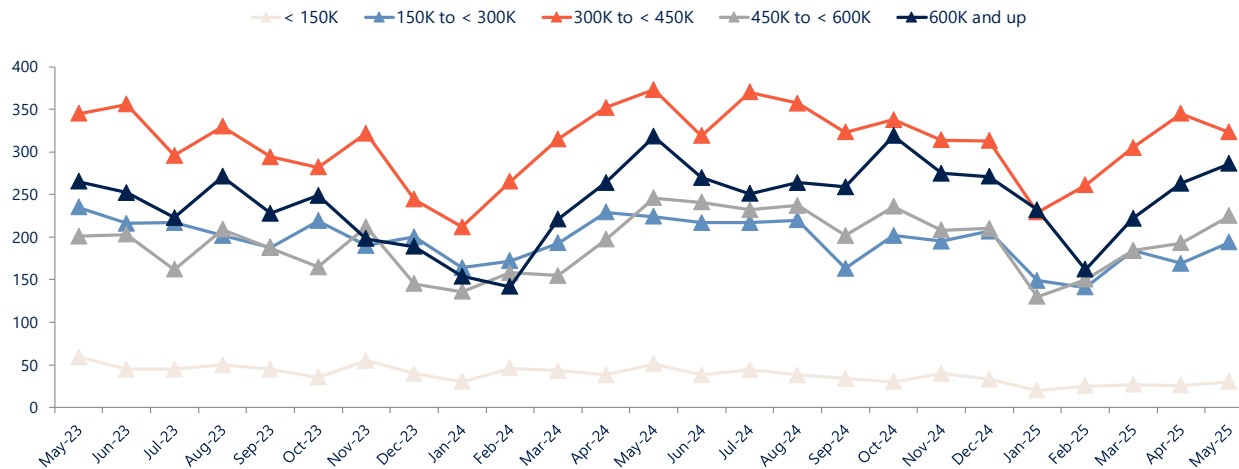
Total Units Sold by Type



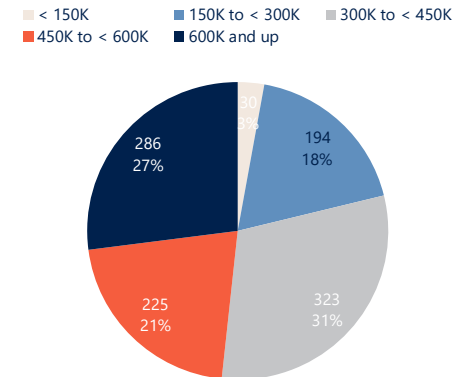
**Total Units Sold by Type
Current Month**



Total Units Sold by Price Range

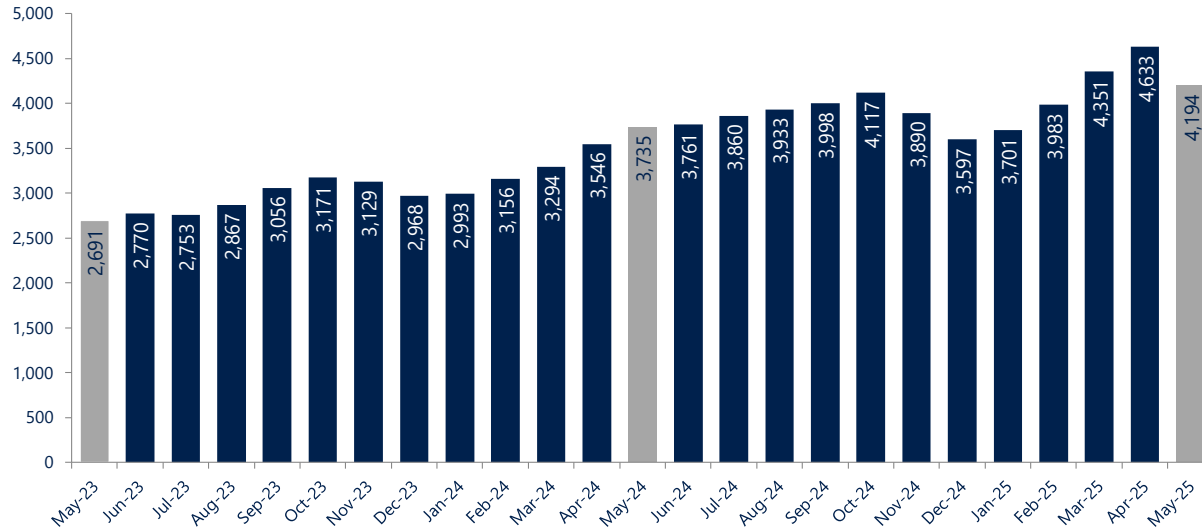


**Total Units Sold by Price Range
Current Month**

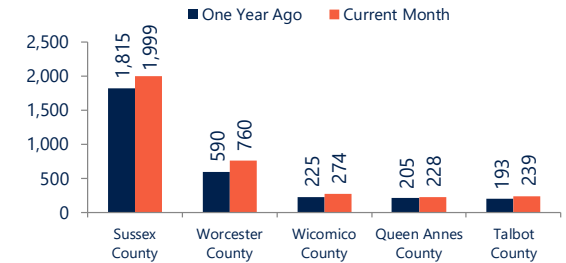


EASTERN SHORE MD/DE AREA - MAY 2025

Total Active Inventory



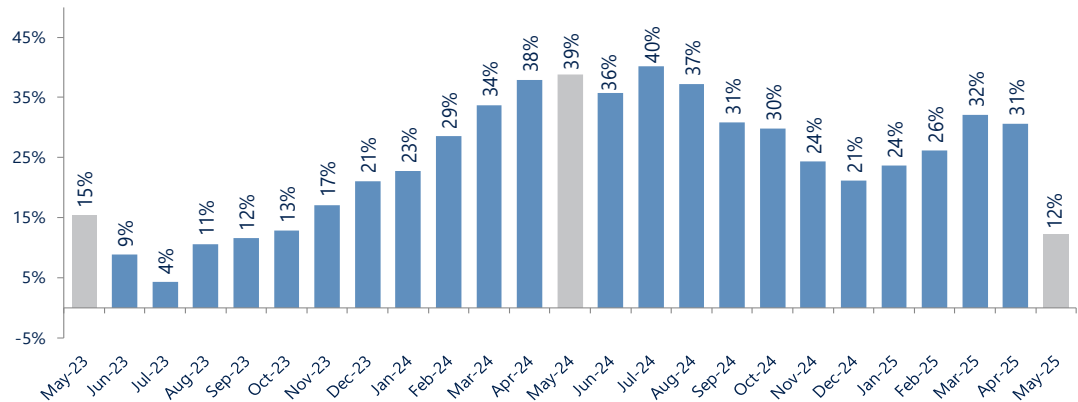
Total Active Inventory Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- Versus last May, the total number of homes available this month was higher by 459 units or 12%.
- Active inventory this May was 9% lower than the previous month's supply of available inventory.

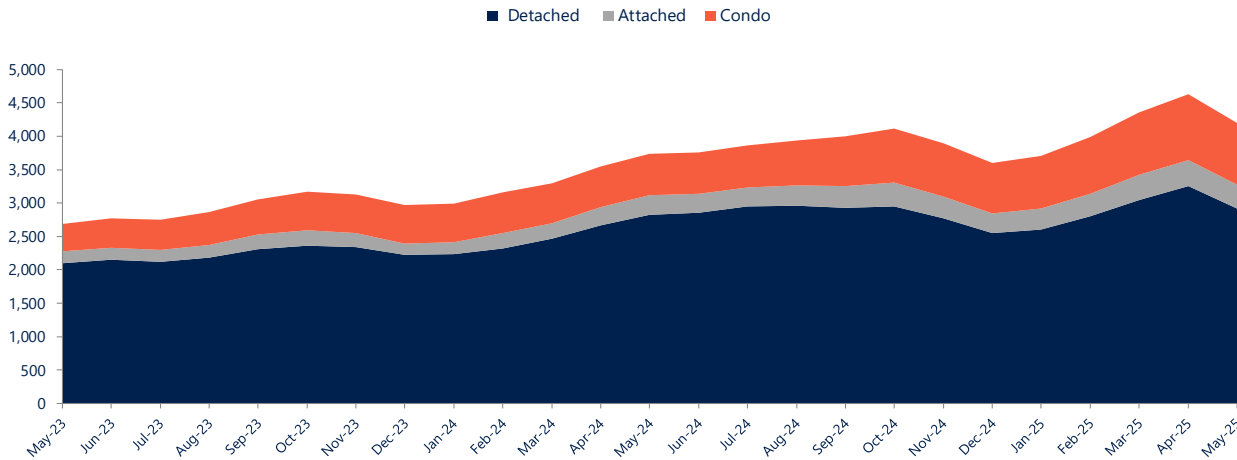
Total Active Inventory Percent Change Year/Year



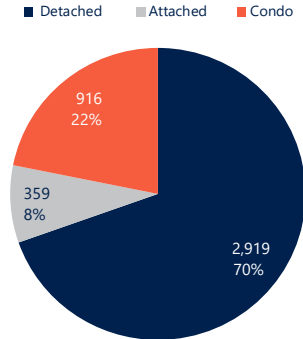
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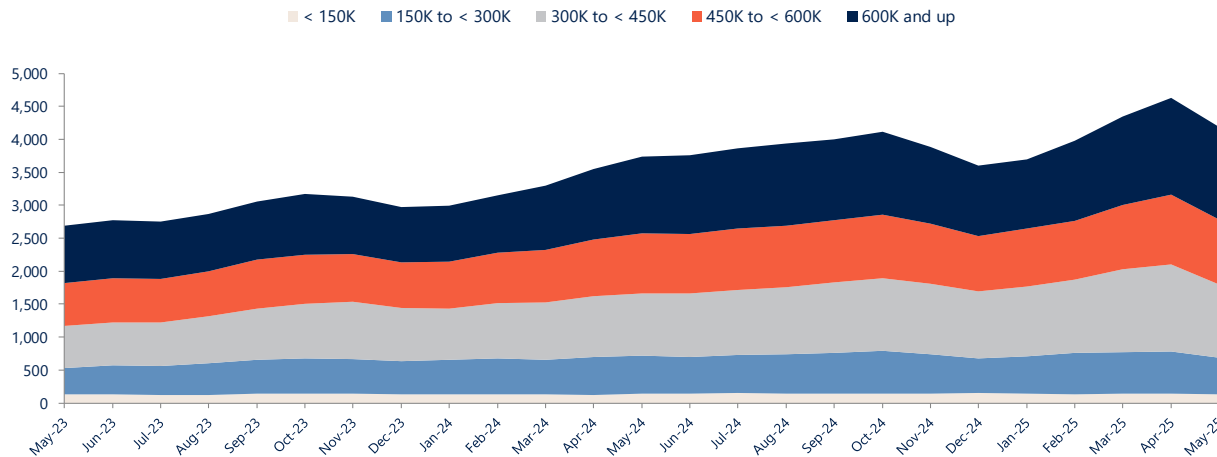
Total Active Inventory by Type



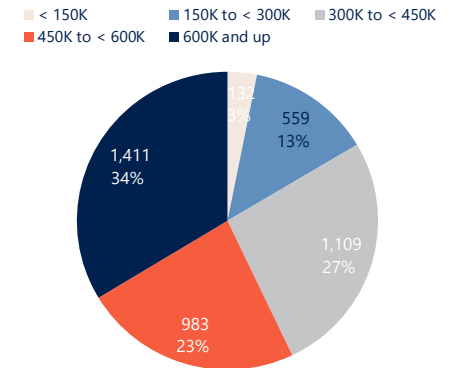
Total Active Inventory by Type Current Month



Total Active Inventory by Price Range



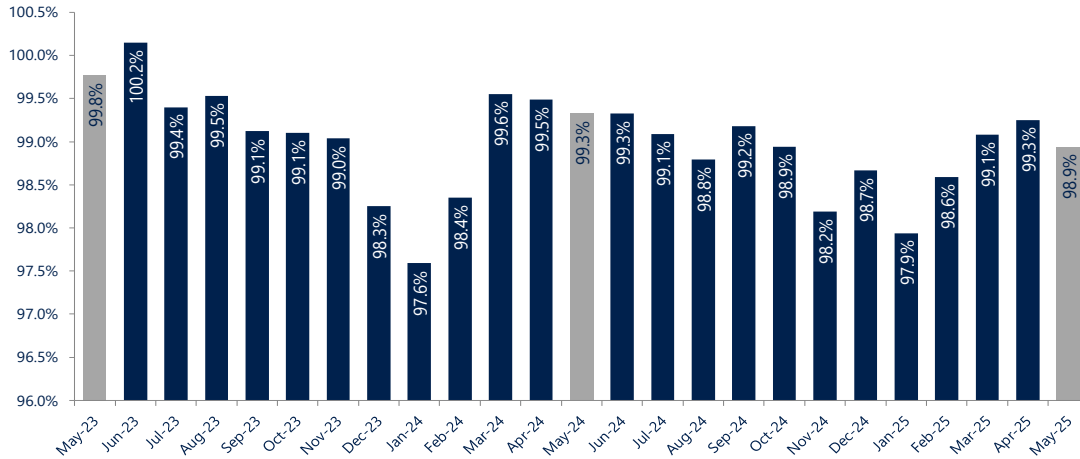
Total Active Inventory by Price Range Current Month



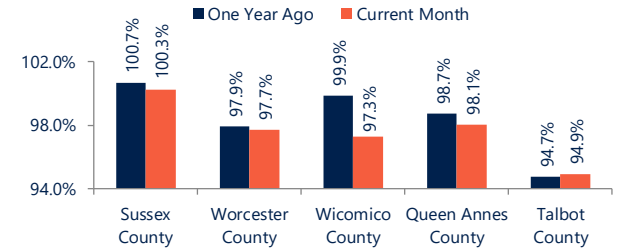
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EASTERN SHORE MD/DE AREA - MAY 2025

Average Sale Price as a Percent of List Price



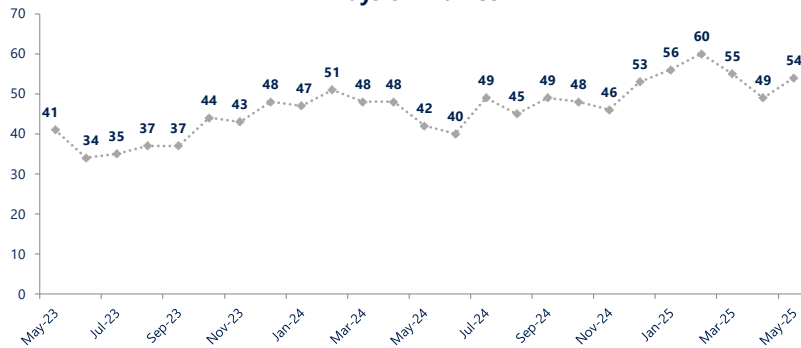
Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold



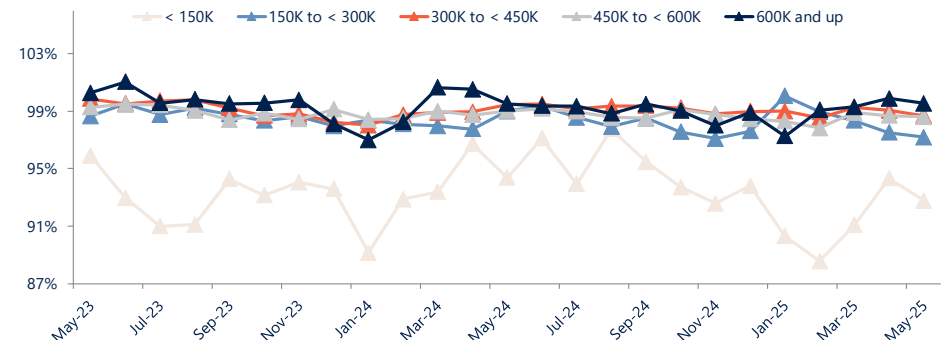
Days on Market	
Current Month	One Year Ago
54	42
Up 29% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
98.9%	99.3%
Down -0.4% Vs. Year Ago	

Days on Market



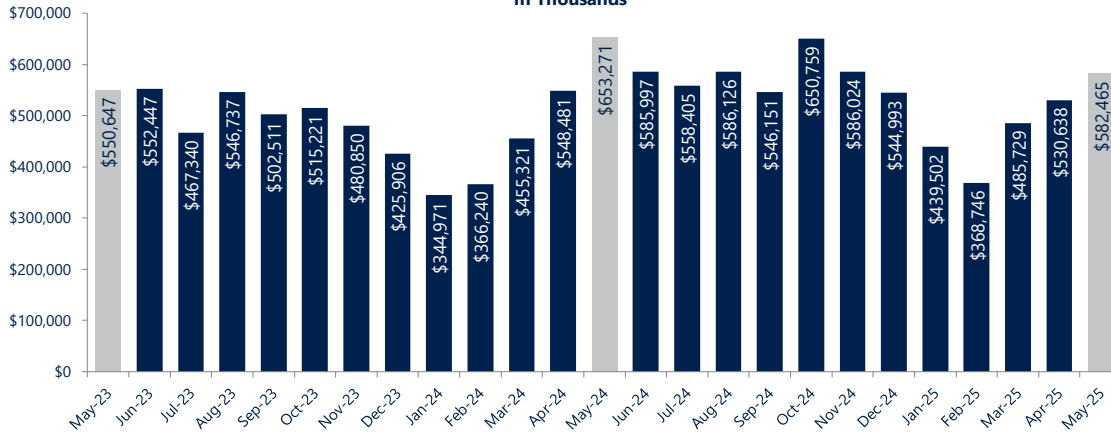
Average Sale Price as a Percent of List Price by Price Range



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EASTERN SHORE MD/DE AREA - MAY 2025

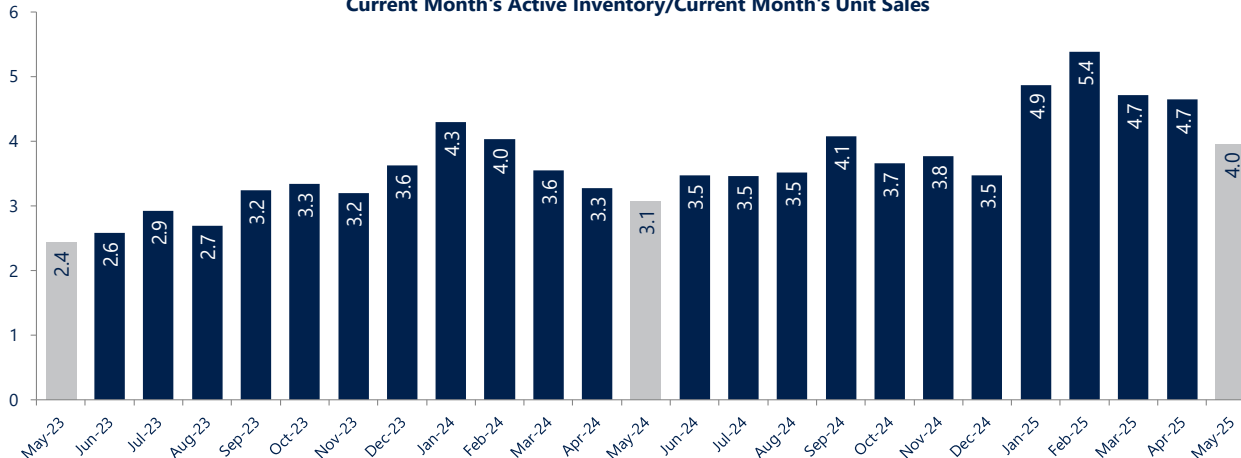
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this May was 11% less than the same month one year ago.
- In May, there was 4.0 months of supply available, compared to 3.1 in May 2024. That was an increase of 29% versus a year ago.

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



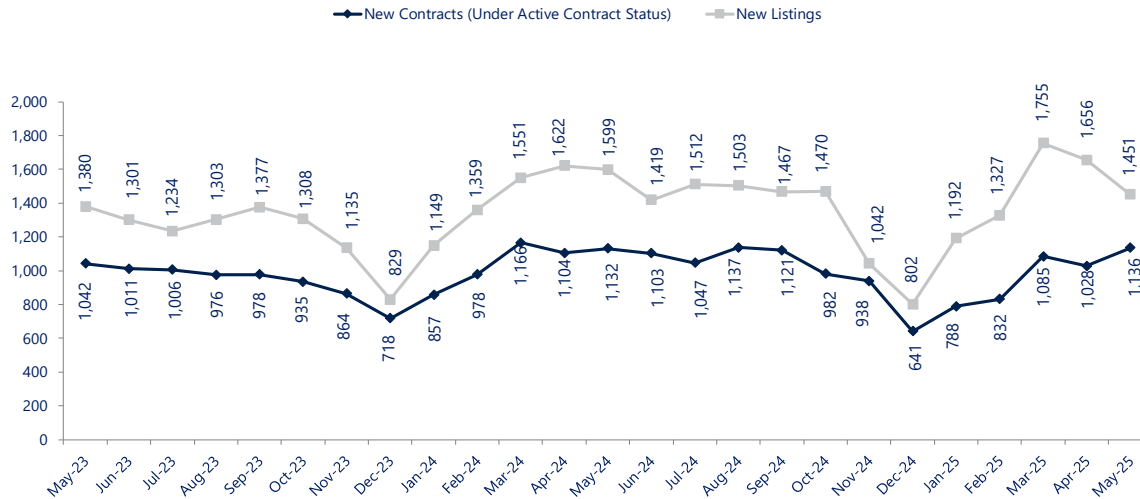
Total Dollar Volume Sold	
Current Month	One Year Ago
\$582,464,908	\$653,271,263
Down -11% Vs. Year Ago	

Months of Supply	
Current Month	One Year Ago
4.0	3.1
Up 29% Vs. Year Ago	

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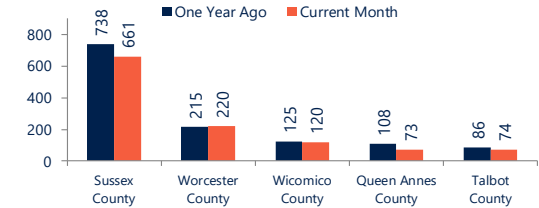
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New Listings & New Contracts



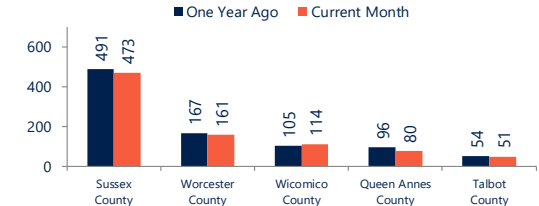
New Listings

Of Top Five Counties/Cities Based on Total Units Sold



New Contracts

Of Top Five Counties/Cities Based on Total Units Sold

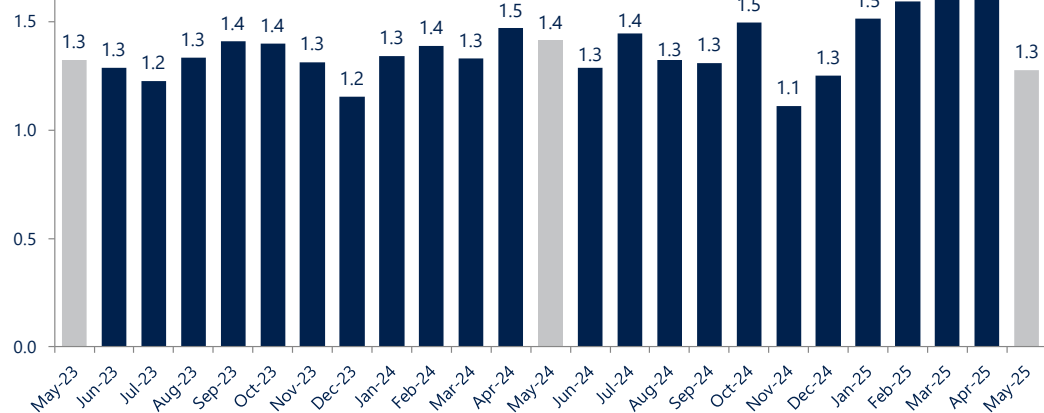


Highlights

- 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 10% from May 2024.

Supply/Demand Ratio

Number of New Listings to New Contracts



New Listings	
Current Month	One Year Ago
1,451	1,599
Down -9% Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
1,136	1,132
No Change Vs. Year Ago	