

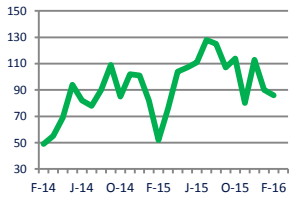


Focus On: Cecil County Housing Market

February 2016

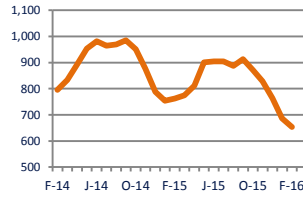
Units Sold

86



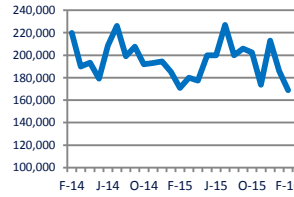
Active Inventory

654



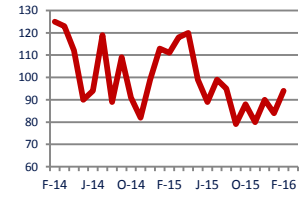
Median Sale Price

\$169,010



Days On Market

94

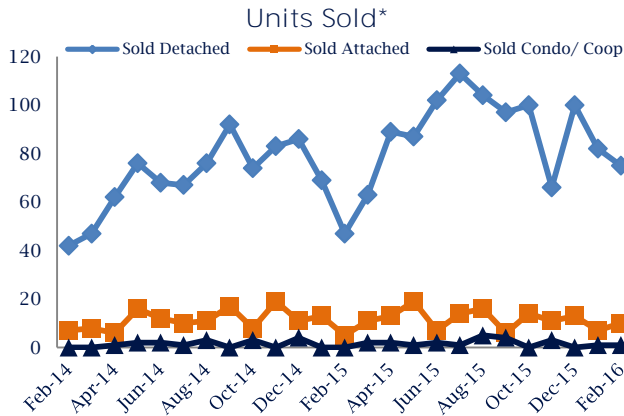


Up
Vs. Year Ago

Down -14%
Vs. Year Ago

Down -1%
Vs. Year Ago

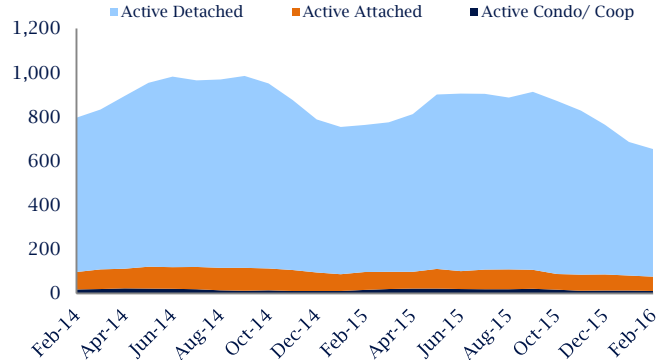
Down -15%
Vs. Year Ago



Units Sold

There was a decrease in total units sold in February, with 86 sold this month in Cecil County. This month's total units sold was higher than at this time last year.

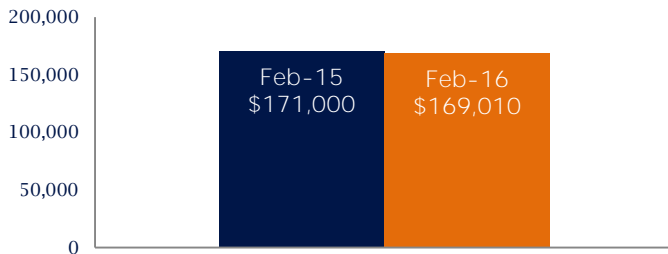
Active Inventory*



Active Inventory

Versus last year, the total number of homes available this month is lower by 109 units or 14%. The total number of active inventory this February was 654 compared to 763 in February 2015. This month's total of 654 is lower than the previous month's total supply of available inventory of 686, a decrease of 5%.

Median Sale Price



Median Sale Price

Last February, the median sale price for Cecil County Homes was \$171,000. This February, the median sale price was \$169,010, a decrease of 1% or \$1,990 compared to last year. The current median sold price is 9% lower than in January.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

Information included in this report is based on data supplied by MRIS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of MRIS or Long & Foster Real Estate, Inc.



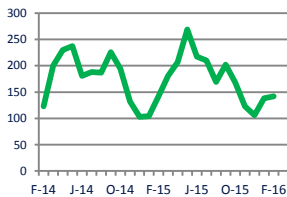


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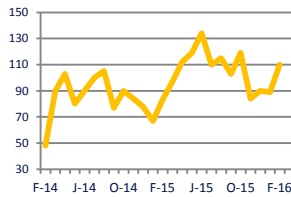
New Listings

142



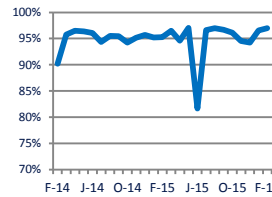
Current Contracts

110



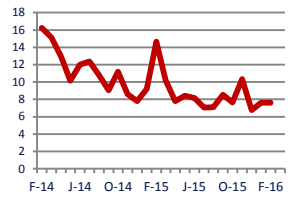
Sold Vs. List Price

97.0%



Months of Supply

7.6



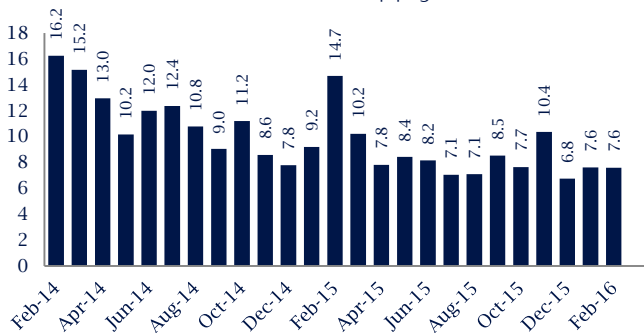
No Change
Vs. Year Ago

Up 33%
Vs. Year Ago

Up 1.8%
Vs. Year Ago

Down -48%
Vs. Year Ago

Months Of Supply



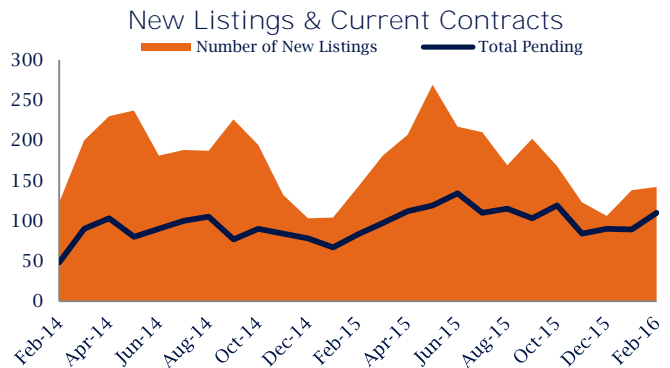
Months of Supply

In February, there was 7.6 months of supply available in Cecil County, compared to 14.7 in February 2015. That is a decrease of 48% versus a year ago.

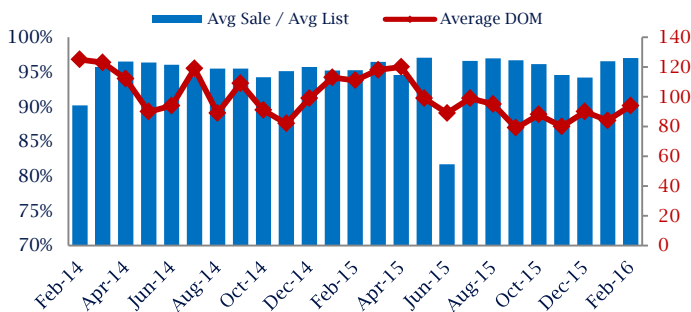
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

This month there were 142 homes newly listed for sale in Cecil County, which is similar to the amount in February 2015. There were 110 current contracts pending sale this February compared to 83 a year ago. The number of current contracts is 33% higher than last February.



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In February, the average sale price in Cecil County was 97.0% of the average list price, which is 1.8% higher than at this time last year.

Days On Market

This month, the average number of days on market was 94, lower than the average last year, which was 111, a decrease of 15%.

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