



THE LONG & FOSTER® MARKETMINUTE



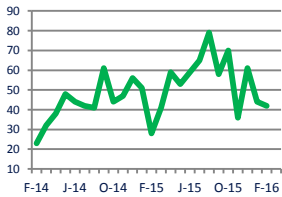
Focus On: Elkton, Earleville, and Chesapeake City Housing Market

February 2016

Zip Code(s): 21921, 21919, 21915, 21912, 21920, 21913 and 21930

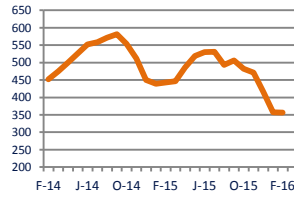
Units Sold

42



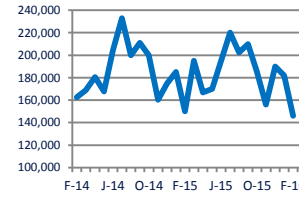
Active Inventory

356



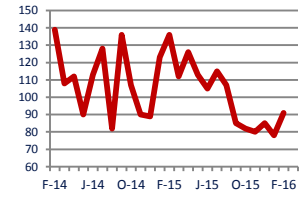
Median Sale Price

\$146,000



Days On Market

91

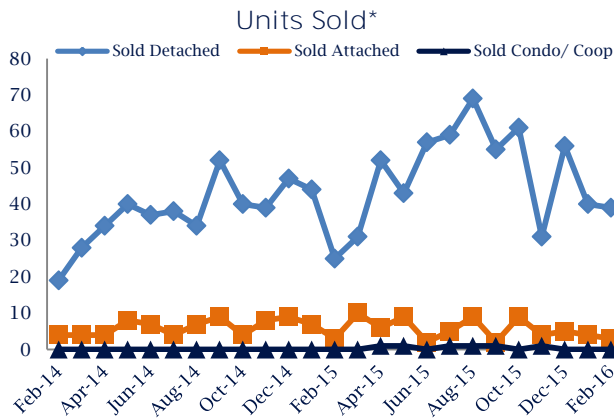


Up
Vs. Year Ago

Down -20%
Vs. Year Ago

Down -3%
Vs. Year Ago

Down -33%
Vs. Year Ago

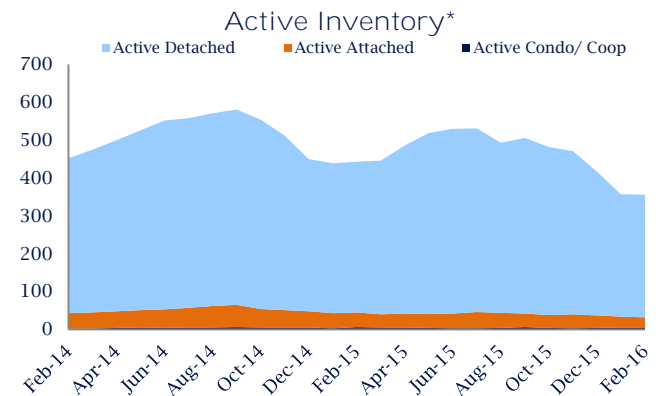


Units Sold

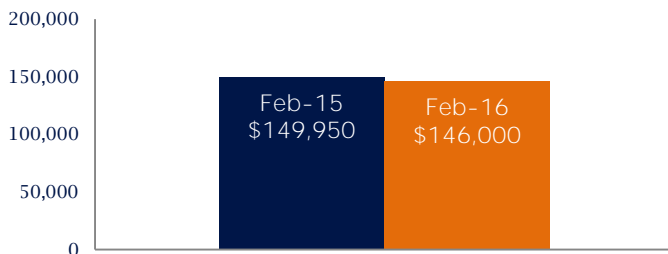
There was a decrease in total units sold in February, with 42 sold this month in Elkton, Earleville, and Chesapeake City. This month's total units sold was higher than at this time last year.

Active Inventory

Versus last year, the total number of homes available this month is lower by 87 units or 20%. The total number of active inventory this February was 356 compared to 443 in February 2015. This month's supply remained stable as compared to last month.



Median Sale Price



Median Sale Price

Last February, the median sale price for Elkton, Earleville, and Chesapeake City Homes was \$149,950. This February, the median sale price was \$146,000, a decrease of 3% or \$3,950 compared to last year. The current median sold price is 20% 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.

Elkton, Earleville, and Chesapeake City are defined as properties listed in zip code/s 21921, 21919, 21915, 21912, 21920, 21913 and 21930.

*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.



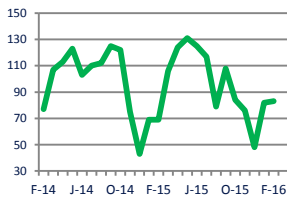


Focus On: Elkton, Earleville, and Chesapeake City Housing Market
Zip Code(s): 21921, 21919, 21915, 21912, 21920, 21913 and 21930

February 2016

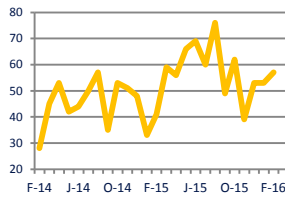
New Listings

83



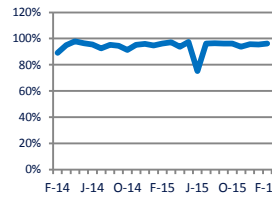
Current Contracts

57



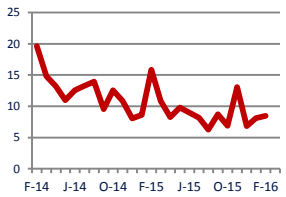
Sold Vs. List Price

96.2%



Months of Supply

8.5



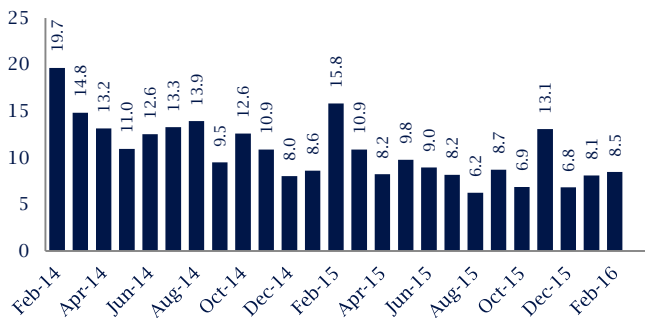
Up 20%
Vs. Year Ago

Up 39%
Vs. Year Ago

No Change
Vs. Year Ago

Down -46%
Vs. Year Ago

Months Of Supply



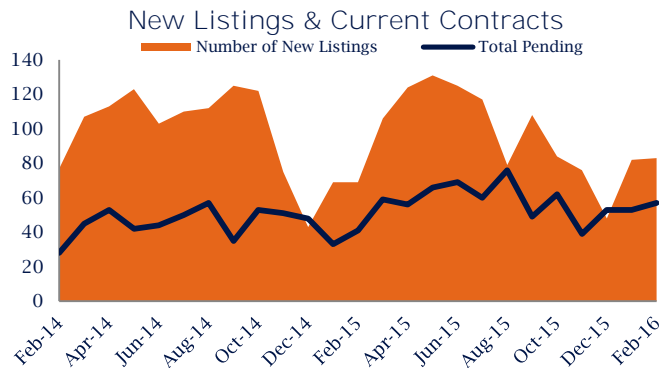
Months of Supply

In February, there was 8.5 months of supply available in Elkton, Earleville, and Chesapeake City, compared to 15.8 in February 2015. That is a decrease of 46% versus a year ago.

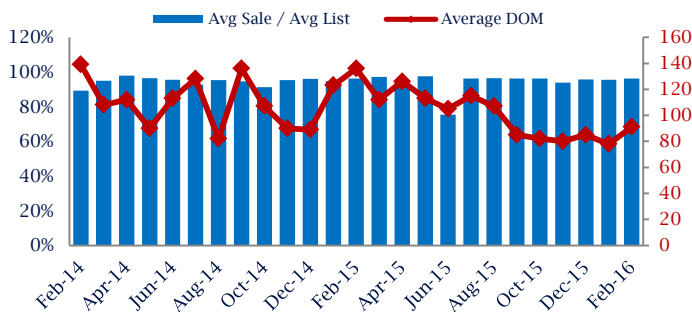
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

This month there were 83 homes newly listed for sale in Elkton, Earleville, and Chesapeake City compared to 69 in February 2015, an increase of 20%. There were 57 current contracts pending sale this February compared to 41 a year ago. The number of current contracts is 39% higher than last February.



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In February, the average sale price in Elkton, Earleville, and Chesapeake City was 96.2% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 91, lower than the average last year, which was 136, a decrease of 33%.

Elkton, Earleville, and Chesapeake City are defined as properties listed in zip code/s 21921, 21919, 21915, 21912, 21920, 21913 and 21930.

*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.

