



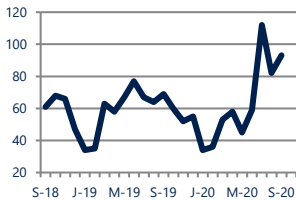
## Focus On: Berlin and Bishopville Housing Market

September 2020

Zip Code(s): 21811, 21813 and 21862

### Units Sold

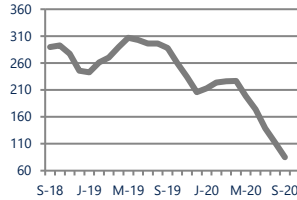
93



Up 35%  
Vs. Year Ago

### Active Inventory

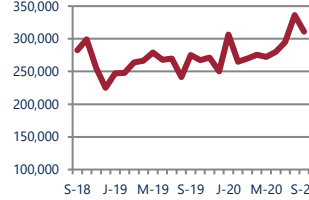
85



Down -70%  
Vs. Year Ago

### Median Sale Price

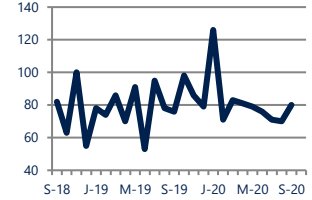
\$311,000



Up 13%  
Vs. Year Ago

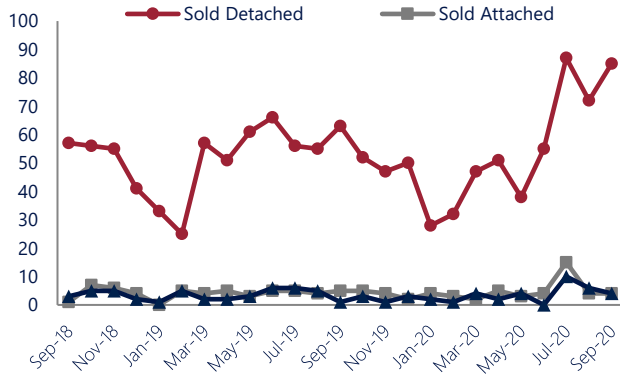
### Days On Market

80



Up 5%  
Vs. Year Ago

### Units Sold\*



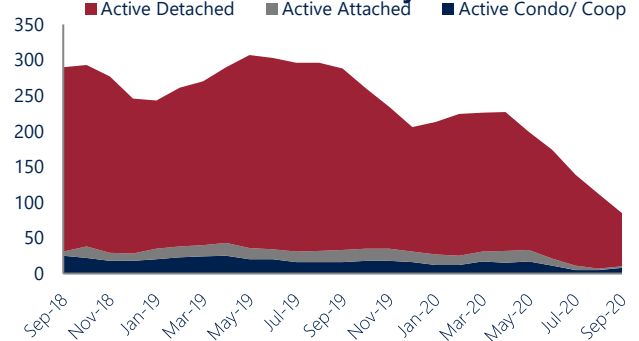
### Units Sold

There was an increase in total units sold in September, with 93 sold this month in Berlin and Bishopville versus 82 last month, an increase of 13%. This month's total units sold was higher than at this time last year, an increase of 35% versus September 2019.

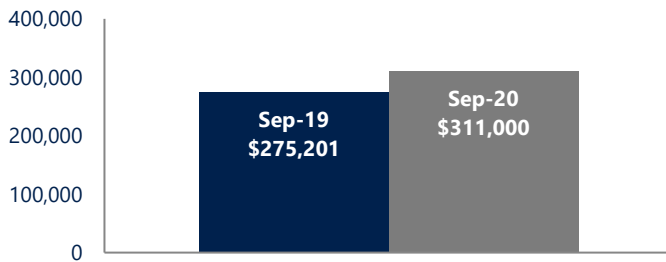
### Active Inventory

Versus last year, the total number of homes available this month is lower by 203 units or 70%. The total number of active inventory this September was 85 compared to 288 in September 2019. This month's total of 85 is lower than the previous month's total supply of available inventory of 112, a decrease of 24%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last September, the median sale price for Berlin and Bishopville Homes was \$275,201. This September, the median sale price was \$311,000, an increase of 13% or \$35,799 compared to last year. The current median sold price is 8% lower than in August.

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

Berlin and Bishopville are defined as properties listed in zip code/s 21811, 21813 and 21862.

\*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 BRIGHTMLS 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 BRIGHTMLS or Long & Foster Real Estate, Inc.





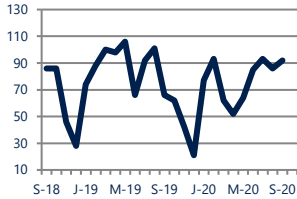
## Focus On: Berlin and Bishopville Housing Market

September 2020

Zip Code(s): 21811, 21813 and 21862

### New Listings

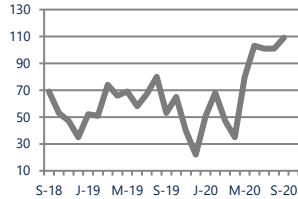
92



Up 39%  
Vs. Year Ago

### Current Contracts

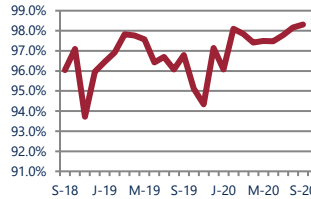
109



Up 106%  
Vs. Year Ago

### Sold Vs. List Price

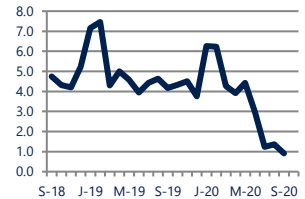
98.3%



Up 1.6%  
Vs. Year Ago

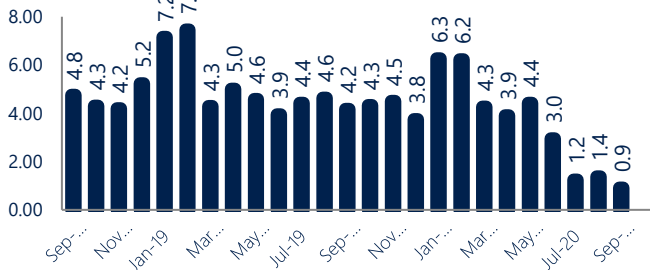
### Months of Supply

0.9



Down -78%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

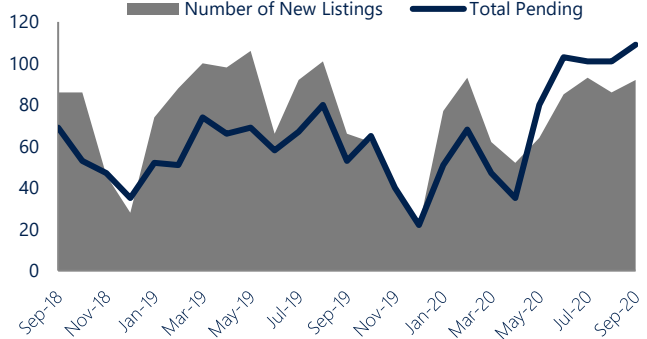
In September, there was 0.9 months of supply available in Berlin and Bishopville, compared to 4.2 in September 2019. That is a decrease of 78% versus a year ago.

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.

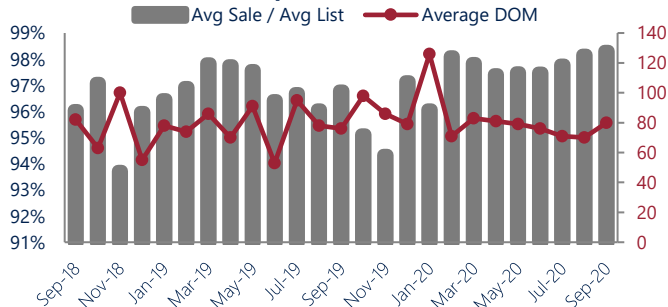
### New Listings & Current Contracts

This month there were 92 homes newly listed for sale in Berlin and Bishopville compared to 66 in September 2019, an increase of 39%. There were 109 current contracts pending sale this September compared to 53 a year ago. The number of current contracts is 106% higher than last September.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In September, the average sale price in Berlin and Bishopville was 98.3% of the average list price, which is 1.5% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 80, higher than the average last year, which was 76, an increase of 5%.

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