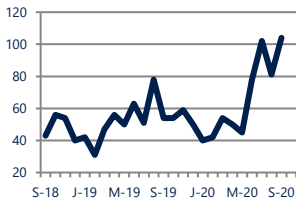


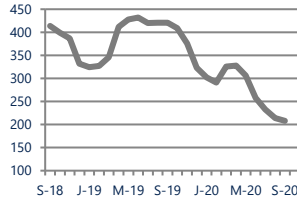


Units Sold 104



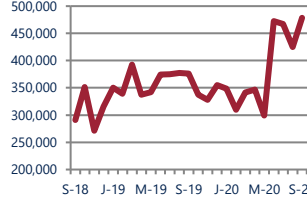
Up
Vs. Year Ago

Active Inventory 208



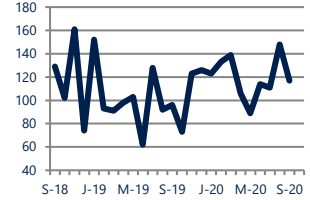
Down -51%
Vs. Year Ago

Median Sale Price \$478,500



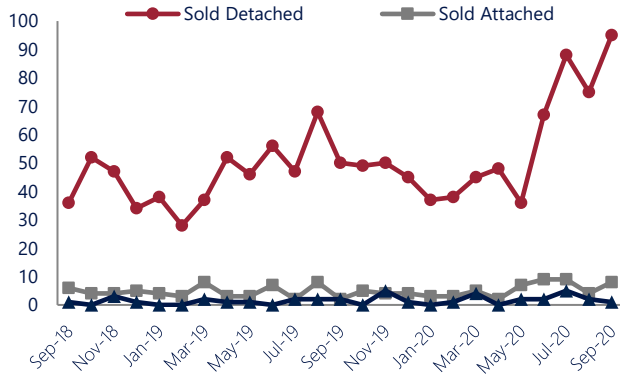
Up 27%
Vs. Year Ago

Days On Market 117



Up 22%
Vs. Year Ago

Units Sold*



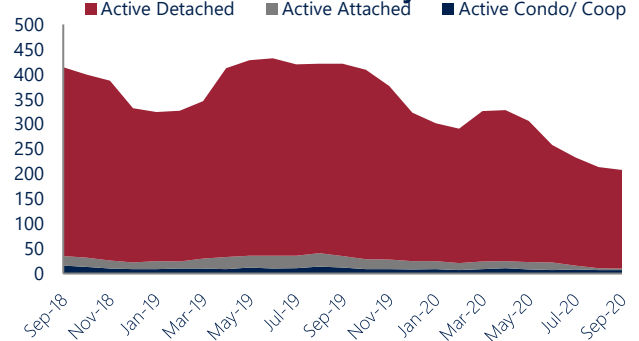
Units Sold

There was an increase in total units sold in September, with 104 sold this month in Talbot County. 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 213 units or 51%. The total number of active inventory this September was 208 compared to 421 in September 2019. This month's total of 208 is lower than the previous month's total supply of available inventory of 214, a decrease of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Talbot County Homes was \$376,000. This September, the median sale price was \$478,500, an increase of \$102,500 compared to last year. The current median sold price is higher 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.



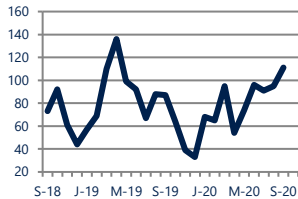
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by BRIGHTMLS 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.





New Listings

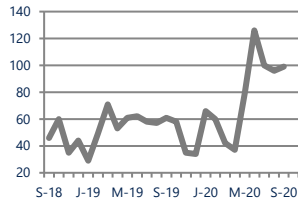
111



Up 28%
Vs. Year Ago

Current Contracts

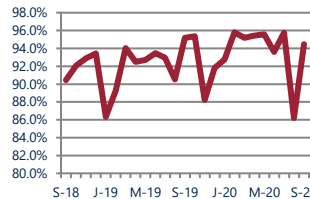
99



Up 62%
Vs. Year Ago

Sold Vs. List Price

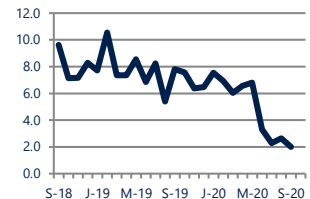
94.5%



Down -0.7%
Vs. Year Ago

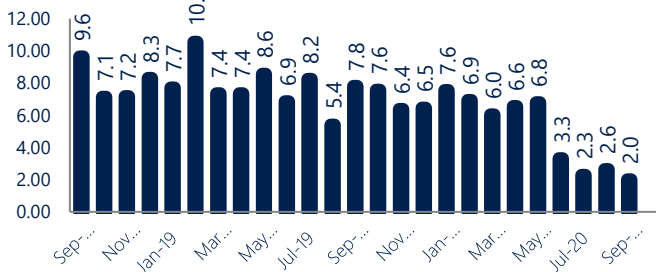
Months of Supply

2.0



Down -74%
Vs. Year Ago

Months Of Supply



Months of Supply

In September, there was 2.0 months of supply available in Talbot County, compared to 7.8 in September 2019. That is a decrease of 74% versus a year ago.

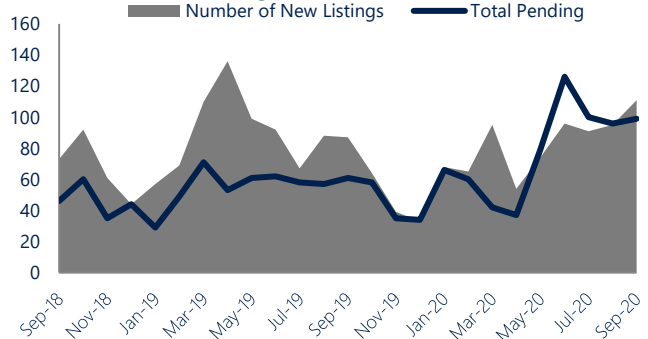
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

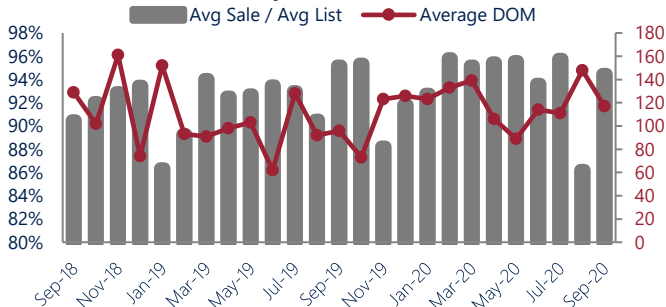
This month there were 111 homes newly listed for sale in Talbot County compared to 87 in September 2019, an increase of 28%.

There were 99 current contracts pending sale this September compared to 61 a year ago. The number of current contracts is 62% 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 Talbot County was 94.5% of the average list price, which is 0.7% lower than at this time last year.

Days On Market

This month, the average number of days on market was 117, higher than the average last year, which was 96, an increase of 22%.



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