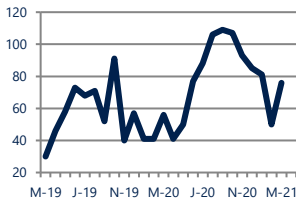




### Units Sold

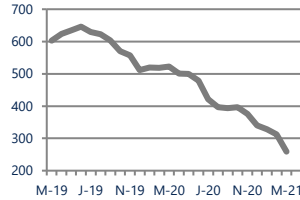
76



**Up**  
Vs. Year Ago

### Active Inventory

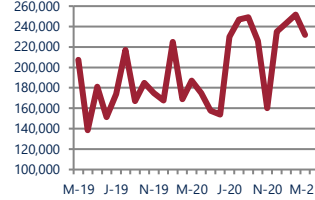
259



**Down -50%**  
Vs. Year Ago

### Median Sale Price

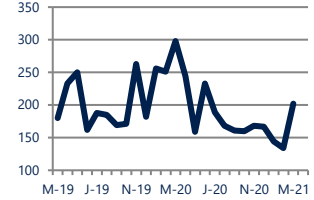
\$232,000



**Up 24%**  
Vs. Year Ago

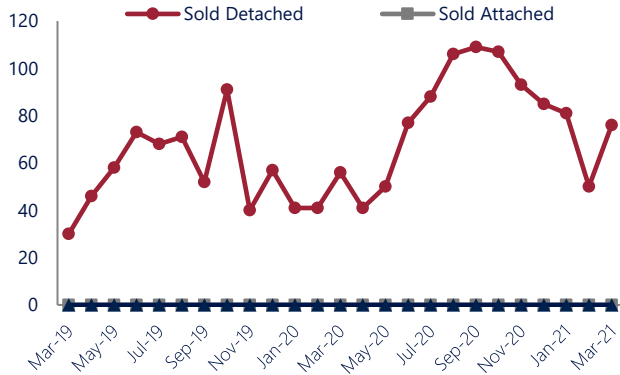
### Days On Market

202



**Down -32%**  
Vs. Year Ago

### Units Sold\*



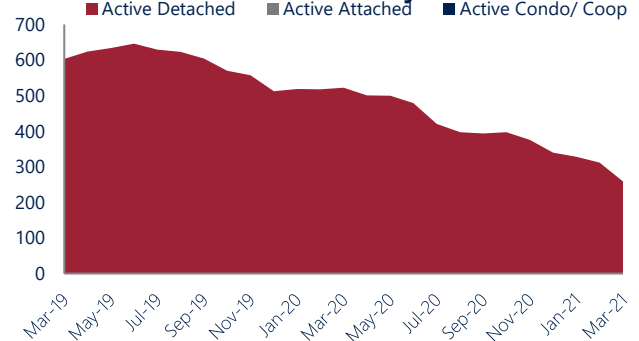
### Units Sold

There was an increase in total units sold in March, with 76 sold this month in Eastern Shore Virginia. 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 263 units or 50%. The total number of active inventory this March was 259 compared to 522 in March 2020. This month's total of 259 is lower than the previous month's total supply of available inventory of 312, a decrease of 17%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last March, the median sale price for Eastern Shore Virginia Homes was \$186,950. This March, the median sale price was \$232,000, an increase of 24% or \$45,050 compared to last year. The current median sold price is 8% lower than in February.

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

\*Defined as the counties of Accomack and Northampton in VA.

\*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.

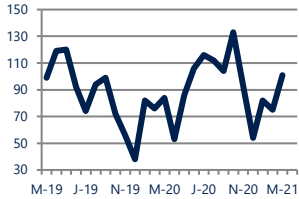
Information included in this report is based on data supplied by ESAOR and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently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





### New Listings

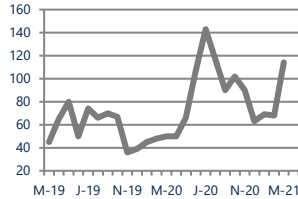
101



Up 20%  
Vs. Year Ago

### Current Contracts

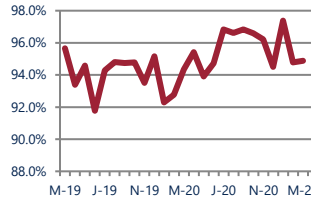
114



Up 128%  
Vs. Year Ago

### Sold Vs. List Price

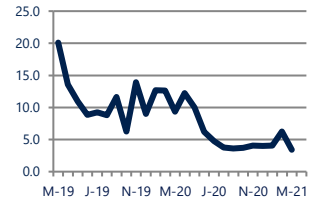
94.9%



Up 0.6%  
Vs. Year Ago

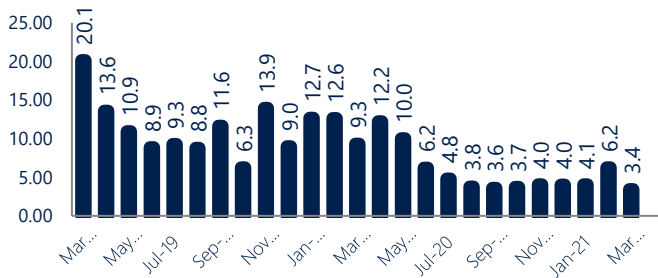
### Months of Supply

3.4



Down -63%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

In March, there was 3.4 months of supply available in Eastern Shore Virginia, compared to 9.3 in March 2020. That is a decrease of 63% versus a year ago.

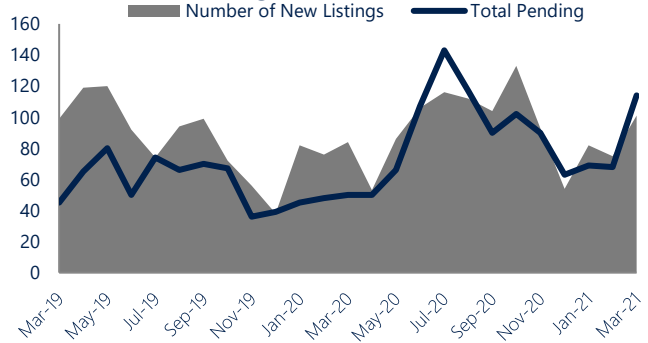
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

### New Listings & Current Contracts

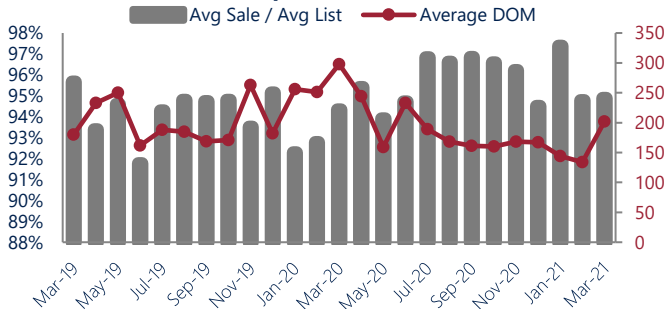
This month there were 101 homes newly listed for sale in Eastern Shore Virginia compared to 84 in March 2020, an increase of 20%.

There were 114 current contracts pending sale this March compared to 50 a year ago. The number of current contracts is 128% higher than last March.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In March, the average sale price in Eastern Shore Virginia was 94.9% of the average list price, which is 0.5% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 202, lower than the average last year, which was 298, a decrease of 32%.

\*Defined as the counties of Accomack and Northampton in VA.

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

