

City: Ocean City



The McNamara Team

Associate Broker

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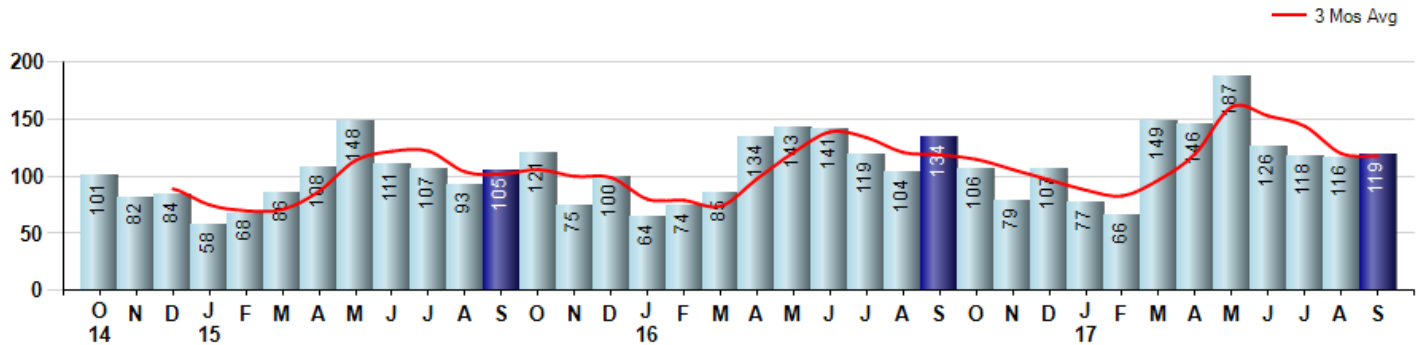
Price Range: 0 to 300000999 | Properties: Single Family Home, Townhome, Condo, Mobile Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$319,000	0%		12%				
Average List Price of all Current Listings	\$386,017	-2%		13%				
September Median Sales Price	\$253,000	-1%	2%	2%	3%	\$247,500	0%	1%
September Average Sales Price	\$299,477	6%	7%	2%	7%	\$286,749	1%	2%
Total Properties Currently for Sale (Inventory)	828	1%		-16%				
September Number of Properties Sold	119	3%		-11%			11%	
September Average Days on Market (Solds)	167	53%	16%	14%	0%	149	-10%	-11%
Asking Price per Square Foot (based on New Listings)	\$272	-3%	-1%	7%	6%	\$267	4%	4%
September Sold Price per Square Foot	\$249	3%	2%	3%	7%	\$246	7%	6%
September Month's Supply of Inventory	7.0	-1%	-1%	-6%	-32%	7.9	-24%	-24%
September Sale Price vs List Price Ratio	93.1%	-0.5%	0%	0%	1.1%	93.1%	1.0%	1.0%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

Property Sales

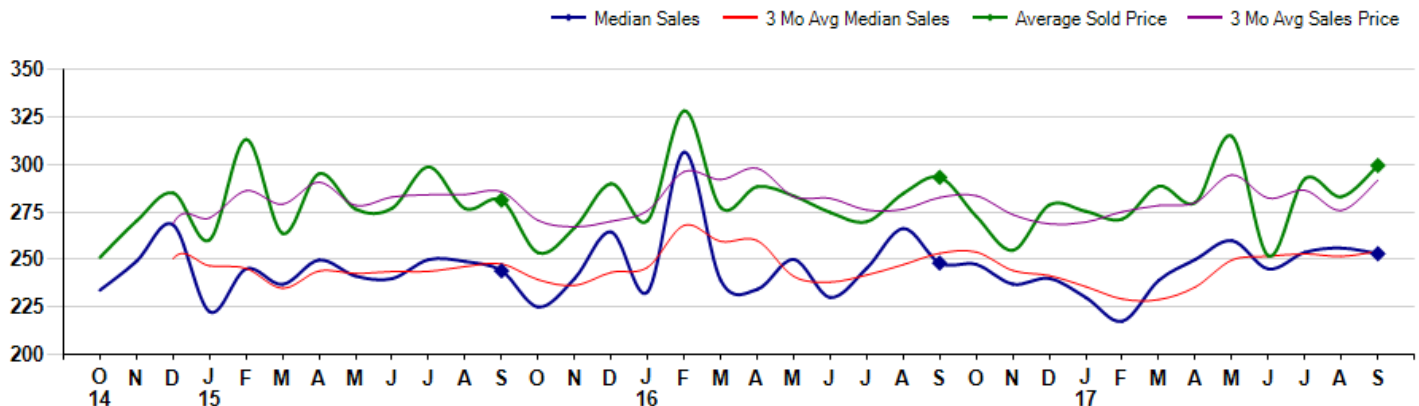
September Property sales were 119, down -11.2% from 134 in September of 2016 and 2.6% higher than the 116 sales last month. September 2017 sales were at a mid level compared to September of 2016 and 2015. September YTD sales of 1,104 are running 10.6% ahead of last year's year-to-date sales of 998.



Prices

The Median Sales Price in September was \$253,000, up 2.0% from \$248,050 in September of 2016 and down -1.2% from \$256,000 last month. The Average Sales Price in September was \$299,477, up 2.1% from \$293,200 in September of 2016 and up 5.8% from \$282,982 last month. September 2017 ASP was at highest level compared to September of 2016 and 2015.

Median means Middle (the same # of properties sold above and below Median) (000's)



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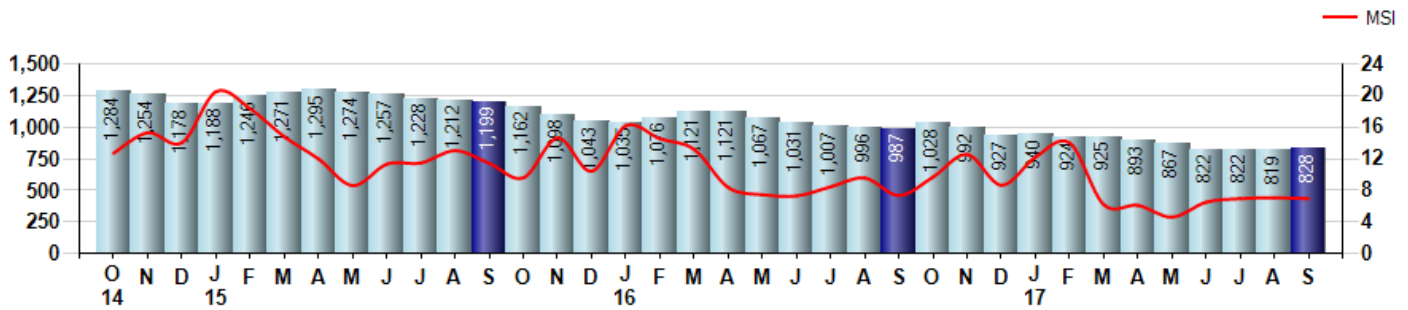
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Inventory & MSI

The Total Inventory of Properties available for sale as of September was 828, up 1.1% from 819 last month and down -16.1% from 987 in September of last year. September 2017 Inventory was at the lowest level compared to September of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2017 MSI of 7.0 months was at its lowest level compared with September of 2016 and 2015.

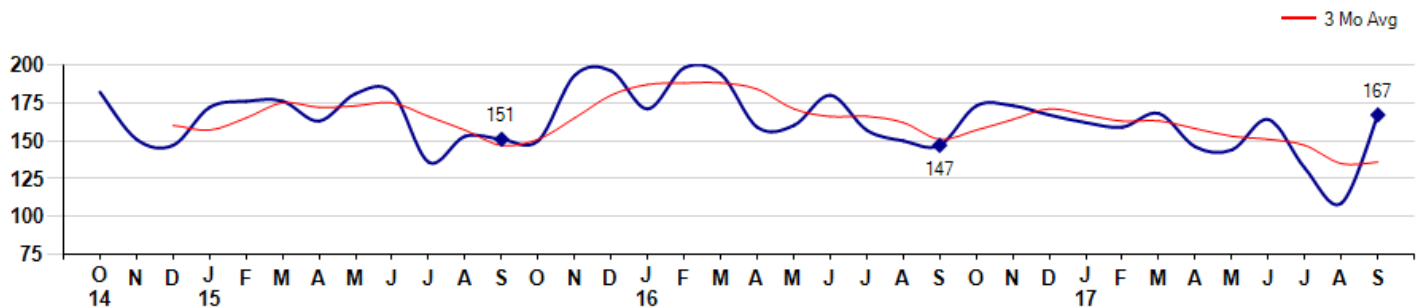
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



Market Time

The average Days On Market(DOM) shows how many days the average Property is on the Market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for September was 167, up 53.2% from 109 days last month and up 13.6% from 147 days in September of last year. The September 2017 DOM was at its highest level compared with September of 2016 and 2015.

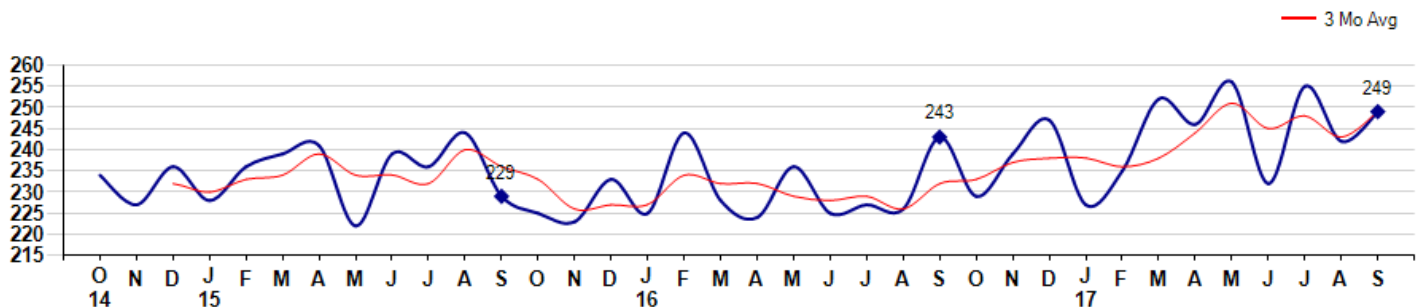
Average Days on Market(Listing to Contract) for properties sold during the month



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The September 2017 Selling Price per Square Foot of \$249 was up 2.9% from \$242 last month and up 2.5% from \$243 in September of last year.

Average Selling Price per Square Foot for properties that sold during the month



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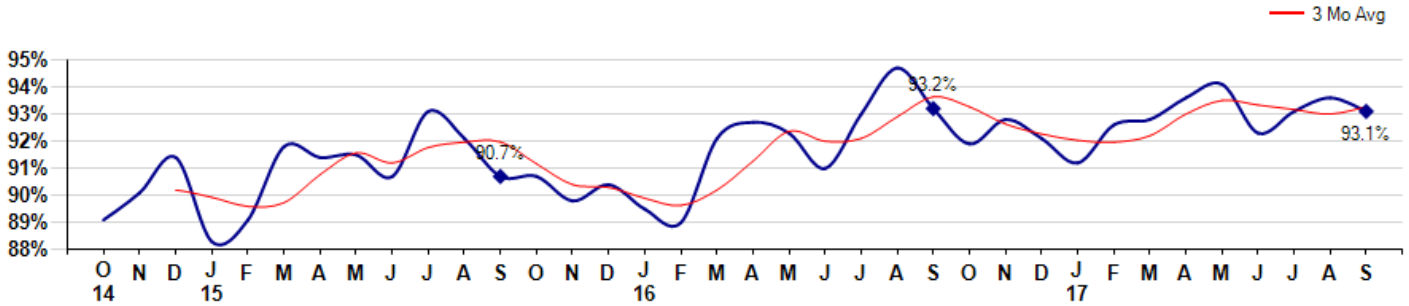


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Selling Price vs Listing Price

The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The September 2017 Selling Price vs List Price of 93.1% was down from 93.6% last month and down from 93.2% in September of last year.

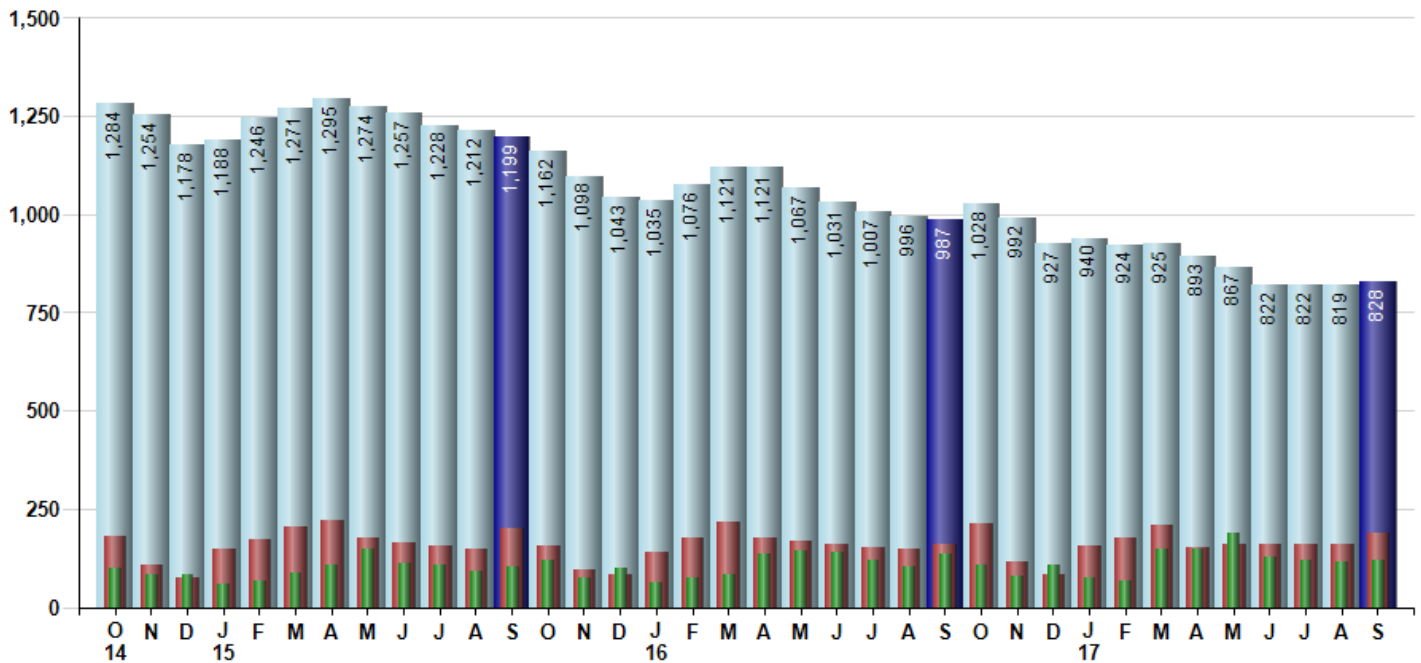
Avg Selling Price divided by Avg Listing Price for sold properties during the month



Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in September 2017 was 188, up 18.2% from 159 last month and up 18.2% from 159 in September of last year.

Inventory (light blue), New Listings (dark red), Sold (green)



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MARKET ACTION REPORT

September 2017

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	O 14	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S
Homes Sold	101	82	84	58	68	86	108	148	111	107	93	105	121	75	100	64	74	85	134	143	141	119	104	134	106	79	107	77	66	149	146	187	126	118	116	119
3 Mo. Roll Avg			89	75	70	71	87	114	122	122	104	102	106	100	99	80	79	74	98	121	139	134	121	119	115	106	97	88	83	97	120	161	153	144	120	118

	(000's) O 14	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S
Median Sale Price	234	249	268	223	245	237	250	241	240	250	249	244	225	240	265	233	307	239	234	250	230	245	266	248	247	237	240	230	217	239	250	260	245	254	256	253
3 Mo. Roll Avg			250	247	245	235	244	243	244	244	246	248	239	236	243	246	268	259	260	241	238	242	247	253	254	244	241	236	229	229	235	250	252	253	252	254

	O 14	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S
Inventory	1,284	1,254	1,178	1,188	1,246	1,271	1,295	1,274	1,257	1,228	1,212	1,199	1,162	1,098	1,043	1,035	1,076	1,121	1,121	1,067	1,031	1,007	996	987	1,028	992	927	940	924	925	893	867	822	822	819	828
MSI	13	15	14	20	18	15	12	9	11	11	13	11	10	15	10	16	15	13	8	7	7	8	10	7	10	13	9	12	14	6	6	5	7	7	7	7

	O 14	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S
Days On Market	182	151	147	172	176	176	163	181	182	136	153	151	150	193	196	171	198	194	159	160	180	157	150	147	173	173	167	162	159	168	146	144	164	132	109	167
3 Mo. Roll Avg			160	157	165	175	172	173	175	166	157	147	151	165	180	187	188	188	184	171	166	166	162	151	157	164	171	167	163	163	158	153	151	147	135	136

	O 14	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S
Price per Sq Ft	234	227	236	228	236	239	241	222	239	236	244	229	225	223	233	225	244	228	224	236	225	227	226	243	229	239	247	227	235	252	246	256	232	255	242	249
3 Mo. Roll Avg			232	230	233	234	239	234	234	232	240	236	233	226	227	227	234	232	232	229	228	229	226	232	233	237	238	238	236	238	244	251	245	248	243	249

	O 14	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S
Sale to List Price	0.891	0.901	0.914	0.883	0.891	0.918	0.914	0.915	0.907	0.931	0.921	0.907	0.898	0.904	0.895	0.890	0.921	0.927	0.923	0.910	0.930	0.947	0.932	0.919	0.928	0.921	0.912	0.926	0.928	0.936	0.941	0.923	0.931	0.936	0.931	
3 Mo. Roll Avg			0.902	0.899	0.896	0.897	0.908	0.916	0.912	0.918	0.920	0.920	0.912	0.904	0.903	0.899	0.896	0.902	0.913	0.924	0.920	0.921	0.929	0.936	0.933	0.926	0.923	0.920	0.920	0.922	0.930	0.935	0.933	0.932	0.930	0.933

	O 14	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S
New Listings	179	107	73	146	174	205	222	177	163	157	147	200	158	94	84	139	178	218	178	168	161	154	148	159	212	117	82	155	177	208	154	162	160	161	159	188
Inventory	1,284	1,254	1,178	1,188	1,246	1,271	1,295	1,274	1,257	1,228	1,212	1,199	1,162	1,098	1,043	1,035	1,076	1,121	1,121	1,067	1,031	1,007	996	987	1,028	992	927	940	924	925	893	867	822	822	819	828
Sales	101	82	84	58	68	86	108	148	111	107	93	105	121	75	100	64	74	85	134	143	141	119	104	134	106	79	107	77	66	149	146	187	126	118	116	119

	(000's) O 14	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S
Avg Sale Price	251	270	285	260	313	264	295	276	277	299	277	281	254	267	290	270	328	277	288	283	275	270	285	293	273	255	279	275	271	289	280	315	252	292	283	299
3 Mo. Roll Avg			269	272	286	279	291	278	283	284	284	286	271	267	270	276	296	292	298	283	282	276	276	283	284	274	269	270	275	278	280	294	282	286	276	292

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