

City: Ocean City



The McNamara Team

Associate Broker

(410) 723-5344

www.OceanCityMdRealEstateSales.com

MonicaC@Ocean-CitySales.com



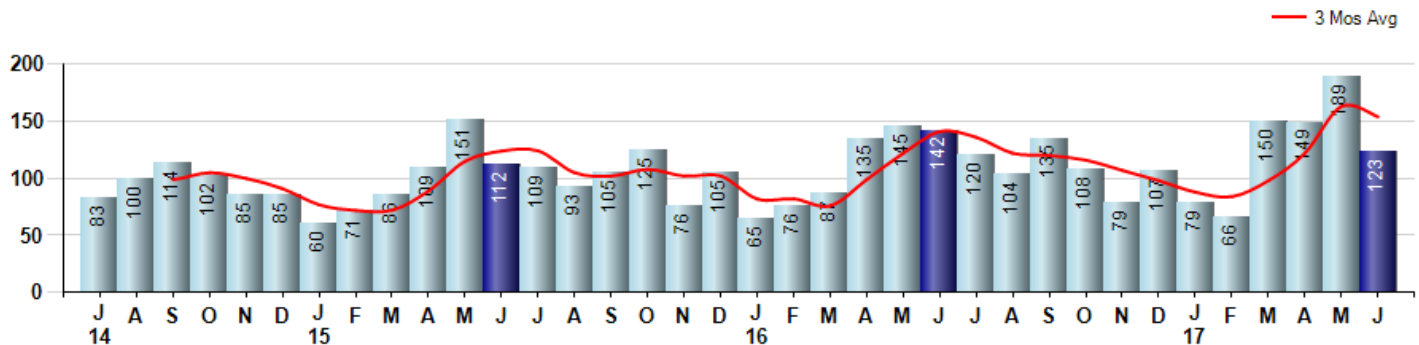
Price Range: 0 to 300000999 | Properties: Single Family Home, Townhome, Condo, Mobile Home, Multi Family

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	1%		12%				
Average List Price of all Current Listings	\$427,338	6%		13%				
June Median Sales Price	\$245,000	-6%	-2%	8%	0%	\$247,250	0%	1%
June Average Sales Price	\$250,168	-23%	-15%	-9%	-12%	\$289,216	-1%	2%
Total Properties Currently for Sale (Inventory)	826	-7%		-22%				
June Number of Properties Sold	123	-35%		-13%			16%	
June Average Days on Market (Solds)	162	7%	4%	-10%	-3%	158	-9%	-5%
Asking Price per Square Foot (based on New Listings)	\$290	10%	7%	13%	12%	\$266	4%	3%
June Sold Price per Square Foot	\$232	-10%	-7%	4%	0%	\$244	7%	6%
June Month's Supply of Inventory	6.7	44%	15%	-10%	-36%	8.4	-26%	-20%
June Sale Price vs List Price Ratio	92.3%	-1.4%	-1%	1%	0.2%	92.9%	1.6%	0.8%

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

Property Sales

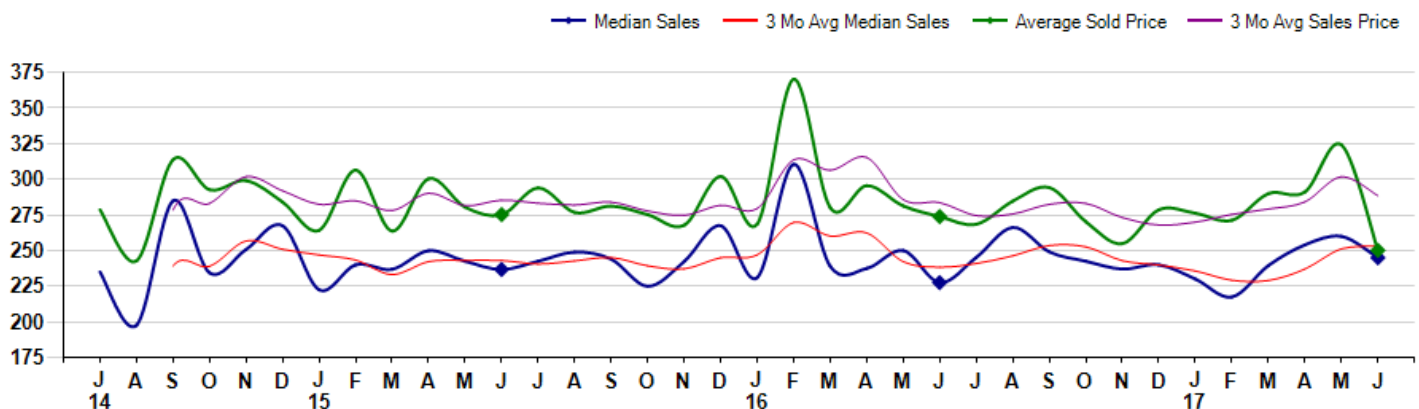
June Property sales were 123, down -13.4% from 142 in June of 2016 and -34.9% lower than the 189 sales last month. June 2017 sales were at a mid level compared to June of 2016 and 2015. June YTD sales of 756 are running 16.3% ahead of last year's year-to-date sales of 650.



Prices

The Median Sales Price in June was \$245,000, up 7.7% from \$227,500 in June of 2016 and down -5.8% from \$260,000 last month. The Average Sales Price in June was \$250,168, down -8.7% from \$273,869 in June of 2016 and down -22.8% from \$324,241 last month. June 2017 ASP was at the lowest level compared to June of 2016 and 2015.

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



City: Ocean City



The McNamara Team

Associate Broker

(410) 723-5344

www.OceanCityMdRealEstateSales.com

MonicaC@Ocean-CitySales.com



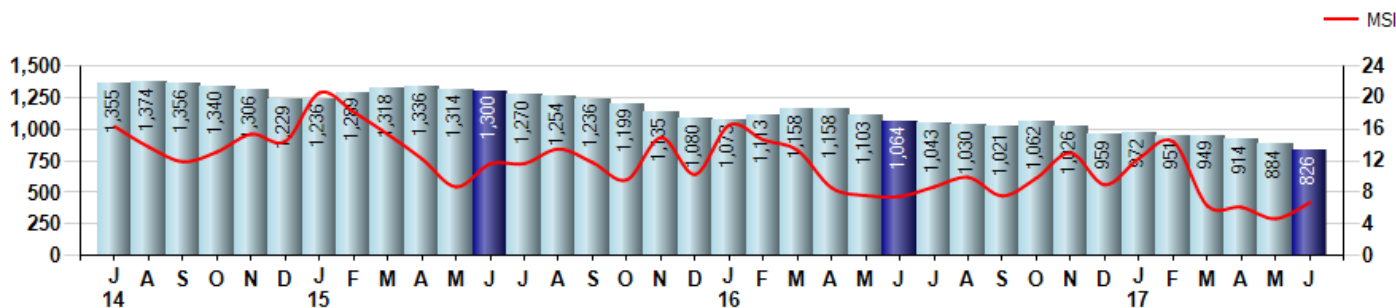
Price Range: 0 to 300000999 | Properties: Single Family Home, Townhome, Condo, Mobile Home, Multi Family

Inventory & MSI

The Total Inventory of Properties available for sale as of June was 826, down -6.6% from 884 last month and down -22.4% from 1,064 in June of last year. June 2017 Inventory was at the lowest level compared to June of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2017 MSI of 6.7 months was at its lowest level compared with June of 2016 and 2015.

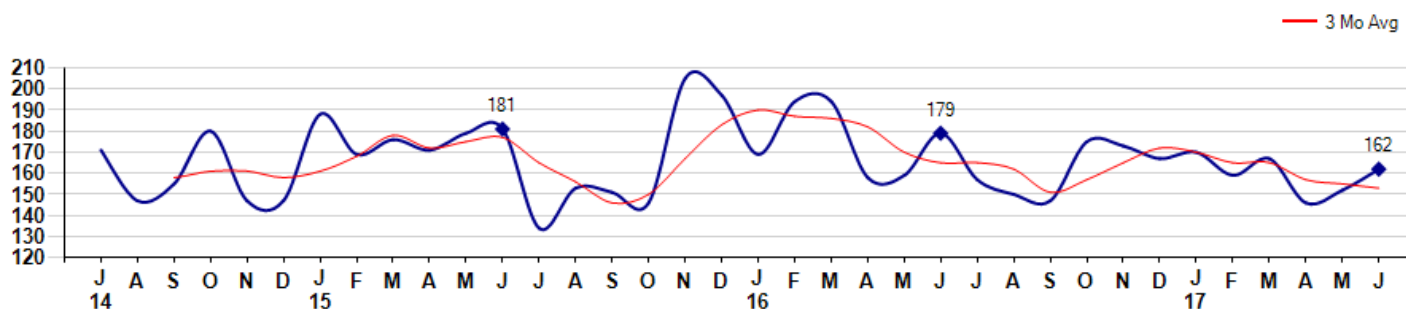
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 June was 162, up 6.6% from 152 days last month and down -9.5% from 179 days in June of last year. The June 2017 DOM was at its lowest level compared with June of 2016 and 2015.

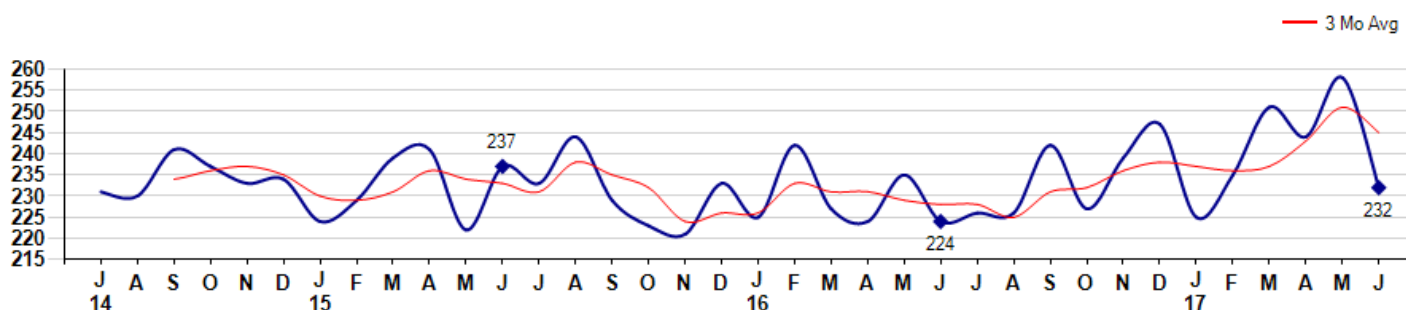
Average Days on Market(Listing to Contract) for properties sold during the month



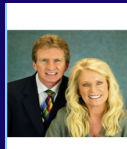
Selling Price per Square Foot

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 June 2017 Selling Price per Square Foot of \$232 was down -10.1% from \$258 last month and up 3.6% from \$224 in June of last year.

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



City: Ocean City



The McNamara Team

Associate Broker

(410) 723-5344

www.OceanCityMdRealEstateSales.com

MonicaC@Ocean-CitySales.com

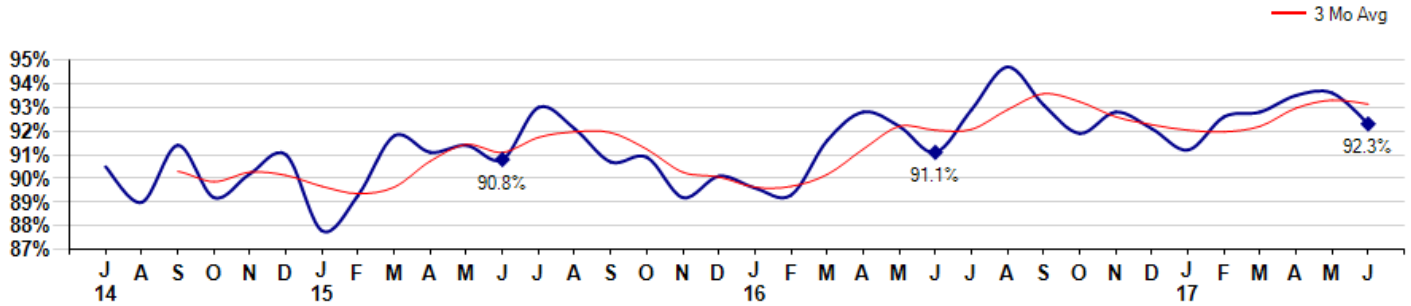


Price Range: 0 to 300000999 | Properties: Single Family Home, Townhome, Condo, Mobile Home, Multi Family

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 June 2017 Selling Price vs List Price of 92.3% was down from 93.6% last month and up from 91.1% in June of last year.

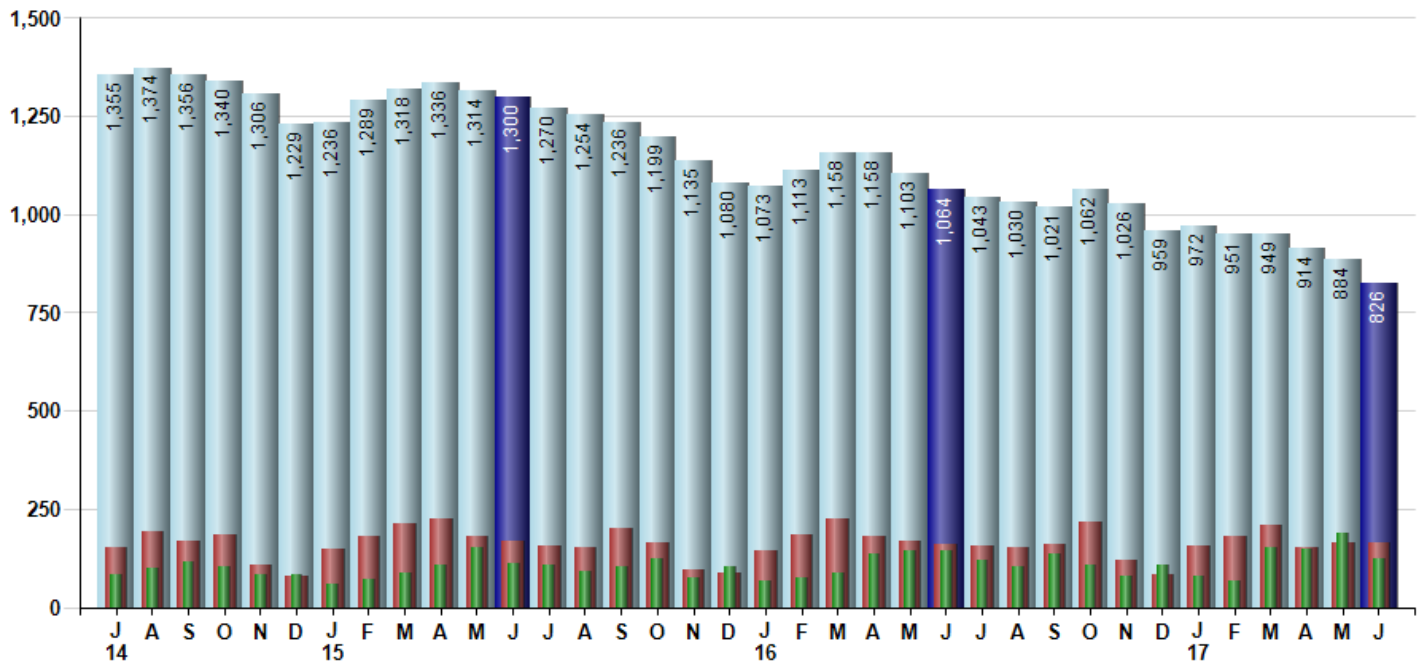
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 June 2017 was 164, equal to 164 last month and up 1.2% from 162 in June of last year.

Inventory New Listings Sold



© 2017 Coldwell Banker Residential Brokerage. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Coastal Association of REALTORS of MD, Inc. for the period 7/1/2014 through 6/30/2017. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



MARKET ACTION REPORT

June 2017

City: Ocean City



The McNamara Team

Associate Broker

(410) 723-5344

www.OceanCityMdRealEstateSales.com

MonicaC@Ocean-CitySales.com



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

	J 14	A	S	O	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
Homes Sold	83	100	114	102	85	85	60	71	86	109	151	112	109	93	105	125	76	105	65	76	87	135	145	142	120	104	135	108	79	107	79	66	150	149	189	123
3 Mo. Roll Avg			99	105	100	91	77	72	72	89	115	124	124	105	102	108	102	102	82	82	76	99	122	141	136	122	120	116	107	98	88	84	98	122	163	154

(000's)	J 14	A	S	O	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
Median Sale Price	235	198	285	234	251	268	223	240	237	250	243	237	243	249	244	225	242	268	231	311	239	238	250	228	245	266	249	243	237	240	230	217	240	254	260	245
3 Mo. Roll Avg			239	239	257	251	247	243	233	242	243	243	241	243	245	239	237	245	247	270	260	262	242	238	241	246	254	253	243	240	236	229	229	237	251	253

	J 14	A	S	O	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
Inventory	1,355	1,374	1,356	1,340	1,306	1,229	1,236	1,289	1,318	1,336	1,314	1,300	1,270	1,254	1,236	1,199	1,135	1,080	1,073	1,113	1,158	1,158	1,103	1,064	1,043	1,030	1,021	1,062	1,026	959	972	951	949	914	884	826
MSI	16	14	12	13	15	14	21	18	15	12	9	12	12	13	12	10	15	10	17	15	13	9	8	7	9	10	8	10	13	9	12	14	6	6	5	7

	J 14	A	S	O	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
Days On Market	171	147	155	180	147	147	188	169	176	171	179	181	134	153	151	146	205	197	169	194	194	158	159	179	157	150	147	175	173	167	170	159	167	146	152	162
3 Mo. Roll Avg			158	161	161	158	161	168	178	172	175	177	165	156	146	150	167	183	190	187	186	182	170	165	165	162	151	157	165	172	170	165	165	157	155	153

	J 14	A	S	O	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
Price per Sq Ft	231	230	241	237	233	234	224	229	239	241	222	237	233	244	229	223	221	233	225	242	227	224	235	224	226	226	242	227	239	247	225	235	251	244	258	232
3 Mo. Roll Avg			234	236	237	235	230	229	231	236	234	233	231	238	235	232	224	226	226	233	231	231	229	228	228	225	231	232	236	238	237	236	237	243	251	245

	J 14	A	S	O	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
Sale to List Price	0.905	0.890	0.914	0.892	0.902	0.910	0.878	0.893	0.918	0.911	0.914	0.908	0.930	0.921	0.907	0.909	0.892	0.901	0.896	0.893	0.916	0.928	0.922	0.911	0.929	0.947	0.931	0.919	0.928	0.921	0.912	0.926	0.928	0.935	0.936	0.923
3 Mo. Roll Avg			0.903	0.899	0.903	0.901	0.897	0.894	0.896	0.907	0.914	0.911	0.917	0.920	0.919	0.912	0.903	0.901	0.896	0.897	0.902	0.912	0.922	0.920	0.921	0.929	0.936	0.932	0.926	0.923	0.920	0.920	0.922	0.930	0.933	0.931

	J 14	A	S	O	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
New Listings	154	193	170	184	107	78	149	179	212	224	179	168	158	154	202	163	97	86	143	183	223	182	169	162	157	150	162	218	120	82	157	180	210	154	164	164
Inventory	1,355	1,374	1,356	1,340	1,306	1,229	1,236	1,289	1,318	1,336	1,314	1,300	1,270	1,254	1,236	1,199	1,135	1,080	1,073	1,113	1,158	1,158	1,103	1,064	1,043	1,030	1,021	1,062	1,026	959	972	951	949	914	884	826
Sales	83	100	114	102	85	85	60	71	86	109	151	112	109	93	105	125	76	105	65	76	87	135	145	142	120	104	135	108	79	107	79	66	150	149	189	123

(000's)	J 14	A	S	O	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
Avg Sale Price	279	243	314	293	299	284	264	307	264	300	280	275	294	277	281	275	268	302	269	370	280	296	281	274	268	285	294	270	255	279	276	271	290	291	324	250
3 Mo. Roll Avg			278	283	302	292	282	285	278	290	282	285	283	282	284	278	275	282	280	314	306	315	286	284	275	276	282	283	273	268	270	275	279	284	302	288

© 2017 Coldwell Banker Residential Brokerage. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Coastal Association of REALTORS of MD, Inc. for the period 7/1/2014 through 6/30/2017. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.

