

Monthly Indicators



October 2016

As we enter the final quarter of 2016, not much has changed since the year began. Market predictions have been, in a word, predictable. A relatively comfortable pace of activity has been maintained thanks to continuing low unemployment and mortgage rates. The one basic drag on market acceleration has been inventory decline. There is little to indicate that the low inventory situation will resolve anytime soon.

- Single Family Closed Sales decreased 31.3 percent to 22.
- Townhouse-Condo Closed Sales increased 27.9 percent to 55.
- There were no Adult Communities Closed Sales during the current period.

- Single Family Median Sales Price was down 10.7 percent to \$524,500.
- Townhouse-Condo Median Sales Price was up 28.0 percent to \$524,700.
- There was no Adult Communities Median Sales Price for the current period.

Builder confidence is as high as it has been in more than a decade, yet the pace of economic growth has been slow enough to cause pause. A low number of first-time buyer purchases and a looming demographic shift also seem to be curbing the desire to start new single-family construction projects. As older Americans retire and downsize, single-family listings are expected to rise. The waiting is the hardest part.

Monthly Snapshot

+ 1.3% **+ 0.1%** **+ 5.5%**

| One-Year Change in Closed Sales All Properties | One-Year Change in Homes for Sale All Properties | One-Year Change in Median Sales Price All Properties |
|--|--|--|
|--|--|--|

For residential real estate activity in Ocean City. Percent changes are calculated using rounded figures.

| | |
|---------------------------------|----|
| Single Family Market Overview | 2 |
| Townhouse-Condo Market Overview | 3 |
| Adult Community Market Overview | 4 |
| New Listings | 5 |
| Pending Sales | 6 |
| Closed Sales | 7 |
| Median Sales Price | 8 |
| Average Sales Price | 9 |
| Percent of List Price Received | 10 |
| Days on Market Until Sale | 11 |
| Housing Affordability Index | 12 |
| Inventory of Homes for Sale | 13 |
| Months Supply of Inventory | 14 |
| Total Market Overview | 15 |



Single Family Market Overview

Key metrics for **Single Family Properties Only**, excluding Manufactured Housing, for the report month and for year-to-date (YTD) starting from the first of the year.



| Key Metrics | Historical Sparklines | | | | 10-2015 | 10-2016 | Percent Change | YTD 2015 | YTD 2016 | Percent Change |
|------------------------------------|-----------------------|---------|---------|---------|-----------|-----------|----------------|-----------|-----------|----------------|
| | 10-2013 | 10-2014 | 10-2015 | 10-2016 | | | | | | |
| New Listings | | | | | 32 | 32 | 0.0% | 416 | 413 | - 0.7% |
| Pending Sales | | | | | 30 | 20 | - 33.3% | 239 | 212 | - 11.3% |
| Closed Sales | | | | | 32 | 22 | - 31.3% | 220 | 213 | - 3.2% |
| Median Sales Price | | | | | \$587,500 | \$524,500 | - 10.7% | \$607,500 | \$600,000 | - 1.2% |
| Avg. Sales Price | | | | | \$711,544 | \$771,477 | + 8.4% | \$763,830 | \$723,391 | - 5.3% |
| Pct. of List Price Received | | | | | 95.0% | 94.5% | - 0.5% | 93.8% | 94.9% | + 1.2% |
| Days on Market | | | | | 146 | 123 | - 15.8% | 133 | 99 | - 25.6% |
| Affordability Index | | | | | 61 | 71 | + 16.4% | 59 | 62 | + 5.1% |
| Homes for Sale | | | | | 224 | 224 | 0.0% | -- | -- | -- |
| Months Supply | | | | | 9.9 | 11.0 | + 11.1% | -- | -- | -- |

Townhouse-Condo Market Overview

Key metrics for Townhouses and Condominiums Only for the report month and for year-to-date (YTD) starting from the first of the year.



| Key Metrics | Historical Sparklines | 10-2015 | | 10-2016 | Percent Change | YTD 2015 | | YTD 2016 | Percent Change |
|-----------------------------|-----------------------|-----------|-----------|-----------|----------------|-----------|-----------|-----------|----------------|
| | | 10-2015 | 10-2016 | 10-2016 | | YTD 2015 | YTD 2016 | YTD 2016 | |
| New Listings | | 117 | 102 | 102 | -12.8% | 1,024 | 1,052 | 1,052 | +2.7% |
| Pending Sales | | 54 | 63 | 63 | +16.7% | 551 | 543 | 543 | -1.5% |
| Closed Sales | | 43 | 55 | 55 | +27.9% | 526 | 499 | 499 | -5.1% |
| Median Sales Price | | \$410,000 | \$524,700 | \$524,700 | +28.0% | \$438,750 | \$440,000 | \$440,000 | +0.3% |
| Avg. Sales Price | | \$456,679 | \$572,522 | \$572,522 | +25.4% | \$489,339 | \$478,899 | \$478,899 | -2.1% |
| Pct. of List Price Received | | 96.1% | 96.5% | 96.5% | +0.4% | 95.4% | 95.8% | 95.8% | +0.4% |
| Days on Market | | 176 | 134 | 134 | -23.9% | 129 | 115 | 115 | -10.9% |
| Affordability Index | | 88 | 71 | 71 | -19.3% | 82 | 85 | 85 | +3.7% |
| Homes for Sale | | 615 | 616 | 616 | +0.2% | -- | -- | -- | -- |
| Months Supply | | 11.9 | 11.9 | 11.9 | 0.0% | -- | -- | -- | -- |

Adult Community Market Overview

Key metrics for properties in **Adult Communities Only** for the report month and for year-to-date (YTD) starting from the first of the year.



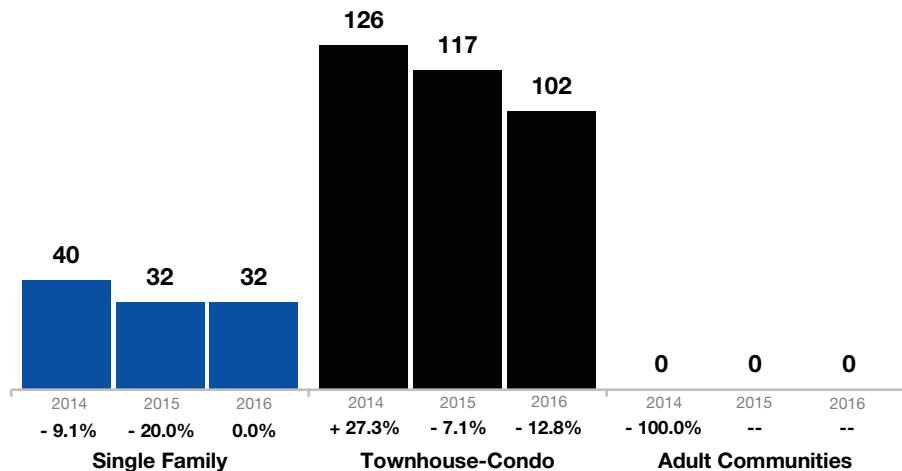
| Key Metrics | Historical Sparklines | 10-2015 | | 10-2016 | Percent Change | YTD 2015 | | YTD 2016 | Percent Change |
|------------------------------------|--|-----------|---------|----------|----------------|-----------|-----------|----------|----------------|
| | | 10-2015 | 10-2016 | YTD 2015 | YTD 2016 | | | | |
| New Listings |  | 0 | 0 | -- | -- | 2 | 4 | + 100.0% | |
| Pending Sales |  | 0 | 0 | -- | -- | 2 | 2 | 0.0% | |
| Closed Sales |  | 1 | 0 | - 100.0% | -- | 2 | 2 | 0.0% | |
| Median Sales Price |  | \$250,000 | \$0 | - 100.0% | -- | \$307,000 | \$292,000 | - 4.9% | |
| Avg. Sales Price |  | \$250,000 | \$0 | - 100.0% | -- | \$307,000 | \$292,000 | - 4.9% | |
| Pct. of List Price Received |  | 100.0% | 0.0% | - 100.0% | -- | 97.3% | 109.5% | + 12.5% | |
| Days on Market |  | 803 | 0 | - 100.0% | -- | 407 | 385 | - 5.4% | |
| Affordability Index |  | 0 | 0 | -- | -- | 0 | 0 | -- | |
| Homes for Sale |  | 2 | 2 | 0.0% | -- | -- | -- | -- | |
| Months Supply |  | 2.0 | 1.5 | - 25.0% | -- | -- | -- | -- | |

New Listings

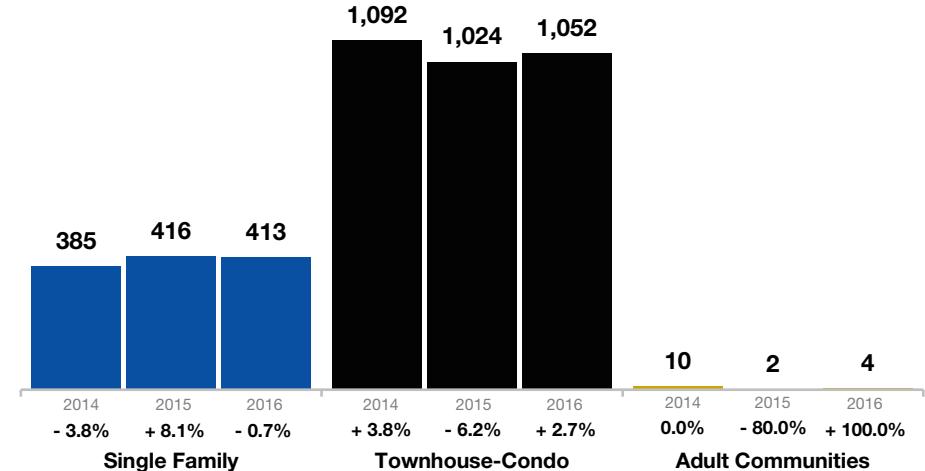
A count of the properties that have been newly listed on the market in a given month.



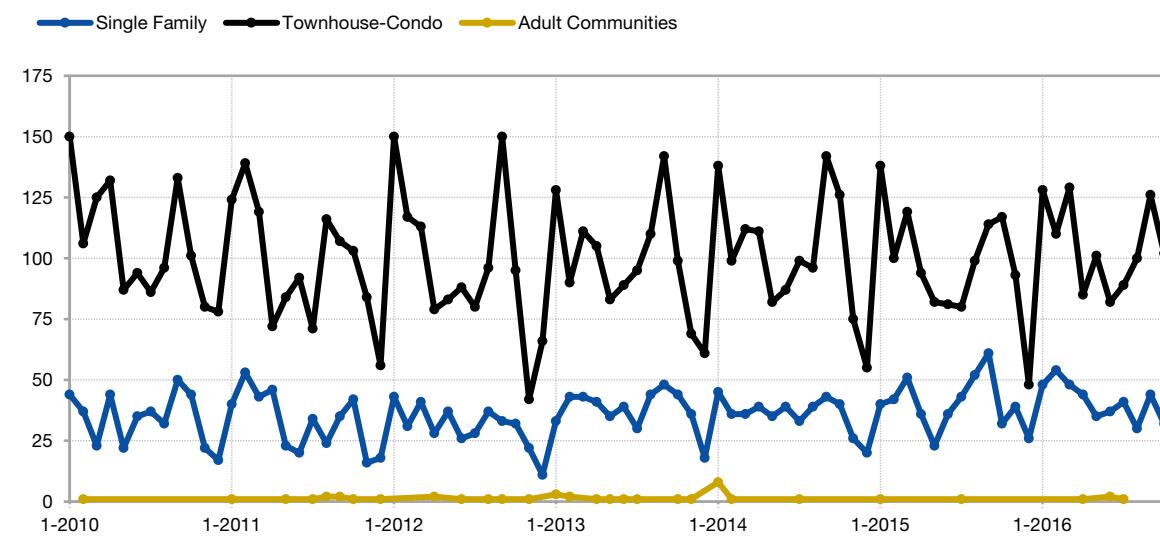
October



Year to Date



Historical New Listings by Month



| | Single Family | Townhouse-Condo | Adult Communities |
|----------------|---------------|-----------------|-------------------|
| November 2015 | 39 | 93 | 0 |
| December 2015 | 26 | 48 | 0 |
| January 2016 | 48 | 128 | 0 |
| February 2016 | 54 | 110 | 0 |
| March 2016 | 48 | 129 | 0 |
| April 2016 | 44 | 85 | 1 |
| May 2016 | 35 | 101 | 0 |
| June 2016 | 37 | 82 | 2 |
| July 2016 | 41 | 89 | 1 |
| August 2016 | 30 | 100 | 0 |
| September 2016 | 44 | 126 | 0 |
| October 2016 | 32 | 102 | 0 |
| 12-Month Avg. | 40 | 99 | 0 |

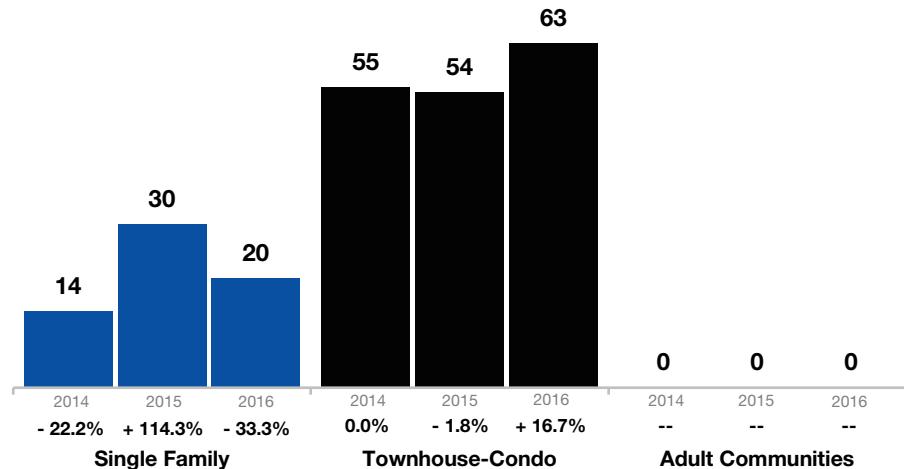
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

Pending Sales

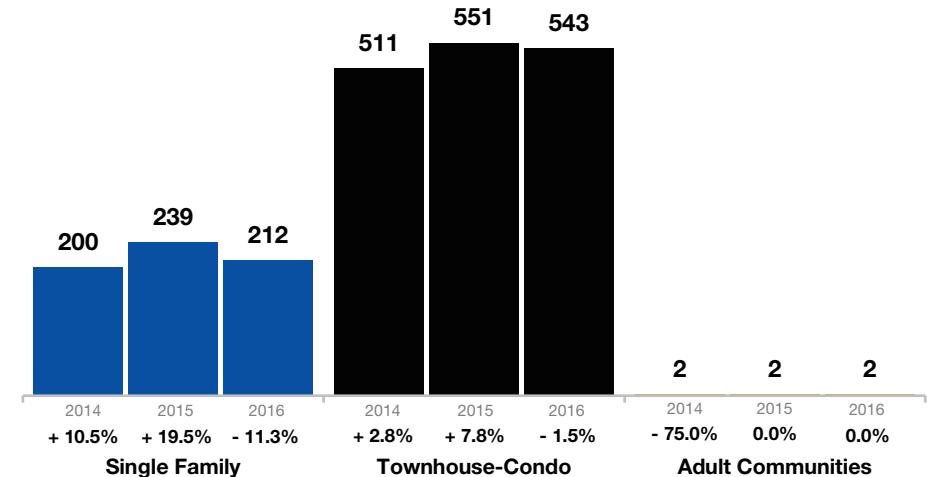
A count of the properties on which offers have been accepted in a given month.



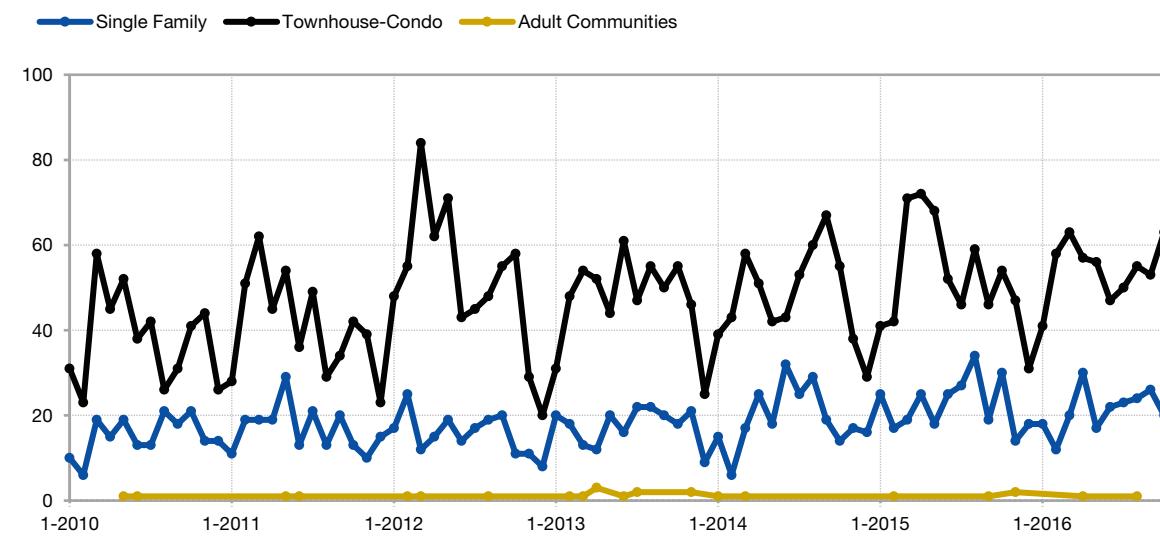
October



Year to Date



Historical Pending Sales by Month



| | Single Family | Townhouse-Condo | Adult Communities |
|----------------|---------------|-----------------|-------------------|
| November 2015 | 14 | 47 | 2 |
| December 2015 | 18 | 31 | 0 |
| January 2016 | 18 | 41 | 0 |
| February 2016 | 12 | 58 | 0 |
| March 2016 | 20 | 63 | 0 |
| April 2016 | 30 | 57 | 1 |
| May 2016 | 17 | 56 | 0 |
| June 2016 | 22 | 47 | 0 |
| July 2016 | 23 | 50 | 0 |
| August 2016 | 24 | 55 | 1 |
| September 2016 | 26 | 53 | 0 |
| October 2016 | 20 | 63 | 0 |
| 12-Month Avg. | 20 | 52 | 0 |

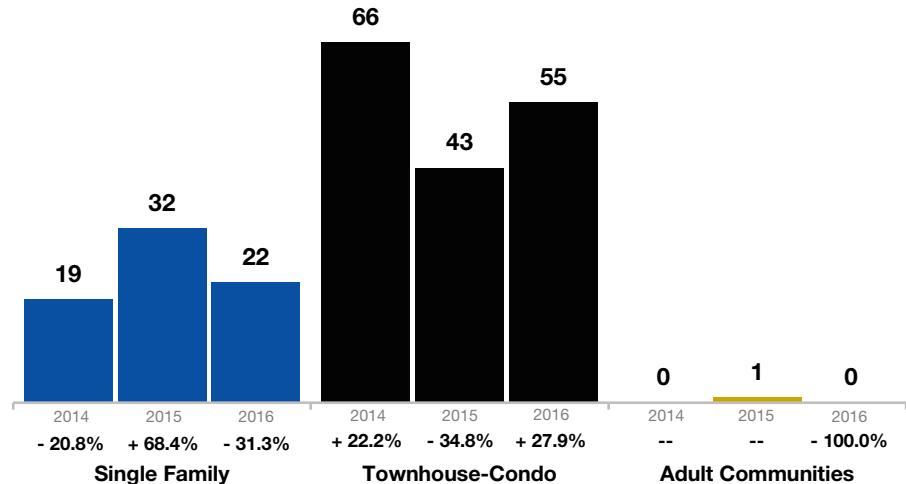
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

Closed Sales

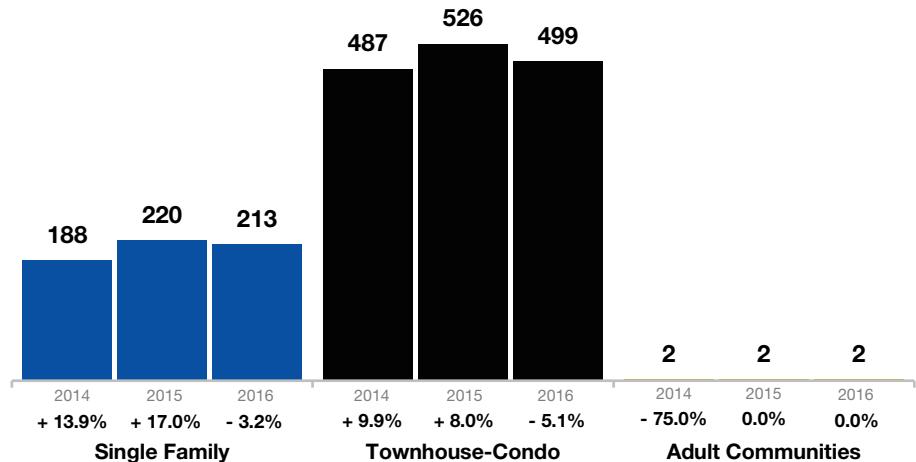
A count of the actual sales that closed in a given month.



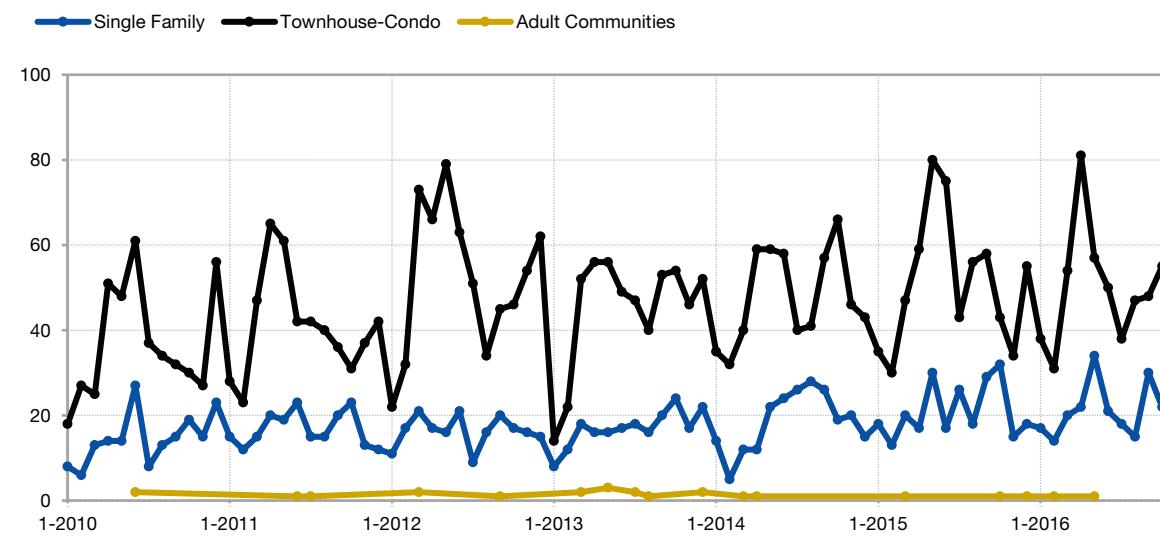
October



Year to Date



Historical Closed Sales by Month



| | Single Family | Townhouse-Condo | Adult Communities |
|----------------|---------------|-----------------|-------------------|
| November 2015 | 15 | 34 | 0 |
| December 2015 | 18 | 55 | 1 |
| January 2016 | 17 | 38 | 0 |
| February 2016 | 14 | 31 | 1 |
| March 2016 | 20 | 54 | 0 |
| April 2016 | 22 | 81 | 0 |
| May 2016 | 34 | 57 | 1 |
| June 2016 | 21 | 50 | 0 |
| July 2016 | 18 | 38 | 0 |
| August 2016 | 15 | 47 | 0 |
| September 2016 | 30 | 48 | 0 |
| October 2016 | 22 | 55 | 0 |
| 12-Month Avg. | 21 | 49 | 0 |

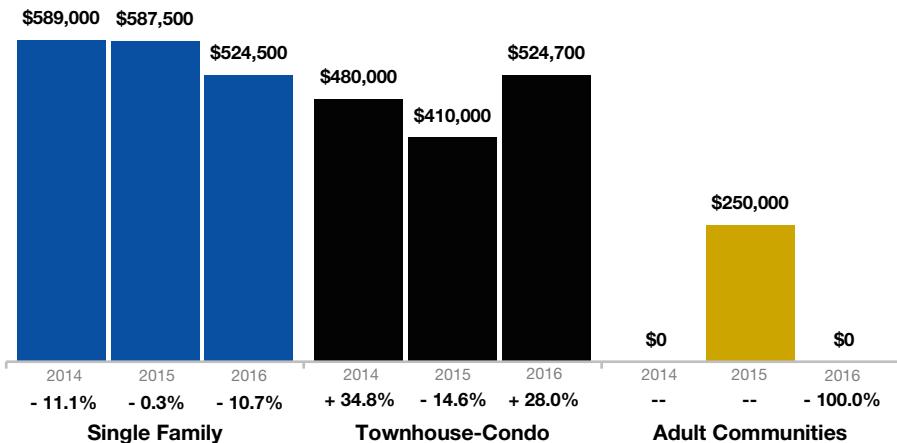
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

Median Sales Price

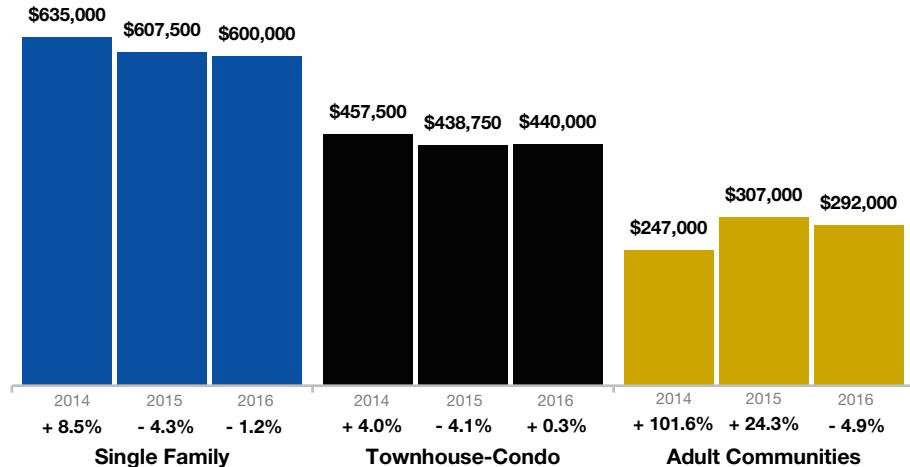
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



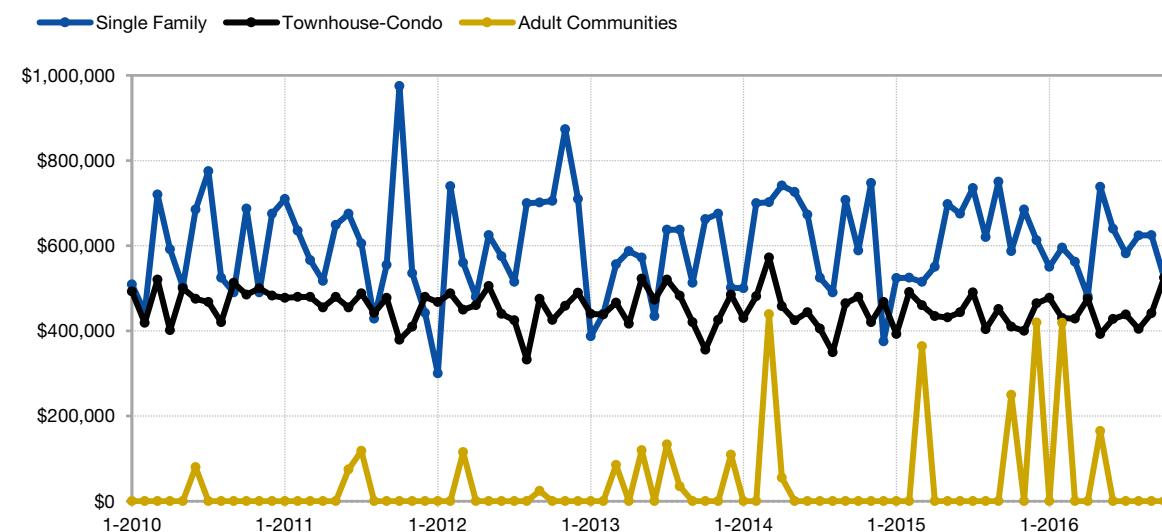
October



Year to Date



Historical Median Sales Price by Month



| | Single Family | Townhouse-Condo | Adult Communities |
|---------------------|------------------|------------------|-------------------|
| November 2015 | \$685,000 | \$400,000 | \$0 |
| December 2015 | \$612,500 | \$465,000 | \$419,900 |
| January 2016 | \$550,000 | \$477,500 | \$0 |
| February 2016 | \$595,400 | \$430,000 | \$419,000 |
| March 2016 | \$562,450 | \$428,750 | \$0 |
| April 2016 | \$481,250 | \$475,000 | \$0 |
| May 2016 | \$738,500 | \$392,500 | \$165,000 |
| June 2016 | \$640,000 | \$427,750 | \$0 |
| July 2016 | \$582,050 | \$438,500 | \$0 |
| August 2016 | \$624,000 | \$404,950 | \$0 |
| September 2016 | \$625,000 | \$441,500 | \$0 |
| October 2016 | \$524,500 | \$524,700 | \$0 |
| 12-Month Med.* | \$600,000 | \$440,000 | \$419,000 |

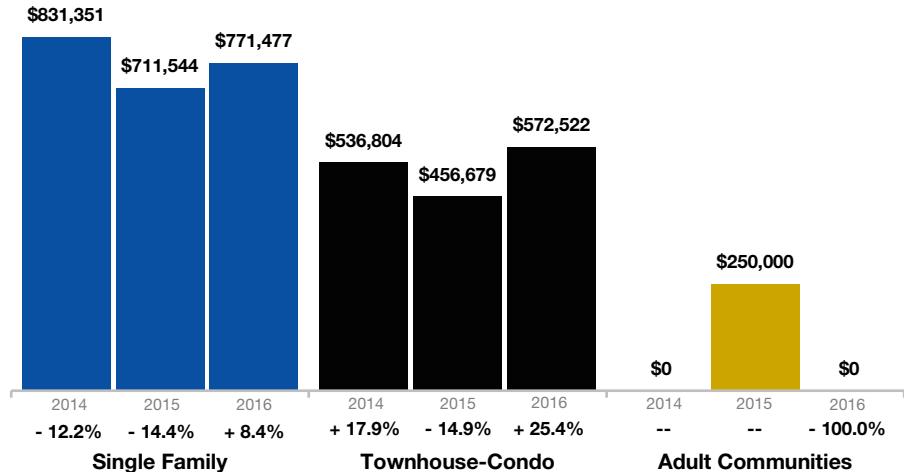
* Median Sales Price for all properties from November 2015 through October 2016. This is not the average of the individual figures above.

Average Sales Price

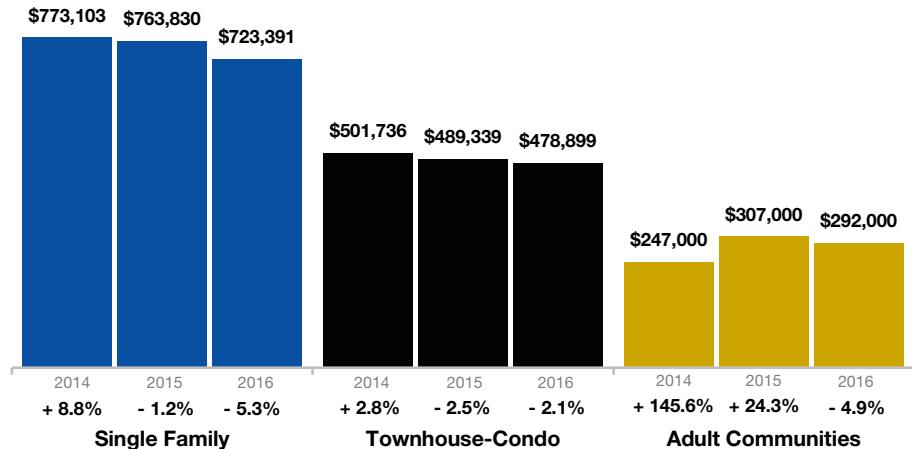
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



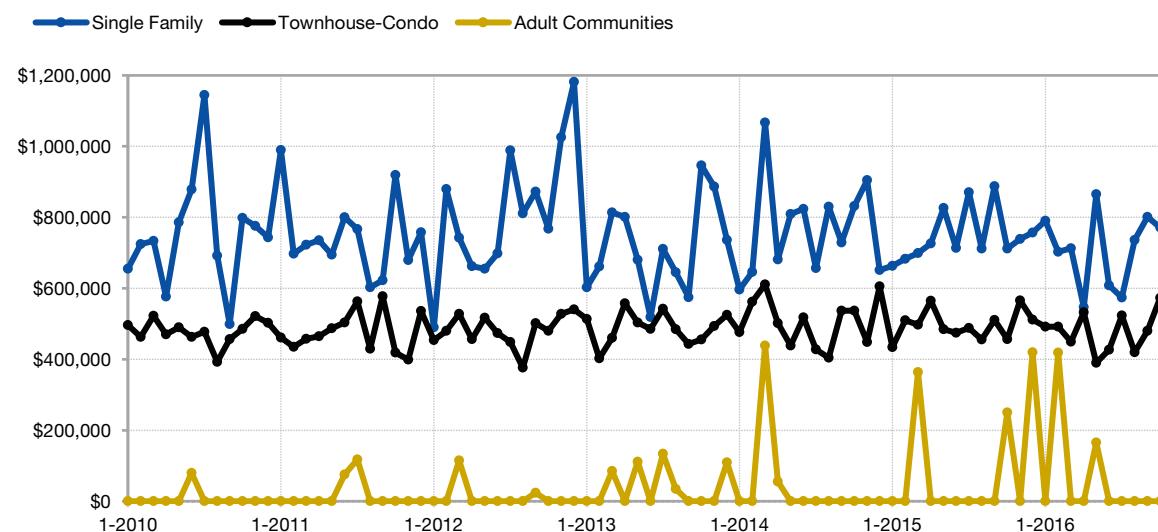
October



Year to Date



Historical Average Sales Price by Month



| | Single Family | Townhouse-Condo | Adult Communities |
|---------------------|------------------|------------------|-------------------|
| November 2015 | \$738,933 | \$566,100 | \$0 |
| December 2015 | \$756,717 | \$511,975 | \$419,900 |
| January 2016 | \$790,000 | \$491,603 | \$0 |
| February 2016 | \$702,521 | \$491,613 | \$419,000 |
| March 2016 | \$712,390 | \$448,993 | \$0 |
| April 2016 | \$546,674 | \$532,139 | \$0 |
| May 2016 | \$864,783 | \$389,775 | \$165,000 |
| June 2016 | \$607,748 | \$426,626 | \$0 |
| July 2016 | \$573,494 | \$523,800 | \$0 |
| August 2016 | \$736,545 | \$419,705 | \$0 |
| September 2016 | \$801,117 | \$479,858 | \$0 |
| October 2016 | \$771,477 | \$572,522 | \$0 |
| 12-Month Avg.* | \$726,777 | \$487,035 | \$334,633 |

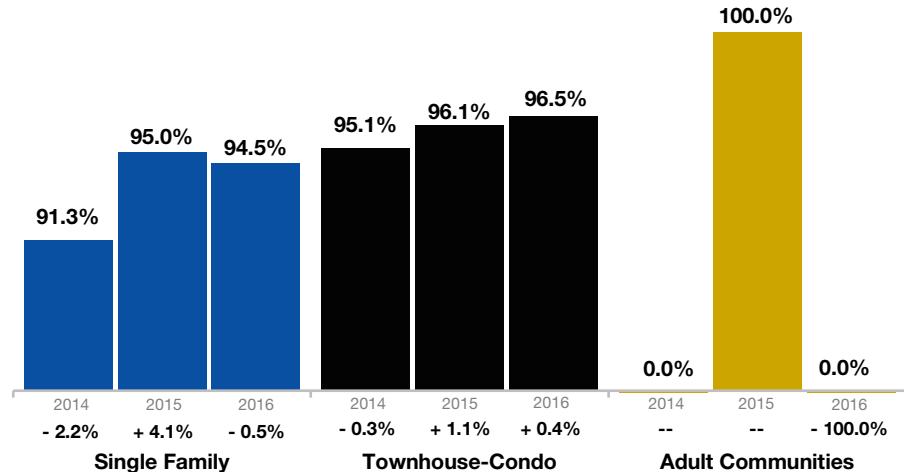
* Avg. Sales Price for all properties from November 2015 through October 2016. This is not the average of the individual figures above.

Percent of List Price Received

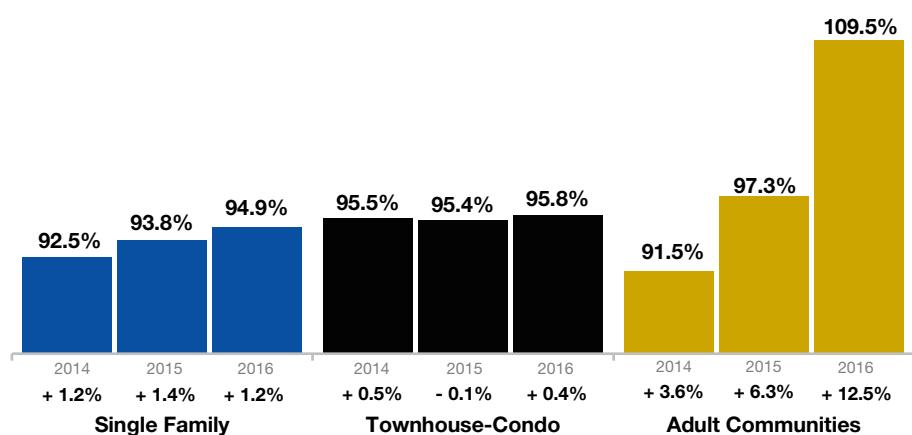
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



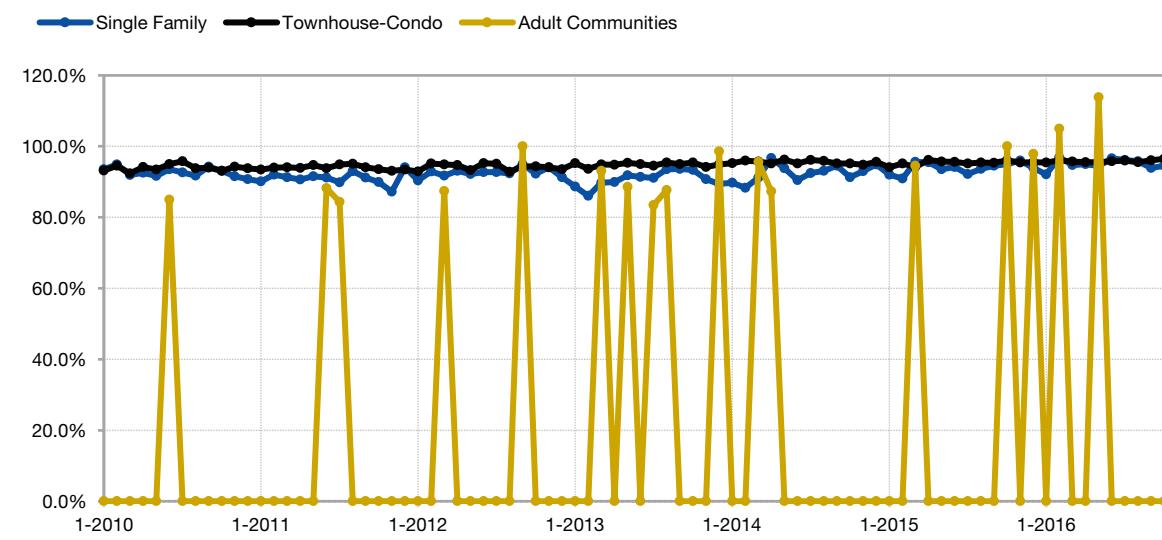
October



Year to Date



Historical Percent of List Price Received by Month



| | Single Family | Townhouse-Condo | Adult Communities |
|---------------------|---------------|-----------------|-------------------|
| November 2015 | 96.0% | 95.4% | 0.0% |
| December 2015 | 93.9% | 95.5% | 97.9% |
| January 2016 | 92.1% | 95.4% | 0.0% |
| February 2016 | 96.9% | 96.0% | 105.0% |
| March 2016 | 94.8% | 95.7% | 0.0% |
| April 2016 | 95.0% | 95.5% | 0.0% |
| May 2016 | 94.5% | 95.6% | 113.9% |
| June 2016 | 96.6% | 95.8% | 0.0% |
| July 2016 | 96.2% | 96.0% | 0.0% |
| August 2016 | 95.8% | 95.6% | 0.0% |
| September 2016 | 93.9% | 96.1% | 0.0% |
| October 2016 | 94.5% | 96.5% | 0.0% |
| 12-Month Avg.* | 94.9% | 95.7% | 105.6% |

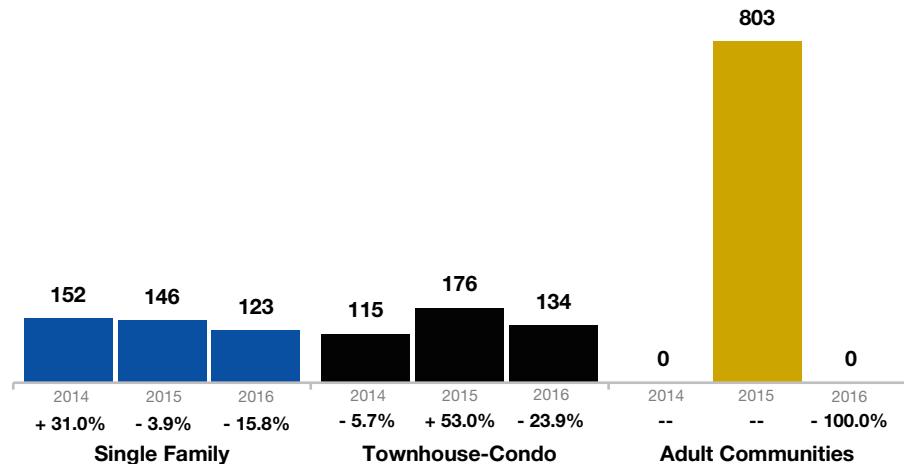
* Pct. of List Price Received for all properties from November 2015 through October 2016. This is not the average of the individual figures above.

Days on Market Until Sale

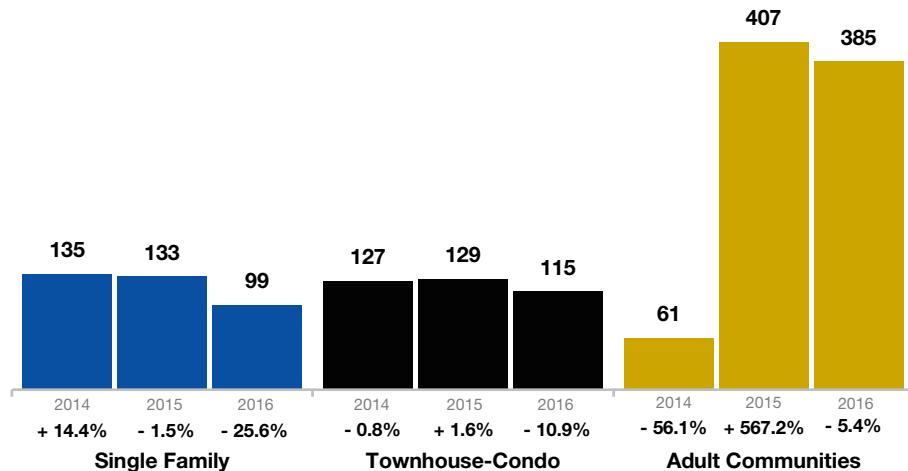
Average number of days between when a property is listed and when an offer is accepted in a given month.



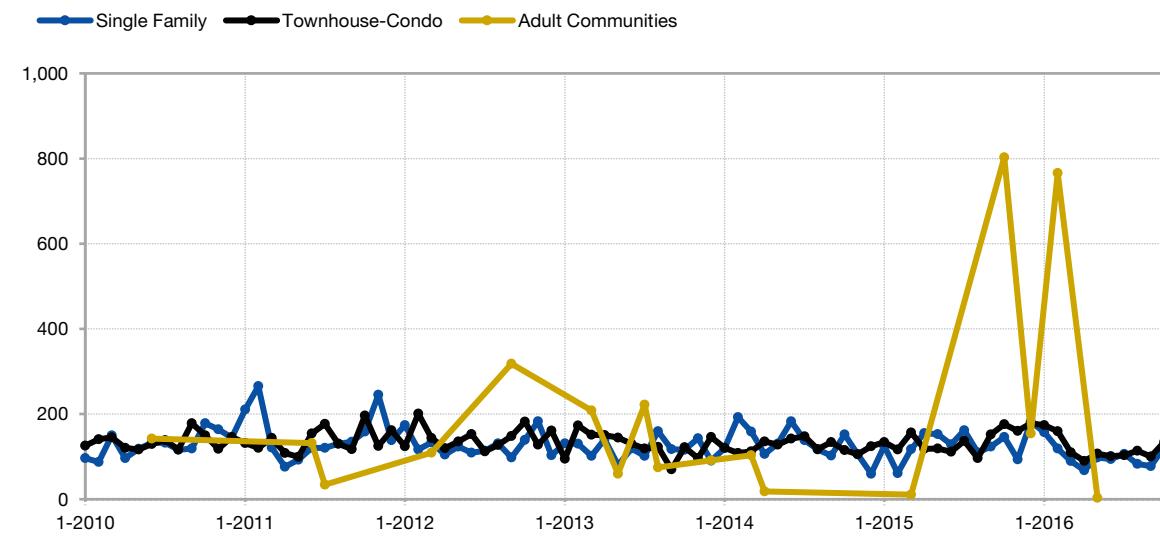
October



Year to Date



Historical Days on Market Until Sale by Month



| | Single Family | Townhouse-Condo | Adult Communities |
|---------------------|---------------|-----------------|-------------------|
| November 2015 | 93 | 160 | 0 |
| December 2015 | 183 | 179 | 154 |
| January 2016 | 157 | 174 | 0 |
| February 2016 | 119 | 159 | 766 |
| March 2016 | 90 | 110 | 0 |
| April 2016 | 68 | 90 | 0 |
| May 2016 | 98 | 107 | 3 |
| June 2016 | 94 | 101 | 0 |
| July 2016 | 106 | 103 | 0 |
| August 2016 | 83 | 114 | 0 |
| September 2016 | 78 | 100 | 0 |
| October 2016 | 123 | 134 | 0 |
| 12-Month Avg.* | 105 | 124 | 308 |

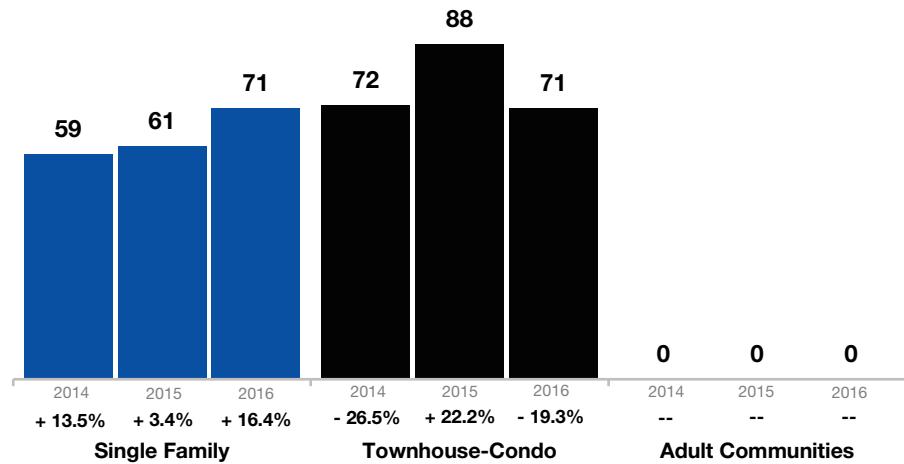
* Days on Market for all properties from November 2015 through October 2016. This is not the average of the individual figures above.

Housing Affordability Index

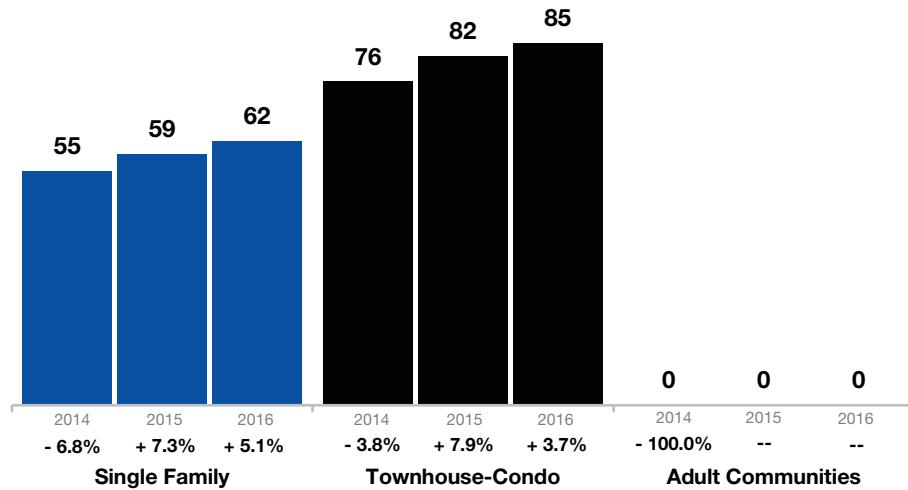
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



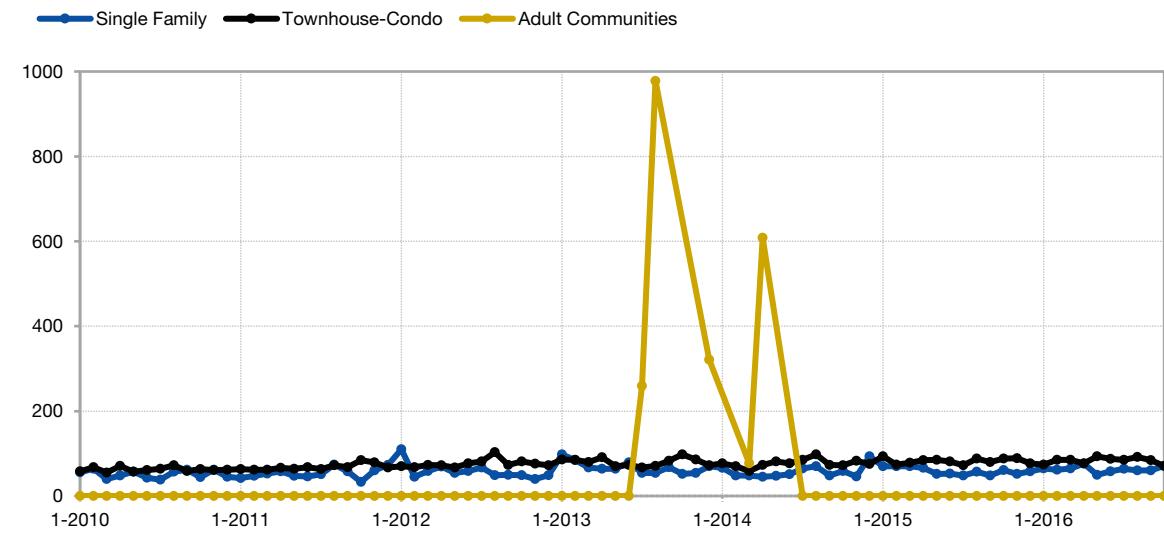
October



Year to Date



Historical Housing Affordability Index by Month



Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

| | Single Family | Townhouse-Condo | Adult Communities |
|----------------|---------------|-----------------|-------------------|
| November 2015 | 52 | 89 | 0 |
| December 2015 | 58 | 77 | 0 |
| January 2016 | 65 | 74 | 0 |
| February 2016 | 62 | 85 | 0 |
| March 2016 | 65 | 85 | 0 |
| April 2016 | 76 | 77 | 0 |
| May 2016 | 50 | 93 | 0 |
| June 2016 | 58 | 87 | 0 |
| July 2016 | 64 | 85 | 0 |
| August 2016 | 60 | 92 | 0 |
| September 2016 | 60 | 84 | 0 |
| October 2016 | 71 | 71 | 0 |
| 12-Month Avg.* | 62 | 83 | 0 |

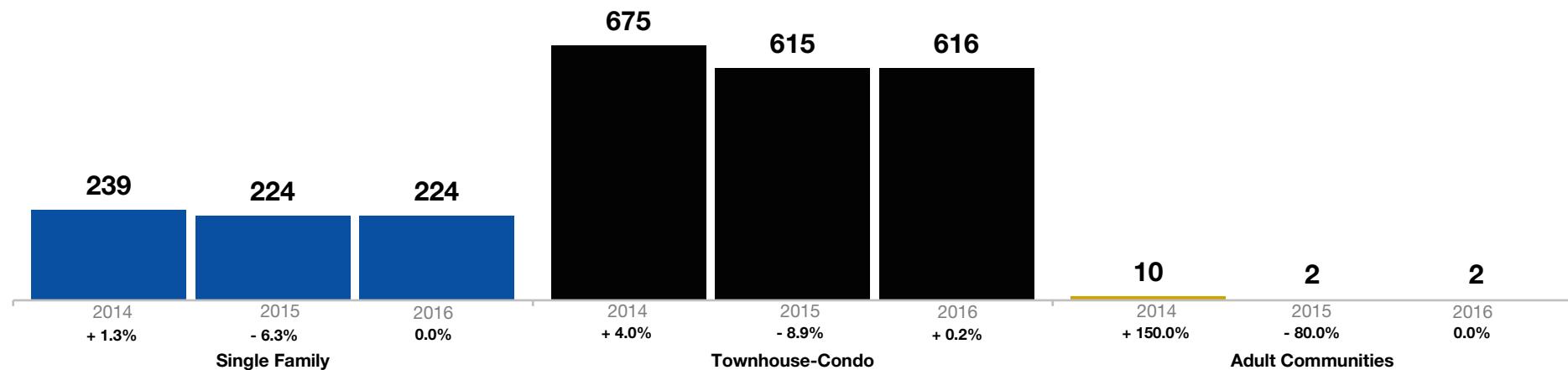
* Affordability Index for all properties from November 2015 through October 2016. This is not the average of the individual figures above.

Inventory of Homes for Sale

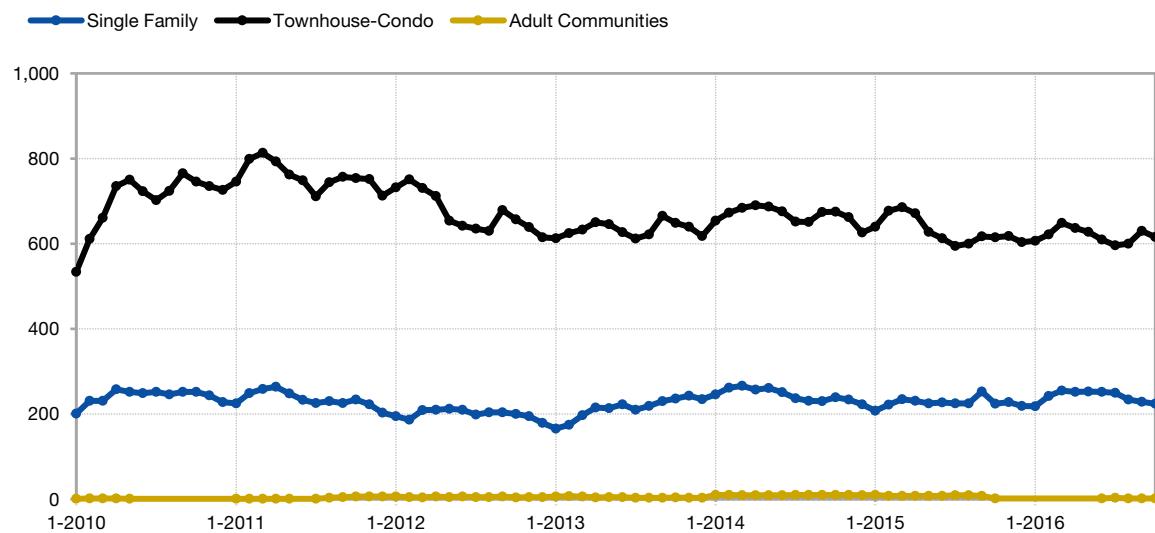
The number of properties available for sale in active status at the end of a given month.



October



Historical Inventory of Homes for Sale by Month



Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

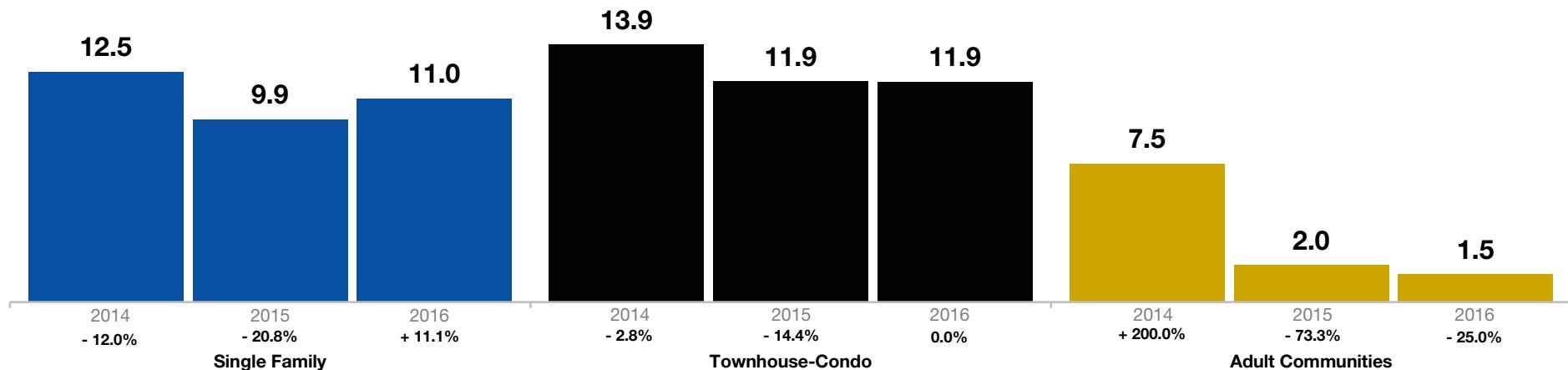
| | Single Family | Townhouse-Condo | Adult Communities |
|---------------------|---------------|-----------------|-------------------|
| November 2015 | 228 | 618 | 0 |
| December 2015 | 219 | 604 | 0 |
| January 2016 | 218 | 607 | 0 |
| February 2016 | 242 | 622 | 0 |
| March 2016 | 255 | 649 | 0 |
| April 2016 | 252 | 637 | 0 |
| May 2016 | 253 | 628 | 0 |
| June 2016 | 252 | 610 | 2 |
| July 2016 | 250 | 596 | 3 |
| August 2016 | 234 | 600 | 2 |
| September 2016 | 229 | 630 | 2 |
| October 2016 | 224 | 616 | 2 |
| 12-Month Avg. | 238 | 618 | 1 |

Months Supply of Inventory

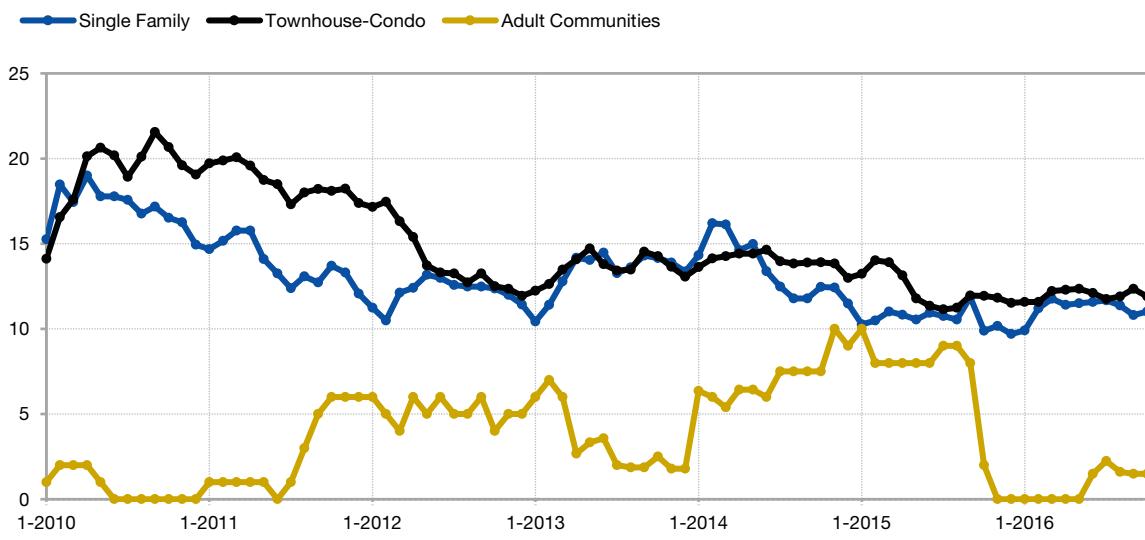
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



October



Historical Months Supply of Inventory by Month



| | Single Family | Townhouse-Condo | Adult Communities |
|---------------------|---------------|-----------------|-------------------|
| November 2015 | 10.2 | 11.8 | 0.0 |
| December 2015 | 9.7 | 11.5 | 0.0 |
| January 2016 | 9.9 | 11.6 | 0.0 |
| February 2016 | 11.2 | 11.6 | 0.0 |
| March 2016 | 11.8 | 12.2 | 0.0 |
| April 2016 | 11.4 | 12.3 | 0.0 |
| May 2016 | 11.5 | 12.4 | 0.0 |
| June 2016 | 11.6 | 12.1 | 1.5 |
| July 2016 | 11.7 | 11.7 | 2.3 |
| August 2016 | 11.4 | 11.9 | 1.6 |
| September 2016 | 10.8 | 12.4 | 1.5 |
| October 2016 | 11.0 | 11.9 | 1.5 |
| 12-Month Avg.* | 11.0 | 11.9 | 8.1 |

* Months Supply for all properties from November 2015 through October 2016. This is not the average of the individual figures above.

Total Market Overview

Key metrics for single-family properties, townhouses, condominiums and properties in adult communities combined, for the report month and for year-to-date (YTD) starting from the first of the year.



| Key Metrics | Historical Sparklines | 10-2015 | | 10-2016 | Percent Change | YTD 2015 | | YTD 2016 | Percent Change |
|-----------------------------|-----------------------|-----------|-----------|---------|----------------|-----------|-----------|----------|----------------|
| | | 10-2015 | 10-2016 | 10-2016 | | YTD 2015 | YTD 2016 | YTD 2016 | |
| New Listings | | 149 | 134 | - 10.1% | | 1,443 | 1,471 | + 1.9% | |
| Pending Sales | | 84 | 83 | - 1.2% | | 792 | 758 | - 4.3% | |
| Closed Sales | | 76 | 77 | + 1.3% | | 749 | 715 | - 4.5% | |
| Median Sales Price | | \$497,500 | \$524,700 | + 5.5% | | \$490,000 | \$471,750 | - 3.7% | |
| Avg. Sales Price | | \$561,271 | \$629,366 | + 12.1% | | \$569,240 | \$550,583 | - 3.3% | |
| Pct. of List Price Received | | 95.7% | 95.9% | + 0.2% | | 94.9% | 95.5% | + 0.6% | |
| Days on Market | | 172 | 131 | - 23.8% | | 131 | 111 | - 15.3% | |
| Affordability Index | | 72 | 71 | - 1.4% | | 73 | 79 | + 8.2% | |
| Homes for Sale | | 841 | 842 | + 0.1% | | -- | -- | -- | |
| Months Supply | | 11.3 | 11.6 | + 2.7% | | -- | -- | -- | |