

July 2023 Market Report

MD Eastern Shore

MD Eastern Shore Market Key Findings

Median Price Declines After Hitting Record High in May
New listings continue to falter, so inventory is unlikely to grow

The Maryland Eastern Shore has had some ebbs and flows in its median sale price. In July, the median price decreased 2.2% compared to the previous year, now at \$342,350, but this comes just two months after hitting the highest median sale price on record.

Although price trends have been inconsistent, new listings continue to tread significantly below their 2022 levels. And as lower demand has impacted the housing market in Maryland Eastern Shore, disincenitized sellers are affecting supply to a greater extent. July was the 3rd month in a row with fewer active listings than the previous year, down 6.8%

Inventory struggles and elevated mortgage rates have limited transaction activity. Yet, as mortgage rates more closely resemble 2022 now than they did at the beginning of the year, the difference in pending sales has declined. In July 2023, new pending sales lagged July 2022 by 12.3%.

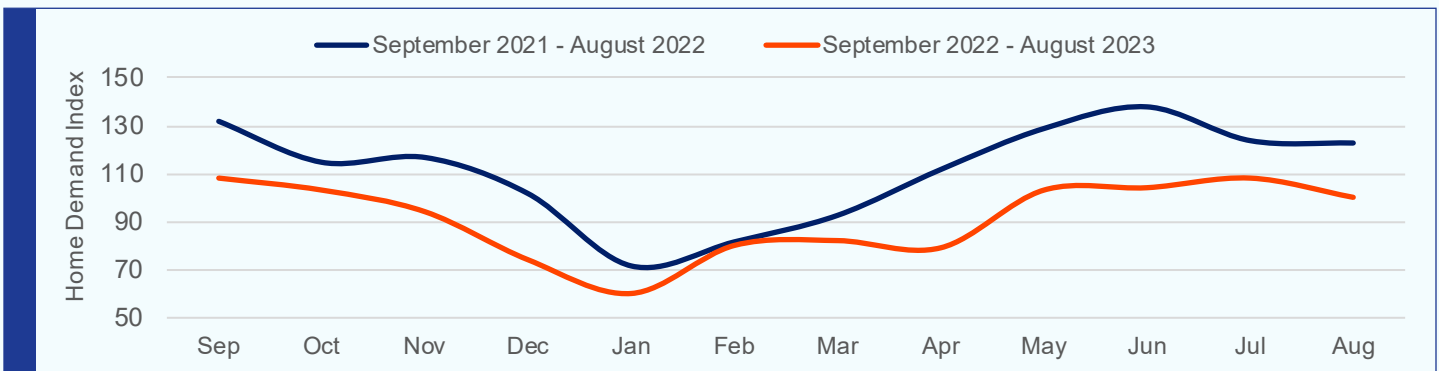
	July 2023		vs. July 2022
Closed sales	325	▼	-16.5%
Median sales price	\$342,350	▼	-2.2%
Median days on market	8	▼	-4 days
New pending sales	362	▼	-12.3%
New listings	367	▼	-24.3%
Active listings	704	▼	-6.8%
Months of supply	2.27	▲	+22.7%
Showings	4,340	▼	-19.2%

Bright MLS T3 Home Demand Index

According to the Bright MLS T3 Home Demand Index (HDI), market activity has been Steady for four consecutive months after being Slow in the first three months of the year. In August, the HDI for Maryland Eastern Shore dropped to 100 and will likely show lower activity in the fall.

The index for Maryland Eastern Shore showed Moderate demand last year with a reading of 123.

Bright MLS T3 Home Demand Index



Market Outlook

A month decline in median sale price does not indicate a trend. The median price was also negative year-over-year in March, and then there were three months of year-over-year gains in Maryland Eastern Shore. The fall market will likely be characterized by stable or even rising home prices as a result of low inventory.

The inventory situation is unlikely to change. Mortgage rates may begin to come down but will remain around 6.5%. Most sellers who weren't willing to list earlier this summer aren't going to change their tune. Some sellers could be enticed by an assumable mortgage (such as FHA, VA, USDA loans), and that could bring some listings to the market this fall.

Local Markets

Overall, the Maryland Eastern Shore reported a lower median sale price in July 2023 than the prior year. Yet price drops were concentrated in two counties—Caroline County (-6.8%) and Kent County (-24.4%). Cecil (+0.6%), Dorchester (+16.1%), Queen Anne's (+8.3%), and Talbot (+2.1%) counties all had price gains.

Conversely, all but two counties matched the trend of fewer active listings. Cecil County had 3.8% more inventory than last year, and Kent County had 38.3% higher active listings.

While active listings rose in 2 counties, there were no counties that had an increase in *new* listings in July. Sellers have been hesitant to list their homes when they can keep attractive mortgage rates and are unsure about the potential next home they could find.

Inventory and a lack of new listings coming to the market are putting pressure on buyers to move quickly.



CLOSED SALES

	July 2023	vs. July 2022
Caroline County, MD	37	-11.9%
Cecil County, MD	111	-8.3%
Dorchester County, MD	48	-4.0%
Kent County, MD	27	-28.9%
Queen Anne's County, MD	62	-24.4%
Talbot County, MD	40	-28.6%
MD Eastern Shore	325	-16.5%

MEDIAN SALES PRICE

	July 2023	vs. July 2022
Caroline County, MD	\$284,250	-6.8%
Cecil County, MD	\$324,950	+0.6%
Dorchester County, MD	\$290,355	+16.1%
Kent County, MD	\$284,900	-24.4%
Queen Anne's County, MD	\$520,000	+8.3%
Talbot County, MD	\$487,500	+2.1%
MD Eastern Shore	\$342,350	-2.2%

Local Markets Continued

	NEW PENDINGS		NEW LISTINGS		MEDIAN DAYS ON MARKET	
	July 2023	vs. July 2022	July 2023	vs. July 2022	July 2023	vs. July 2022
Caroline County, MD	30	-30.2%	38	-15.6%	9	-7 days
Cecil County, MD	111	-17.8%	127	-18.1%	6	-3 days
Dorchester County, MD	49	+2.1%	46	-28.1%	16	-28 days
Kent County, MD	37	+23.3%	31	-20.5%	14	-1 day
Queen Anne's County, MD	69	-28.9%	68	-41.4%	10	-2 days
Talbot County, MD	66	+10.0%	57	-13.6%	7	-1 day
MD Eastern Shore	362	-12.3%	367	-24.3%	8	-4 days

	ACTIVE LISTINGS		MONTHS OF SUPPLY	
	July 2023	vs. July 2022	July 2023	vs. July 2022
Caroline County, MD	73	-6.4%	2.70	+38.5%
Cecil County, MD	189	+3.8%	1.93	+41.9%
Dorchester County, MD	137	-17.5%	2.91	-10.5%
Kent County, MD	65	+38.3%	2.71	+96.4%
Queen Anne's County, MD	129	-13.4%	1.95	+14.0%
Talbot County, MD	111	-16.5%	2.47	+11.3%
MD Eastern Shore	704	-6.8%	2.27	+22.7%

Mind the Pending Sales Gap

In the Mid-Atlantic, watch the closing of the gap between pending sales in 2023 and 2022. Maryland Eastern Shore has the same trend, though July's gap wasn't as tight as June's.

Pending sales activity is impacted by demand and supply, both lower than 2022.

Mortgage rates play a large part in the affordability of a home. Buyers in July faced rates at least a percentage or more higher than a year ago.

Recall that in January, rates were more than double what they were in January 2022. As mortgage rates have converged, so has the movement in pending sales. As rates move even closer, pending sales may track closer to last year's levels this fall.

Local Markets Continued

	SHOWINGS		HOME DEMAND INDEX	
	July 2023	vs. July 2022	August 2023	vs. August 2022
Caroline County, MD	385	-20.9%	111	-14.6%
Cecil County, MD	1,589	-23.1%	130	-21.2%
Dorchester County, MD	402	-32.4%	92	-25.8%
Kent County, MD	283	-19.6%	70	+4.5%
Queen Anne's County, MD	959	-13.1%	99	-23.8%
Talbot County, MD	722	-6.2%	84	-11.6%
MD Eastern Shore	4,340	-19.2%	100	-18.7%

Bright MLS T3 Home Demand Index

The Home Demand Index (HDI) captures buyer signals including showing requests, listing views and more to let you know what buyers are doing right now, before they buy. The HDI is forward-looking, providing a picture of what market activity will be this month.

The Home Demand Index was created as part of our strategy to create a nimbler and more innovative MLS platform that drives your business forward.

Read More about the HDI
homedemandindex.com



About Bright MLS

Bright is proud to be the source of truth for comprehensive real estate data in the Mid-Atlantic, with market intelligence currently covering six states (Delaware, Maryland, New Jersey, Pennsylvania, Virginia, West Virginia) and the District of Columbia. Bright MLS's innovative tool library—both created and curated—provides services and award-winning support to well over 100k real estate professionals, enabling their delivery on the promise of home to over half a million home buyers and sellers monthly. In 2022, Bright subscribers facilitated \$121B in real estate transactions through the company's platform. Learn more at BrightMLS.com.

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