Maryland REALTORS®

# RESIDENTIAL CONTRACT OF SALE

***This is a Legally Binding Contract; If Not Understood, Seek Competent Legal Advice.***

**THIS FORM IS DESIGNED AND INTENDED FOR THE SALE AND PURCHASE OF IMPROVED SINGLE FAMILY RESIDENTIAL REAL ESTATE LOCATED IN MARYLAND ONLY.**

## SECTION ONE: GENERAL CONTRACT PROVISIONS

**1. DATE OF OFFER:** ______________________________.

**2. TIME IS OF THE ESSENCE.** Time is of the essence of this Contract. The failure of Seller or Buyer to perform any act as provided in this Contract by a prescribed date or within a prescribed time period shall be a default under this Contract and the non-defaulting party, upon written notice to the defaulting party, may declare this Contract null and void and of no further legal force and effect. In such event, all Deposit(s) shall be disbursed in accordance with the Deposit paragraph of this Contract.

**3. SELLER:** ______________________________________________________________________

**4. BUYER:** ______________________________________________________________________

**5. PROPERTY:** Seller does sell to Buyer and Buyer does purchase from Seller, all of the following described Property (hereinafter "Property") known as ____________________________________________ located in ____________________ ____________________ City/County, Maryland, Zip Code ______________________, together with the improvements thereon, and all rights and appurtenances thereto belonging.

**6. ESTATE:** The Property is being conveyed: ☐ in fee simple or ☐ subject to an annual ground rent, now existing, in the amount of ____________________ Dollars ($____________) payable semi-annually, as now or to be recorded among the Land Records of ______________ City/County, Maryland.

**7. PURCHASE PRICE:** The Purchase Price is __________________________________________________ Dollars ($______________________________).

**8. PAYMENT TERMS:** The payment of the purchase price shall be made by Buyer as follows:
**(a)** Buyer ☐ has delivered OR ☐ will deliver within ________________ Days of the Date of Contract Acceptance an initial Deposit by way of __________________ in the amount of ________________________ Dollars ($________________).
**(b)** An additional Deposit by way of ___________________________ in the amount of ____________ Dollars ($______________________) to be paid ______________________________________________________________________________________________________________.
**(c)** All Deposits will be held in escrow by: _______________________________________________.
**If Deposit will not be held by a Maryland licensed real estate broker, the parties shall execute a separate written Escrow Agreement that complies with Section 10-802 of the Real Property Article, Annotated Code of Maryland.**
**(d)** The purchase price less any and all Deposits shall be paid in full by Buyer in cash, wired funds, bank check, certified check or other payment acceptable to the settlement officer at settlement.
**(e)** Buyer and Seller instruct broker named in subparagraph (c) above to place the Deposits in: **(Check One)**

☐ A non interest bearing account; **OR**
☐ An interest-bearing account, the interest on which, in absence of default by Buyer, shall accrue to the benefit of Buyer. Broker may charge a fee for establishing an interest bearing account.

**9. DEPOSIT:** If the Deposit is held by a Broker as specified in Paragraph 8(c) of this Contract, Buyer hereby authorizes and directs Broker to hold the Deposit instrument without negotiation or deposit until the parties have executed and accepted this Contract. Upon acceptance, the initial Deposit and additional Deposits (the "Deposit"), if any, shall be placed in escrow as provided in Paragraph 8(e) of this Contract and in accordance with the requirements of Section 17-502(b)(1) of the Business Occupations and Professions Article, Annotated Code of Maryland. If Seller does not execute and accept this Contract, the initial Deposit instrument shall be promptly returned to Buyer. The Deposit shall be disbursed at settlement. In the event this Contract shall be terminated or settlement does not occur, Buyer and Seller agree that the Deposit shall be disbursed by Broker only in accordance with a Release of Deposit agreement executed by Buyer and Seller. In the event Buyer and/or Seller fail to complete the real estate transaction in accordance with the terms and conditions of this Contract, and either Buyer or Seller shall be unable or unwilling to execute a Release of Deposit agreement, Buyer and Seller hereby acknowledge and agree that Broker may distribute the Deposit in accordance with the provisions of Section

# ESCROW AGREEMENT BETWEEN BUYER, SELLER, AND ESCROW AGENT
# (THIS ESCROW AGREEMENT IS NOT PART OF THE CONTRACT OF SALE)

Contract of Sale between Buyer ______________________________
and Seller ______________________________
for Property known as ______________________________

1. **BUYER'S SELECTION OF ESCROW AGENT:** Buyer selects______________________________("Escrow Agent") for the transaction. Escrow Agent is not a party to the Contract of Sale. Buyer and Seller agree that Escrow Agent assumes no duty or liability for the performance, non-performance or otherwise of Buyer's or Seller's obligations under the Contract of Sale.

2. **DEPOSIT DEFINED:** "Deposit" as used herein means a deposit made by a Buyer that the Buyer delivers to an Escrow Agent to hold for: the benefit of the Buyer or Seller; and a purpose that relates to the purchase or sale of residential real estate in the State of Maryland.

3. **RECEIPT OF DEPOSIT:** Escrow Agent acknowledges receipt of the Deposit in the amount of ______________________________ ______________________________Dollars ($________________) on Date of Deposit Receipt as stated below. Escrow Agent acknowledges receipt of Additional Deposit (if applicable) in the amount of ______________________________Dollars ($________________) on the Date of Deposit Receipt for Additional Deposit as stated below.

4. **HANDLING OF DEPOSIT:** Escrow Agent shall, within seven (7) business days of Date of Deposit Receipt, place the Deposit in Escrow Agent's Trust Account. Escrow Agent may not use the Deposit for any purpose other than that for which it is delivered to Escrow Agent. Neither Buyer nor Seller shall receive interest on the Deposit. Escrow Agent may pool and commingle other trust funds with the Deposit as allowed by law.

5. **NOTIFICATION OF INSUFFICIENT FUNDS:** If the Deposit check is returned for insufficient funds or wire is dishonored, Escrow Agent shall notify Buyer and Seller, and their agents, in writing within five (5) business days from receipt of notice from the financial institution where the Deposit was placed.

6. **MAINTENANCE AND DISPOSITION OF DEPOSIT:** Escrow Agent agrees to maintain the Deposit in Escrow Agent's Trust Account until:
   A. **SETTLEMENT:** The real estate transaction settles in which case the Deposit shall be applied to the Purchase Price at settlement. If Escrow Agent is not conducting settlement, Escrow Agent shall timely deliver Deposit to settlement agent;
   B. **RELEASE OF DEPOSIT AGREEMENT:** Escrow Agent receives proper written instructions executed by both Buyer and Seller directing withdrawal or other disposition of the Deposit; OR
   C. **INTERPLEADER:** Escrow Agent files an action for interpleader and delivers the Deposit to a court of competent jurisdiction in the State of Maryland.

7. **DISPUTES:**
   A. **MEDIATION:** Buyer and Seller acknowledge that if the Contract of Sale obligates the parties to mediate deposit disputes, Buyer and Seller agree to abide by the terms of the mediation provision in the Contract of Sale. If during mediation, Buyer and Seller execute a written agreement concerning the Deposit, Escrow Agent agrees to accept and abide by its terms. If Buyer and Seller execute Maryland REALTORS® Release of Deposit Agreement, Escrow Agent agrees to accept and abide by its terms.
   B. **HOLDING DISPUTED FUNDS:** Escrow Agent may, at its option, hold disputed funds until a Release of Deposit Agreement is executed by Buyer and Seller.
   C. **ACTION FOR INTERPLEADER:** In the event of any litigation or dispute between Buyer and Seller concerning the release of the Deposit, Escrow Agent's sole responsibility may be met, at Escrow Agent's option, by paying the Deposit into the court in which such litigation is pending, or by paying the Deposit into a court of proper jurisdiction by an action for interpleader. Buyer and Seller agree that, upon Escrow Agent's payment of the Deposit into the court, neither Buyer nor Seller shall have any further right, claim, demand or action against Escrow Agent regarding the release of the Deposit; and Buyer and Seller, jointly and severally, shall indemnify and hold Escrow Agent harmless from any and all such rights, claims, demands or actions. In the event of such dispute and election by Escrow Agent to file an action for interpleader as herein provided, Buyer and Seller further agree and hereby expressly and irrevocably authorize Escrow Agent to deduct from the Deposit all costs incurred by Escrow Agent in the filing and maintenance of such action, including but not limited to, filing fees, court costs, service of process fees and attorneys' fees, provided that the amount deducted shall not exceed the lesser of $1,000 (one thousand

dollars) or the amount of the Deposit held by Escrow Agent. All such fees and costs authorized herein to be deducted may be deducted by Escrow Agent from the Deposit prior to paying the balance of the Deposit to the court. Buyer and Seller further agree and expressly declare that all such fees and costs so deducted shall be the exclusive property of Escrow Agent. If the amount deducted by Escrow Agent is less than the total of all of the costs incurred by Escrow Agent in filing and maintaining the interpleader, then Buyer and Seller jointly, and severally, agree to reimburse Escrow Agent for all such excess costs upon the conclusion of the action.

D. **DISTRIBUTION OF DEPOSIT:** In the event Buyer or Seller fails to complete the real estate transaction in accordance with the terms and conditions of the Contract of Sale, and either Buyer or Seller is unable or unwilling to execute a Release of Deposit Agreement, Buyer and Seller hereby acknowledge and agree that Escrow Agent may distribute the Deposit in accordance with the following procedures:

**IF BUYER IS NOT TERMINATING PURSUANT TO A CONTINGENCY OR IF SELLER TERMINATES:**

**Prior to distributing the Deposit under this section, Escrow Agent shall notify both Buyer and Seller that Escrow Agent intends to distribute the Deposit to the person who, in the good faith opinion of Escrow Agent, is entitled to receive the Deposit in accordance with the terms of the Contract of Sale.**

The notice required under this section shall:
- (i) be in writing;
- (ii) state whether the Deposit will be paid to Buyer or Seller; and
- (iii) disclose to Buyer and Seller that:
  - 1. either party may prevent distribution of the Deposit under this section by submitting a protest within 30 days from the date the notice was delivered or mailed by Escrow Agent; and
  - 2. if neither party submits a protest within 30 days from the date the notice was delivered or mailed by Escrow Agent, the Deposit will be distributed in accordance with Escrow Agent's notice.

The notice required under this section shall be:
- (i) hand delivered to both Buyer and Seller; or
- (ii) sent by certified mail, return receipt requested, and regular mail to both Buyer and Seller.

Buyer or Seller may protest the distribution of the Deposit. Buyer or Seller shall submit the protest to Escrow Agent within 30 days from the date the notice required in this section was delivered or mailed by Escrow Agent.

A protest shall be in writing and either:
- (i) hand delivered; or
- (ii) sent by certified mail, return receipt requested, and regular mail.

If a written protest is received by Escrow Agent, Escrow Agent shall distribute the Deposit in accordance with Paragraph 7(A), 7(B), or 7(C) of this Escrow Agreement.

If no written protest is received by Escrow Agent, Escrow Agent shall distribute the Deposit in accordance with the terms of the notice as required in this section.

**IF BUYER TERMINATES PURSUANT TO A CONTINGENCY:**

If Buyer terminates the Contract of Sale pursuant to a contingency as defined by Section 10-803(a)(2) of the Real Property Article, Annotated Code of Maryland, Buyer may request the return of the Deposit by providing Escrow Agent and Seller with a written notice of the request (the "Request").
Within ten (10) days after receiving the Request, Seller may provide Escrow Agent and Buyer with a notarized, written request for mediation relating to the distribution of the Deposit.

If Seller does not deliver a notarized, written request for mediation to Escrow Agent and Buyer within ten (10) days after receiving the Request, Escrow Agent, within thirty (30) days after receiving the Request, shall:
- (i) Distribute the Deposit to Buyer; and
- (ii) Notify Buyer and Seller of the distribution.

If Seller does deliver a notarized, written request for mediation to Escrow Agent and Buyer within ten (10) days after receiving the Request, Escrow Agent shall hold the Deposit until:
- (i) A mediation agreement authorizes the distribution of the Deposit; or
- (ii) Escrow Agent files an interpleader action in the District Court.

**8. ATTORNEY'S FEES AND COSTS**: In any action or proceeding between Buyer and Seller and/or between Buyer and Escrow Agent and/or Seller and Escrow Agent resulting in Escrow Agent being made a party to such action or proceeding, including, but not limited to, any litigation, arbitration, or complaint and claim before a Maryland regulatory board, whether as defendant, cross-defendant, third-party defendant or respondent, Buyer and Seller jointly and severally, agree to indemnify and hold

Escrow Agent harmless from and against any and all liability, loss, cost, damages or expenses (including filing fees, court costs, service of process fees, transcript fees and attorneys' fees) incurred by Escrow Agent in such action or proceeding, provided that such action or proceeding does not result in a judgment against Escrow Agent. This Paragraph shall apply to any and all such action(s) or proceeding(s) against Escrow Agent including those action(s) or proceeding(s) based, in whole or in part, upon any alleged act(s) or omission(s) by Escrow Agent, including, but not limited to, any alleged act of misrepresentation, fraud, non-disclosure, negligence, violation of any statutory or common law duty, or breach of fiduciary duty by Escrow Agent. The provisions of this Paragraph shall survive settlement and shall not be deemed to have been extinguished by merger with the deed. The term Escrow Agent as used in this paragraph shall include any agent, subagent, salesperson, independent contractor and/or employees of Escrow Agent.

**9.** **ENTIRE AGREEMENT:** This Escrow Agreement constitutes the entire agreement among the parties, and neither they nor their agents shall be bound by any terms, conditions, statements, warranties or representations, oral or written, not herein contained. The parties to this Escrow Agreement mutually agree that it is binding upon them, their heirs, executors, administrators, personal representatives, and successors. Once signed, the terms of this Escrow Agreement can only be changed by a document executed by all parties. To the extent that the terms of this Escrow Agreement and the terms of the Contract of Sale are different, inconsistent or contradict each other, this Escrow Agreement shall control. This Escrow Agreement shall be interpreted and construed in accordance with the laws of the State of Maryland.

| | | | |
|---|---|---|---|
| **Buyer Signature** | **Date** | **Seller Signature** | **Date** |
| **Buyer Signature** | **Date** | **Seller Signature** | **Date** |

**Signature of Escrow Agent Representative:** ______________________ **Date:** ______________

**Name of Escrow Agent:** ____________________________________________

**Address of Escrow Agent:** ____________________________________________

**Telephone Number of Escrow Agent:** ____________________________________________

**Email Address of Escrow Agent:** ____________________________________________

**Printed Name of Escrow Agent Representative:** ____________________________________________

**Title of Escrow Agent Representative:** ____________________________________________

**Date of Deposit Receipt:** ____________________________________________

**Date of Deposit Receipt for Additional Deposit (if applicable):** ______________________________

Maryland REALTORS® and
Maryland Land Title Association

**The Revisions approved by the Commission and published in COMAR (09.11.07.01) include the following:**

- The Disclosure questions were reformatted to allow for the numbered questions to begin on Page 1 of 4.
- Disclosure Question #2: Sewage Disposal - Type of System Options added
- Disclosure Question #2: Air Conditioning - Type of Cooling Options added
- Disclosure Question #4: Basement - Type of Basement Options added
- Disclosure Question #9: Air Conditioning - Type of Cooling Options added
- Disclosure Question #12 A, B & C: Smoke Alarms - Feature Options added
- Disclosure Question #13 A & B: Septic Systems - Type of System Options and Function Options added
- Disclosure Question #18: Hazardous Materials - Type of Materials Options added
- Disclosure Question #21 A: Open Violations Options added
- Disclosure Question #24: Property Flooding or Fire question added
- Notice to Purchaser regarding a Home Inspection: Language added above the Purchaser signature lines in both the Disclosure and Disclaimer sections

**Please NOTE:**

- All Brokerages should now utilize the Revised Form
- Any current non-exempt Residential Property listing agreements should be updated with the Revised form.
- Any currently executed Residential Property Sales Agreements pending closing DO NOT need to be updated with the Revised form.

# MARYLAND RESIDENTIAL PROPERTY DISCLOSURE AND DISCLAIMER STATEMENT

Property Address: ______________________________________________

Legal Description: ______________________________________________

## NOTICE TO SELLER AND PURCHASER

Section 10-702 of the Real Property Article, *Annotated Code of Maryland*, requires the seller of certain residential real property to furnish to the purchaser either (a) a RESIDENTIAL PROPERTY DISCLAIMER STATEMENT stating that the seller is selling the property "as is" and makes no representations or warranties as to the condition of the property or any improvements on the real property, except as otherwise provided in the contract of sale, or in a listing of latent defects; or (b) a RESIDENTIAL PROPERTY DISCLOSURE STATEMENT disclosing defects or other information about the condition of the real property actually known by the seller. Certain transfers of residential property are excluded from this requirement (see the exemptions listed below).

10-702. EXEMPTIONS. The following are specifically excluded from the provisions of §10-702:

1. The initial sale of single family residential real property:
   - A. that has never been occupied; or
   - B. for which a certificate of occupancy has been issued within 1 year before the seller and buyer enter into a contract of sale;
2. A transfer that is exempt from the transfer tax under §13-207 of the Tax-Property Article, except land installment contracts of sales under §13-207(a) (11) of the Tax-Property Article and options to purchase real property under §13- 207(a)(12) of the Tax-Property Article;
3. A sale by a lender or an affiliate or subsidiary of a lender that acquired the real property by foreclosure or deed in lieu of foreclosure;
4. A sheriff's sale, tax sale, or sale by foreclosure, partition, or by court appointed trustee;
5. A transfer by a fiduciary in the course of the administration of a decedent's estate, guardianship, conservatorship, or trust;
6. A transfer of single family residential real property to be converted by the buyer into use other than residential use or to be demolished; or
7. A sale of unimproved real property.

Section 10-702 also requires the seller to disclose information about latent defects in the property that the seller has actual knowledge of. The seller must provide this information even if selling the property "as is." "Latent defects" are defined as: Material defects in real property or an improvement to real property that:

(1) A purchaser would not reasonably be expected to ascertain or observe by a careful visual inspection of the real property; and
(2) Would pose a direct threat to the health or safety of:
  (i) the purchaser; or
  (ii) an occupant of the real property, including a tenant or invitee of the purchaser.

## MARYLAND RESIDENTIAL PROPERTY DISCLOSURE STATEMENT

NOTICE TO SELLERS: Complete and sign this statement only if you elect to disclose defects, including latent defects, or other information about the condition of the property actually known by you; otherwise, sign the Residential Property Disclaimer Statement. You may wish to obtain professional advice or inspections of the property; however, you are not required to undertake or provide any independent investigation or inspection of the property in order to make the disclosure set forth below. The disclosure is based on your personal knowledge of the condition of the property at the time of the signing of this statement.

NOTICE TO PURCHASERS: The information provided is the representation of the Seller(s) based upon the actual knowledge of Seller(s) as of the date of their signature(s) on this form; it is not the representation of the real estate broker or salesperson, if any. You may wish to obtain professional advice about, or an inspection of, the property. Disclosure by the Seller(s) is not a substitute for an inspection by an independent home inspection company, and you may wish to obtain such an inspection. The information contained in this statement is not a warranty by the Seller(s) as to; the condition of the property of which the Seller(s) has no actual knowledge, or other conditions of which the Seller(s) has no actual knowledge.

**Please indicate your actual knowledge with respect to the following:**

1. How long have you owned the property? ______________________________
2. Property Systems: Water, Sewage, Heating & Air Conditioning (Answer all that apply)

| | |
|---|---|
| Water Supply | ☐ Public ☐ Well ☐ Other ______________________ |
| Sewage Disposal | ☐ Public ☐ Septic System: What type of Septic System? ☐ Holding Tank ☐ Other Describe: __________ |
| Garbage Disposal | ☐ Yes ☐ No |
| Dishwasher | ☐ Yes ☐ No |
| Heating | ☐ Oil ☐ Natural Gas ☐ Electric ☐ Heat Pump Age _____ ☐ Other Describe: ______________ |

Air Conditioning ☐ Central Air ☐ Window Units ☐ Wall Mounted A/C ☐ Other Describe: ____________________

Hot Water ☐ Oil ☐ Natural Gas ☐ Electric ☐ Capacity _____ Age _____ ☐ Other ____________________

3. Foundation: Any settlement or other problems? ☐ Yes ☐ No ☐ Unknown
Comments: ____________________

4. Basement: Does your house have a basement or crawl space? ☐ Yes ☐ No
If yes, select one: ☐ Basement ☐ Crawl Space

   a. Is there any water damage, leaks, or evidence of moisture? ☐ Yes ☐ No ☐ Unknown
   b. Does the basement or crawl space have a sump pump? ☐ Yes ☐ No
   If yes, is it operational? ☐ Yes ☐ No ☐ Unknown
   Comments: ____________________

5. Roof: Any leaks or evidence of moisture? ☐ Yes ☐ No ☐ Unknown
Type of Roof: ____________________ Age __________
Comments: ____________________
Is there any existing fire-retardant treated plywood? ☐ Yes ☐ No ☐ Unknown
Comments: ____________________

6. Other Structural Systems, including walls and floors:
Comments: ____________________
Any defects (structural or otherwise)? ☐ Yes ☐ No ☐ Unknown
Comments: ____________________

7. Plumbing system: Is the system in operating condition including the absence of leaks? ☐ Yes ☐ No ☐ Unknown
Comments: ____________________

8. Heating Systems: Is heat supplied to all finished rooms? ☐ Yes ☐ No ☐ Unknown
Comments: ____________________
Is the system in operating condition? ☐ Yes ☐ No ☐ Unknown
Comments: ____________________

9. Air Conditioning System: Is there an air conditioning system? ☐ Yes ☐ No
If yes, select one: ☐ Central Air ☐ Window Units ☐ Wall Mounted A/C ☐ Other Describe: ____________________
Comments: ____________________
   a. Is cooling supplied to all finished rooms? ☐ Yes ☐ No ☐ Unknown ☐ Does Not Apply
   Comments: ____________________
   b. Is the system in operating condition? ☐ Yes ☐ No ☐ Unknown ☐ Does Not Apply
   Comments: ____________________

10. Electric Systems: Are there any problems with electrical fuses, circuit breakers, outlets, or wiring? ☐ Yes ☐ No ☐ Unknown
Comments: ____________________

11. Does the property have a sprinkler system? ☐ Yes ☐ No

12. Do the smoke alarms comply with all requirements for smoke alarms as set forth in Title 9 of the Public Safety article, including with respect to their number, location, arrangement, type, power source, and any other requirement? (See sections 9-101-109 of the Public Safety article.) ☐ Yes ☐ No ☐ Unknown
Comments: ____________________
   a. Will all smoke alarms provide an alarm in the event of a power outage? ☐ Yes ☐ No ☐ Unknown
   b. Are any of the smoke alarms over 10 years old? ☐ Yes ☐ No ☐ Unknown
   c. Are all battery-operated smoke alarms sealed, tamper resistant units incorporating a silence/hush button and using long-life batteries. ☐ Yes ☐ No ☐ Unknown ☐ N/A (no battery operated units)

13. Sewer/Septic Systems: What type of sewer/septic system? Select one: ☐ Public ☐ Septic
   a. If septic, what type: ☐ Holding Tank ☐ Other Describe: ____________________
   b. Is the septic system functioning properly? ☐ Yes ☐ No ☐ Unknown ☐ Does Not Apply
   If not sure, contact your local health department.
   c. When was the system last pumped? Date ______________ ☐ Unknown
Comments: ____________________

14. Water Supply: Any problem with water supply? ☐ Yes ☐ ☐ No ☐ Unknown
Comments: ____________________
   a. Home water treatment system: ☐ Yes ☐ No ☐ Unknown
   Comments: ____________________
   b. Fire sprinkler system: ☐ Yes ☐ No ☐ Unknown ☐ Does Not Apply
   Comments: ____________________
   c. Are the systems in operating condition? ☐ Yes ☐ No ☐ Unknown
   Comments: ____________________

15. Insulation:
In exterior walls? ☐ Yes ☐ No ☐ Unknown
In ceiling/attic? ☐ Yes ☐ No ☐ Unknown
In any other areas? ☐ Yes ☐ No Where? ____________________
Comments: ____________________

16. Exterior Drainage: Does water stand on the property for more than 24 hours after a heavy rain? ☐ Yes ☐ No ☐ Unknown
Comments: ______
Are gutters and downspouts in good repair? ☐ Yes ☐ No ☐ Unknown
Comments: ______
17. Wood-destroying insects: Any infestation and/or prior damage? ☐ Yes ☐ No ☐ Unknown
Comments: ______
Any treatments or repairs? ☐ Yes ☐ No ☐ Unknown
Any warranties? ☐ Yes ☐ No ☐ Unknown
Comments: ______
18. Are there any hazardous or regulated materials (including, but not limited to, licensed landfills, asbestos, radon gas, lead-based paint, oil tank, propane tank, underground storage tanks, or other contamination) on the property? ☐ Yes ☐ No ☐ Unknown
If yes, specify below.
Comments: ______
  a. If you or a contractor have made improvements to the property, were the required permits issued by the county or local permitting office, and did the improvements pass all required inspections? ☐ Yes ☐ No ☐ Does Not Apply ☐ Unknown
  Comments: ______
19. If the property relies on fossil fuel combustion for heat, ventilation, hot water, clothes dryer operation, or other purposes, is a carbon monoxide alarm installed in the property? ☐ Yes ☐ No ☐ Unknown
Comments: ______
20. Are there any zoning violations, nonconforming uses, violation of building restrictions or setback requirements or any recorded or unrecorded easement, except for utilities, on or affecting the property? ☐ Yes ☐ No ☐ Unknown If yes, specify below.
Comments: ______
21. Is the property located in a flood zone, conservation area, wetland area, Chesapeake Bay critical area or Designated Historic District?
☐ Yes ☐ No ☐ Unknown If yes, specify below.
Comments: ______
  a. If answered Yes, are there currently any open violations? Comments: ______
22. Is the property subject to any restriction imposed by a Homeowners Association or any other type of community association?
☐ Yes ☐ No ☐ Unknown If yes, specify below.
Comments: ______
23. Is the property subject to any restrictions imposed by a covenant? ☐ Yes ☐ No ☐ Unknown If yes, specify below.
Comments: ______
24. Has the property ever had flooding or a fire? ☐ Yes ☐ No ☐ Unknown
Comments: ______
25. Are there any other material defects, including latent defects, affecting the physical condition of the property?
☐ Yes ☐ No ☐ Unknown
Comments: ______

NOTE: Seller(s) may wish to disclose the condition of other buildings on the property on a separate RESIDENTIAL PROPERTY DISCLOSURE STATEMENT.

The seller(s) acknowledge having carefully examined this statement, including any comments, and verify that it is complete and accurate as of the date signed. The seller(s) further acknowledge that they have been informed of their rights and obligations under §10-702 of the Maryland Real Property Article.

Seller(s) ______ Date ______

Seller(s) ______ Date ______

**NOTICE TO PURCHASER: THIS DISCLOSURE STATEMENT IS NOT A SUBSTITUTE FOR A HOME INSPECTION.**

The purchaser(s) acknowledge receipt of a copy of this disclosure statement and further acknowledge that they have been informed of their rights and obligations under §10-702 of the Maryland Real Property Article.

Purchaser ______ Date ______

Purchaser ______ Date ______

# MARYLAND RESIDENTIAL PROPERTY DISCLAIMER STATEMENT

NOTICE TO SELLER(S): Sign this statement only if you elect to sell the property without representations and warranties as to its condition, except as otherwise provided in the contract of sale and in the listing of latent defects set forth below; otherwise, complete and sign the RESIDENTIAL PROPERTY DISCLOSURE STATEMENT.

**Section 10-702 also requires the seller to disclose information about latent defects in the property that the seller has actual knowledge of. The seller must provide this information even if selling the property "as is." "Latent defects" are defined as: Material defects in real property or an improvement to real property that:**

- **(1) A purchaser would not reasonably be expected to ascertain or observe by a careful visual inspection of the real property; and**
- **(2) Would pose a direct threat to the health or safety of:**
  - **(i) the purchaser; or**
  - **(ii) an occupant of the real property, including a tenant or invitee of the purchaser.**

Except for the latent defects listed below, the undersigned seller(s) of the real property make no representations or warranties as to the condition of the real property or any improvements thereon, and the purchaser will be receiving the real property "as is" with all defects, including latent defects, which may exist, except as otherwise provided in the real estate contract of sale. The seller(s) acknowledge having carefully examined this statement and further acknowledge that they have been informed of their rights and obligations under §10-702 of the Maryland Real Property Article.

Does the seller(s) have actual knowledge of any latent defects? ☐Yes ☐No If yes, specify:

Seller ☐ Date ______________________

Seller ☐ Date ______________________

**NOTICE TO PURCHASER: THIS DISCLAIMER STATEMENT IS NOT A SUBSTITUTE FOR A HOME INSPECTION.**

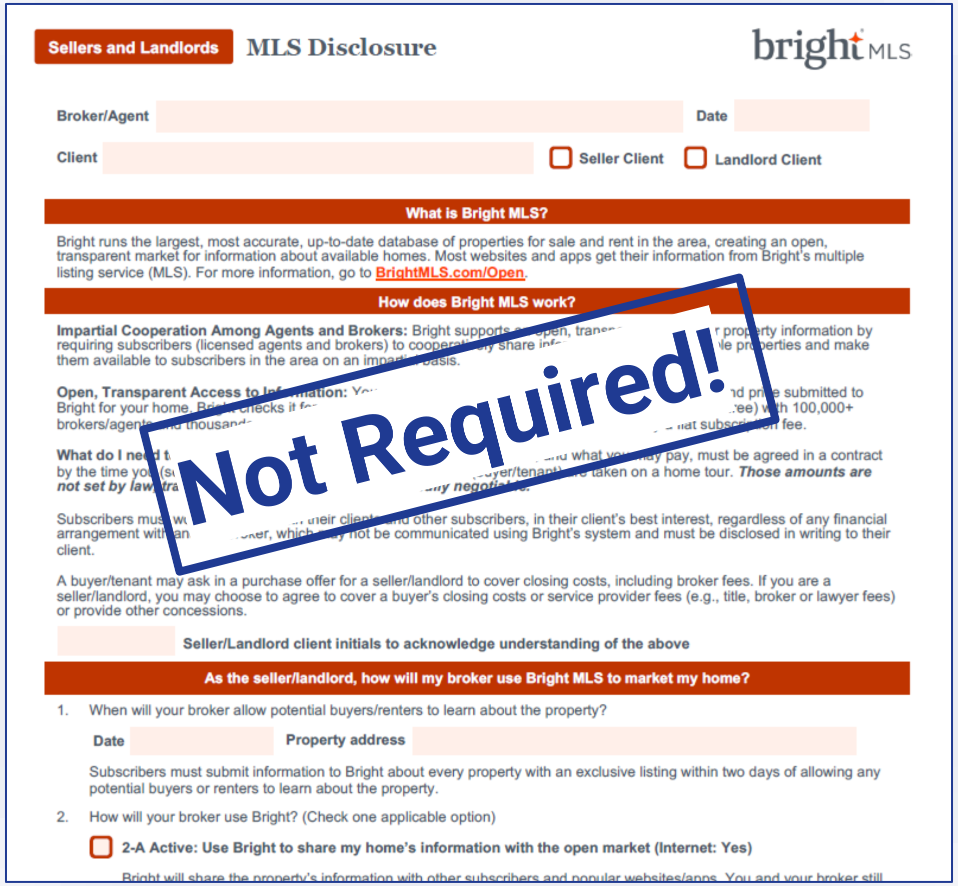
The purchaser(s) acknowledge receipt of a copy of this disclaimer statement and further acknowledge that they have been informed of their rights and obligations under §10-702 of the Maryland Real Property Article.

Purchaser ☐ Date ______________________

Purchaser ☐ Date ______________________

# Listing Entry Requirements

- Client Disclosure Form requirement removed
- Enter listings within 2 Calendar Days of signed listing agreement
- New “Registered” status added as a placeholder for listings - ***Available September 30th***



**Sellers and Landlords** **MLS Disclosure**

**Broker/Agent** **Date**

**Client** ☐ **Seller Client** ☐ **Landlord Client**

**What is Bright MLS?**

Bright runs the largest, most accurate, up-to-date database of properties for sale and rent in the area, creating an open, transparent market for information about available homes. Most websites and apps get their information from Bright's multiple listing service (MLS). For more information, go to BrightMLS.com/Open.

**How does Bright MLS work?**

**Impartial Cooperation Among Agents and Brokers:** Bright supports an open, trans[illegible] property information by requiring subscribers (licensed agents and brokers) to cooperati[illegible] share inf[illegible]le properties and make them available to subscribers in the area on an imp[illegible] basis.

**Open, Transparent Access to In[illegible]ation:** Yo[illegible]nd pri[illegible]e submitted to Bright for your home. Bri[illegible] checks it f[illegible]ree) w[illegible]th 100,000+ brokers/agent[illegible] thousand[illegible]at subscri[illegible] fee.

**What do I nee[illegible]** [illegible] what yo[illegible] pay, must be agreed in a contract by the time yo[illegible] (buyer/tenant) are taken on a home tour. ***Those amounts are not set by law*** [illegible] ***negoti[illegible]***

Subscribers mus[illegible] their clien[illegible] other subscribers, in their client's best interest, regardless of any financial arrangement with an[illegible] broker, which [illegible] not be communicated using Bright's system and must be disclosed in writing to their client.

A buyer/tenant may ask in a purchase offer for a seller/landlord to cover closing costs, including broker fees. If you are a seller/landlord, you may choose to agree to cover a buyer's closing costs or service provider fees (e.g., title, broker or lawyer fees) or provide other concessions.

**Seller/Landlord client initials to acknowledge understanding of the above**

**As the seller/landlord, how will my broker use Bright MLS to market my home?**

1. When will your broker allow potential buyers/renters to learn about the property?

   **Date** **Property address**

   Subscribers must submit information to Bright about every property with an exclusive listing within two days of allowing any potential buyers or renters to learn about the property.

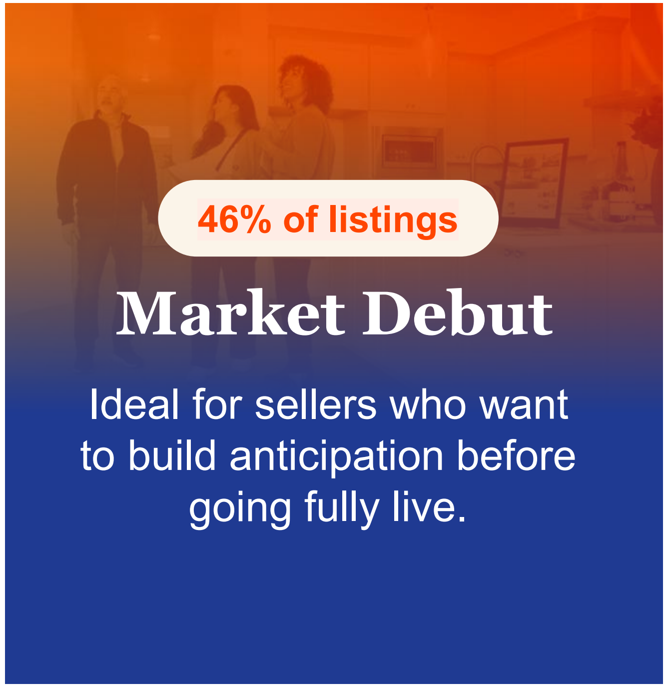
2. How will your broker use Bright? (Check one applicable option)

   ☐ **2-A Active: Use Bright to share my home's information with the open market (Internet: Yes)**

   Bright will share the property's information with other subscribers and popular websites/apps. You and your broker still

**Not Required!**

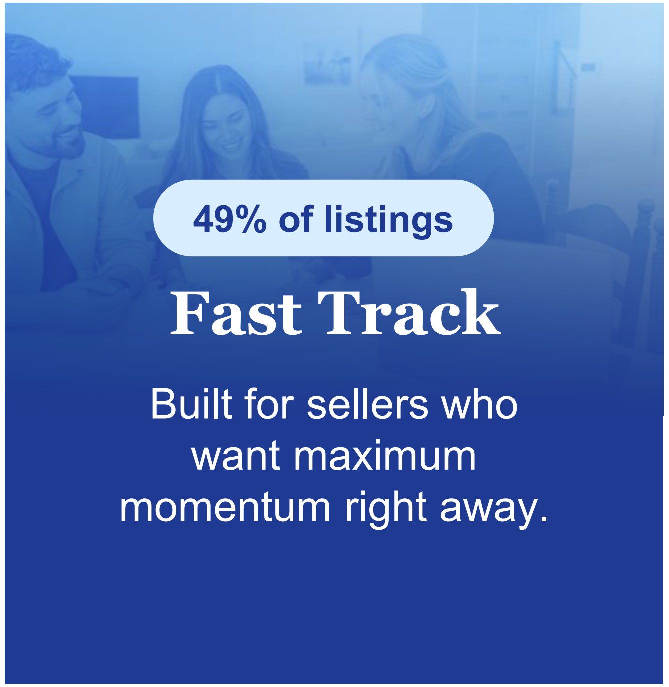
# Bright Advantage



**46% of listings**

## Market Debut

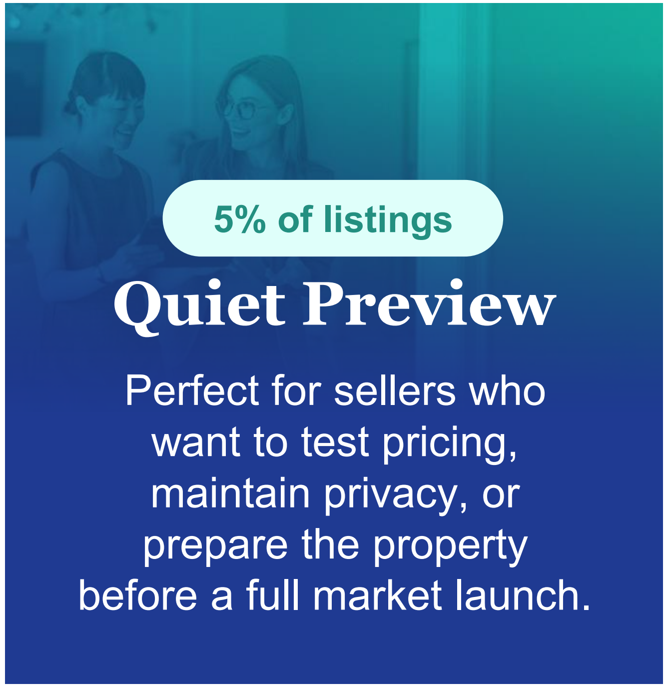
Ideal for sellers who want to build anticipation before going fully live.



**49% of listings**

## Fast Track

Built for sellers who want maximum momentum right away.



**5% of listings**

## Quiet Preview

Perfect for sellers who want to test pricing, maintain privacy, or prepare the property before a full market launch.

Take the quiz at
**BrightMLS.com/ListingPath**

# Flexible Options to Suit Every Seller

| | |
|---|---|
| **Limited Audience** | Office Exclusive |
| **Selective Visibility** | Coming Soon + Internet: No<br>Active Listing + Internet: No |
| **Full Exposure** | Active or Coming Soon + Internet: Yes |

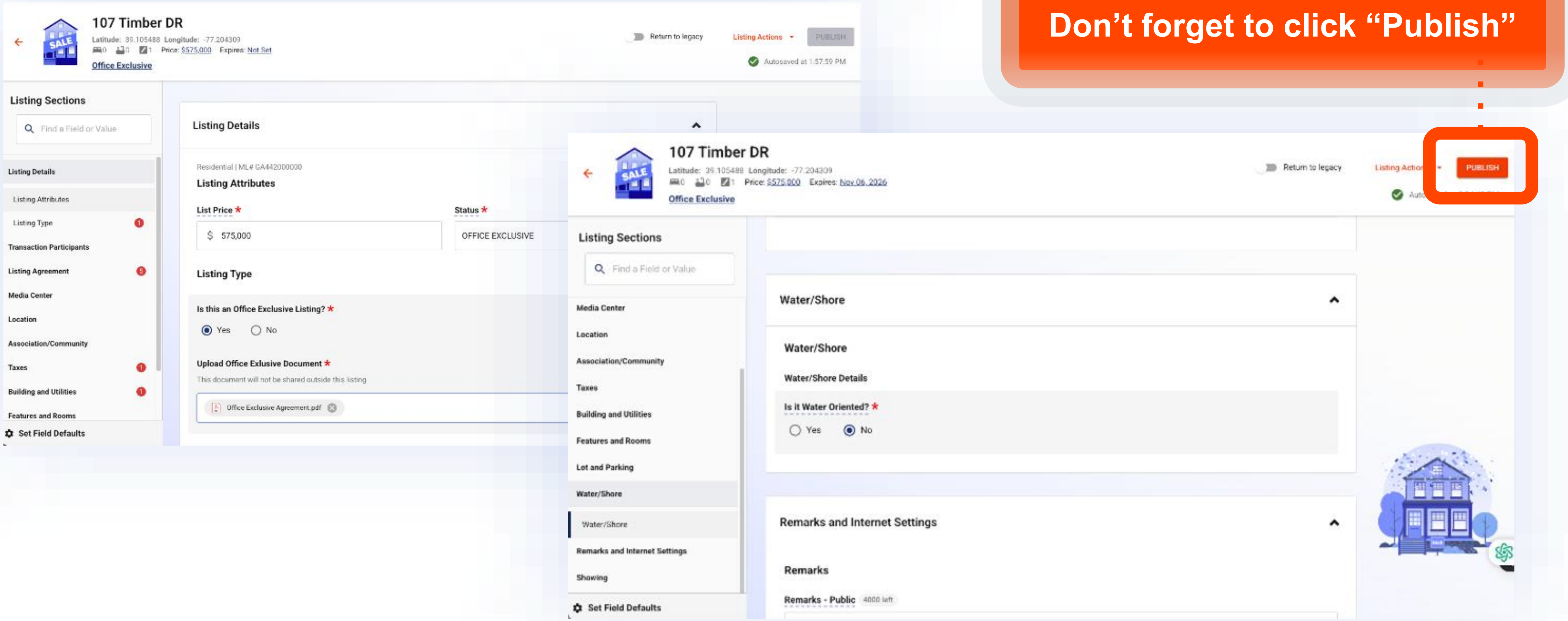
# To Market to a Limited Audience

## Office Exclusive

- Marketing and showings allowed per Seller
- Minimal required fields
- Must hit “publish” to ensure reporting + visibility
- New “Registered” status coming soon for earlier entry
- Could affect Public websites choosing to not display your listing if you convert to an Active status

# Office Exclusives in Bright MLS

Don’t forget to click “Publish”



107 Timber DR

Latitude: 39.105488 Longitude: -77.204309

0 0 1 Price: $575,000 Expires: Not Set

Office Exclusive

Autosaved at 1:57:59 PM

Listing Details

Residential | ML# GA442000000

Listing Attributes

List Price * $ 575,000

Status * OFFICE EXCLUSIVE

Listing Type

Is this an Office Exclusive Listing? * ● Yes ○ No

Upload Office Exlusive Document *

This document will not be shared outside this listing

Office Exclusive Agreement.pdf

107 Timber DR

Latitude: 39.105488 Longitude: -77.204309

0 0 1 Price: $575,000 Expires: Nov 06, 2026

Office Exclusive

Water/Shore

Water/Shore

Water/Shore Details

Is it Water Oriented? * ○ Yes ● No

Remarks and Internet Settings

Remarks

Remarks - Public 4000 left

# To Control Visibility

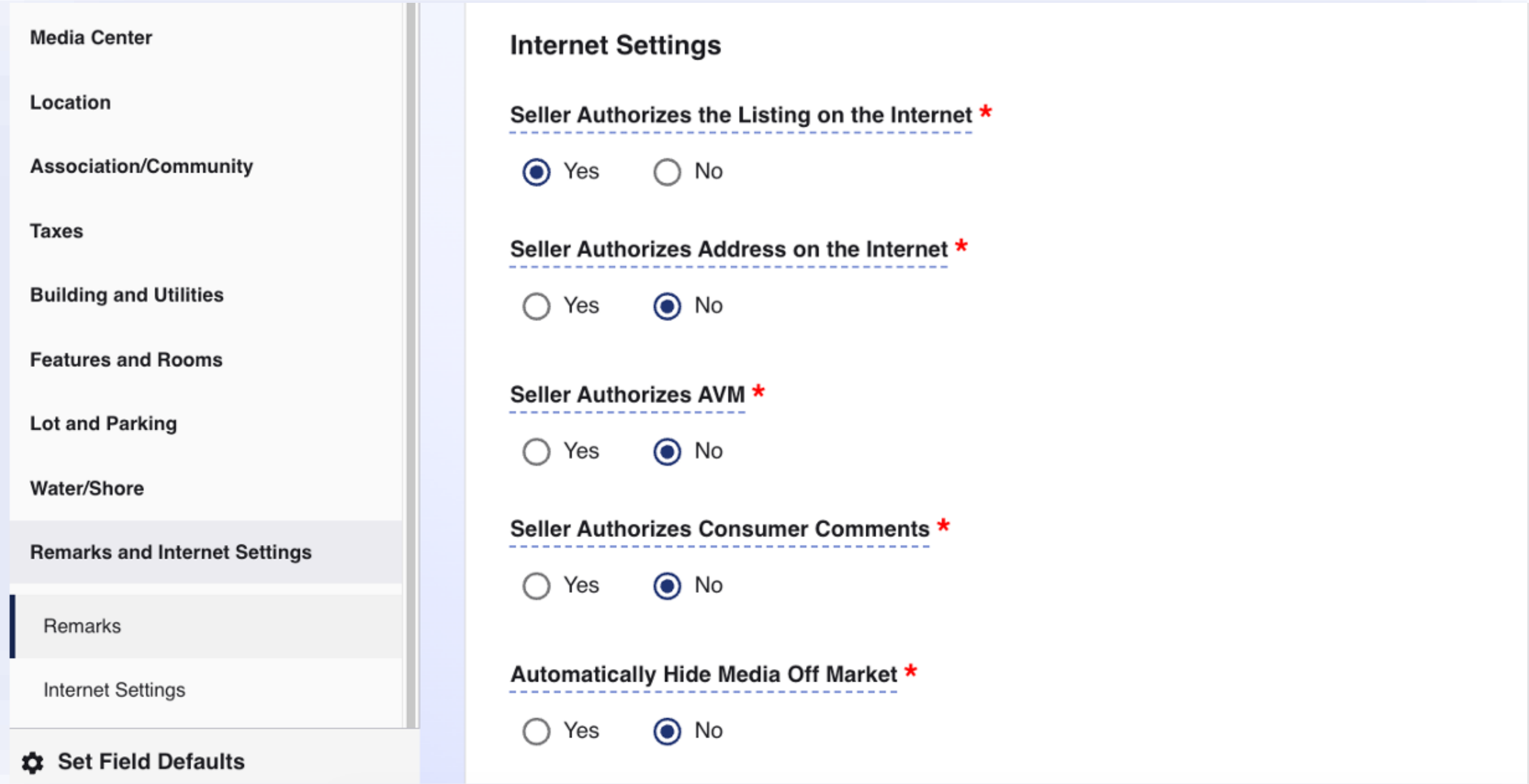
**Coming Soon status (no showings) + Internet: No**

- No time limit
- Days on Market don’t accumulate
- Price changes not tracked in history
- Internet on/off controls
- Distribution can be adjusted anytime

**Active status (showings) + Internet: No**

- Full MLS exposure
- Seller controls display (photos, pricing)
- Optional Internet suppression

# Current Internet Settings in Bright MLS



**Internet Settings**

**Seller Authorizes the Listing on the Internet** *

● Yes ○ No

**Seller Authorizes Address on the Internet** *

○ Yes ● No

**Seller Authorizes AVM** *

○ Yes ● No

**Seller Authorizes Consumer Comments** *

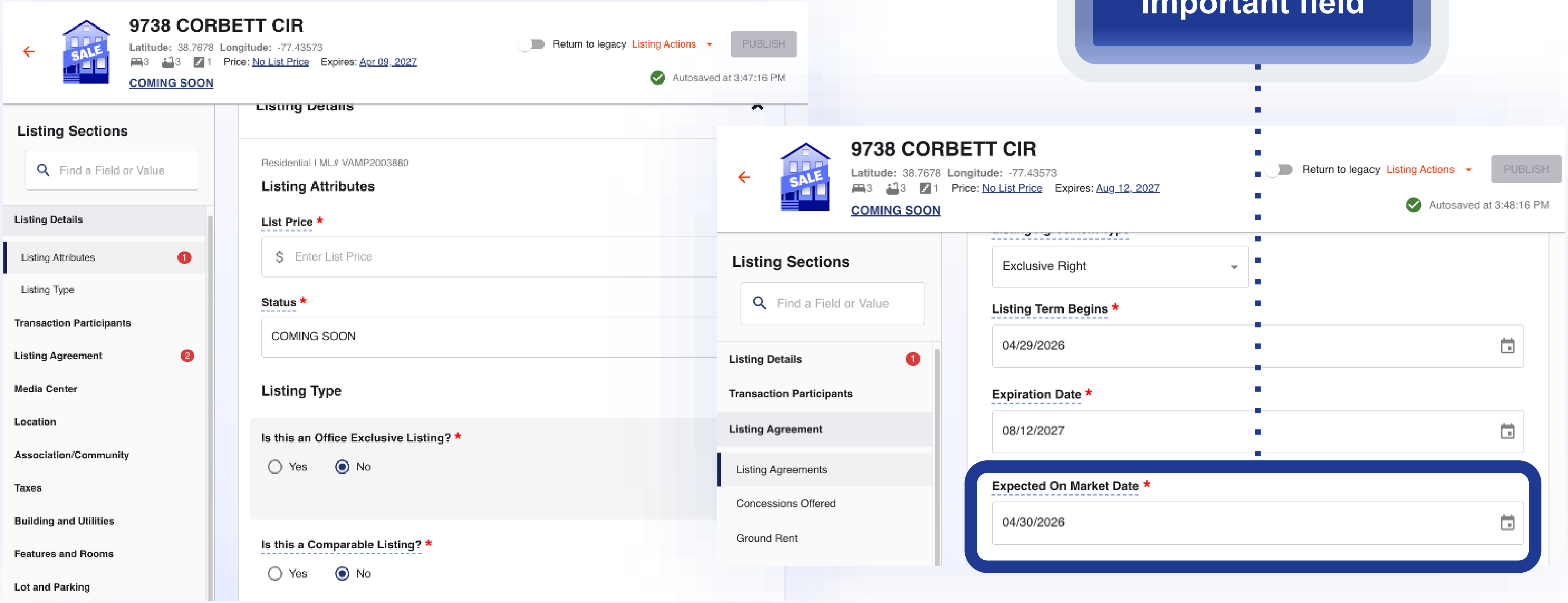
○ Yes ● No

**Automatically Hide Media Off Market** *

○ Yes ● No

# Coming Soon Status in Bright MLS

**Important field**



**9738 CORBETT CIR**

Latitude: 38.7678 Longitude: -77.43573

3 3 1 Price: No List Price Expires: Apr 09, 2027

COMING SOON

Return to legacy Listing Actions PUBLISH

Autosaved at 3:47:16 PM

**Listing Sections**

Find a Field or Value

- Listing Details
  - Listing Attributes 1
  - Listing Type
- Transaction Participants
- Listing Agreement 2
- Media Center
- Location
- Association/Community
- Taxes
- Building and Utilities
- Features and Rooms
- Lot and Parking

Listing Details

Residential | ML# VAMP2003880

**Listing Attributes**

List Price *

$ Enter List Price

Status *

COMING SOON

**Listing Type**

Is this an Office Exclusive Listing? *

○ Yes ● No

Is this a Comparable Listing? *

○ Yes ● No

**9738 CORBETT CIR**

Latitude: 38.7678 Longitude: -77.43573

3 3 1 Price: No List Price Expires: Aug 12, 2027

COMING SOON

Return to legacy Listing Actions PUBLISH

Autosaved at 3:48:16 PM

**Listing Sections**

Find a Field or Value

- Listing Details 1
- Transaction Participants
- Listing Agreement
  - Listing Agreements
  - Concessions Offered
  - Ground Rent

Exclusive Right

Listing Term Begins *

04/29/2026

Expiration Date *

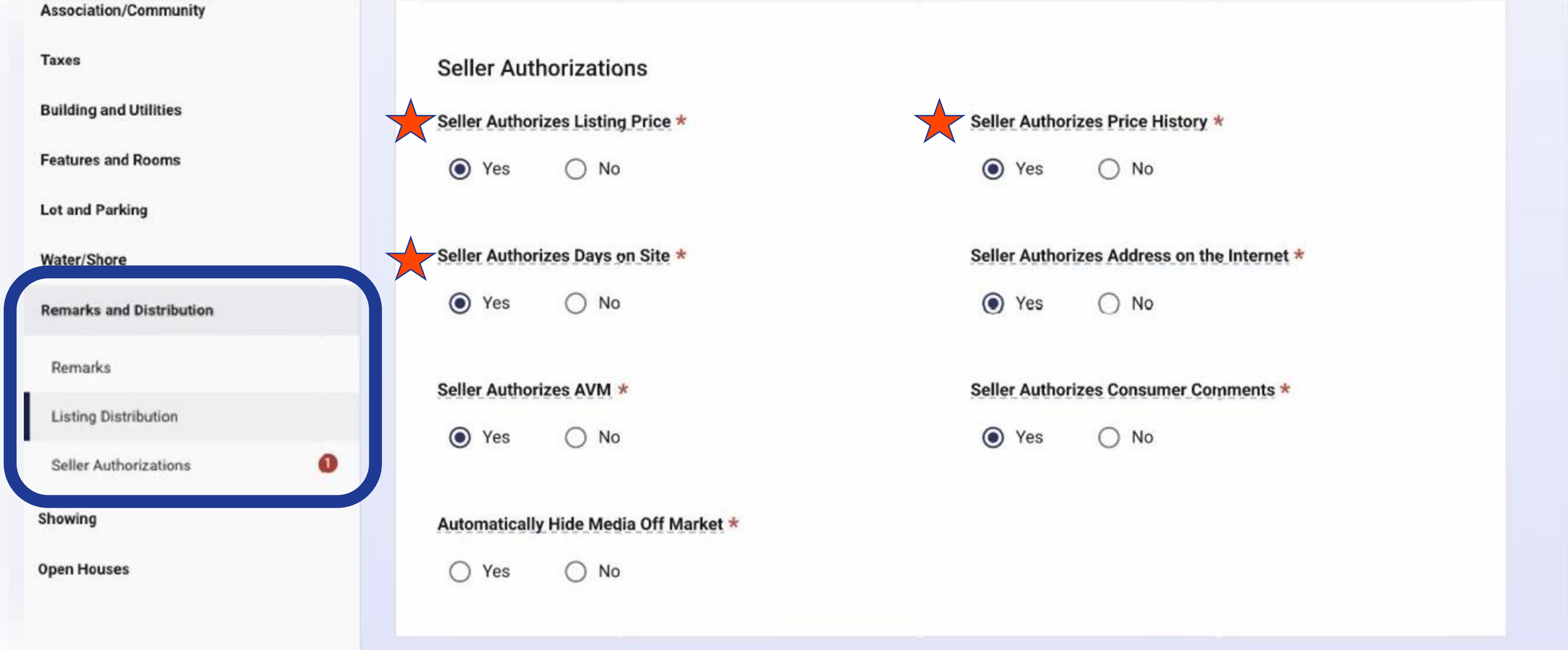
08/12/2027

Expected On Market Date *

04/30/2026

**Available Soon**

# More Distribution Settings in Bright MLS



## Seller Authorizations

Seller Authorizes Listing Price *
● Yes ○ No

Seller Authorizes Price History *
● Yes ○ No

Seller Authorizes Days on Site *
● Yes ○ No

Seller Authorizes Address on the Internet *
● Yes ○ No

Seller Authorizes AVM *
● Yes ○ No

Seller Authorizes Consumer Comments *
● Yes ○ No

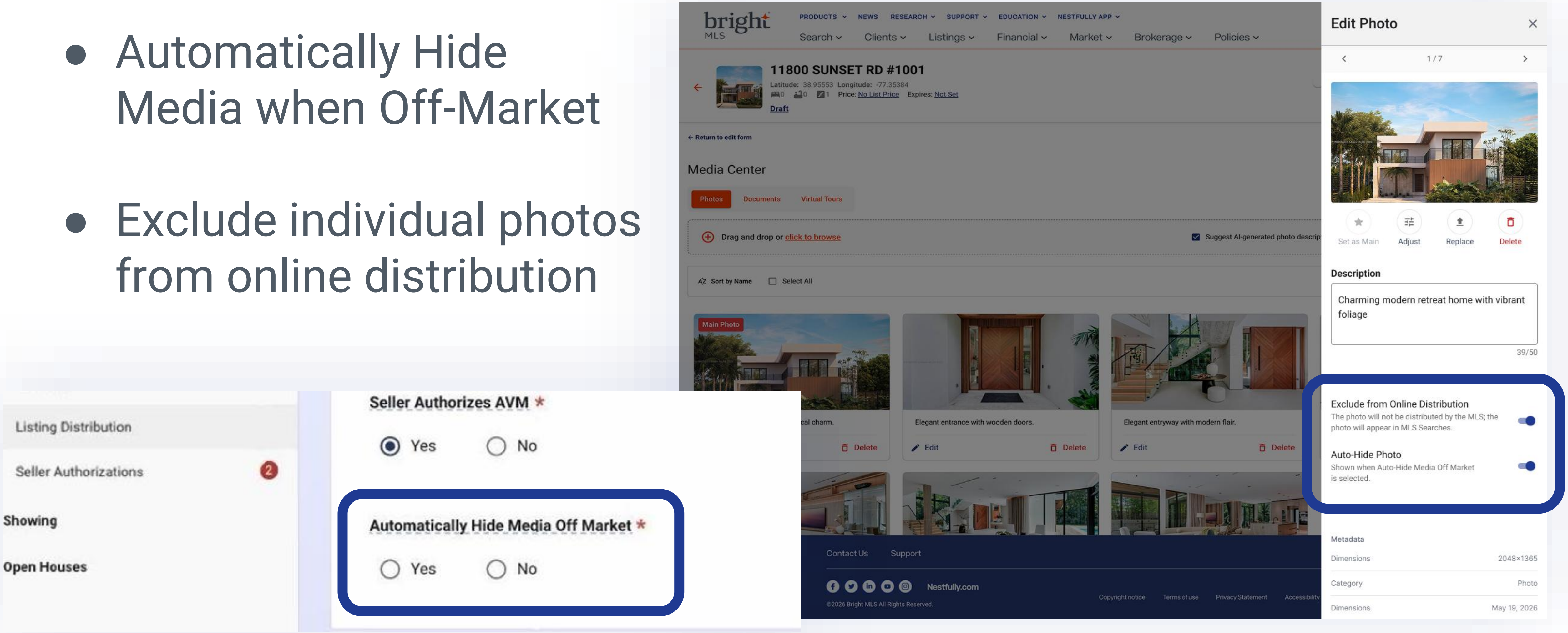
Automatically Hide Media Off Market *
○ Yes ○ No

**Available Soon**

# Photo Control Options

- Automatically Hide Media when Off-Market

- Exclude individual photos from online distribution



11800 SUNSET RD #1001

Latitude: 38.95553 Longitude: -77.35384

0 0 1 Price: No List Price Expires: Not Set

Draft

Media Center

☑ Suggest AI-generated photo descrip

☐ Select All

cal charm.

Elegant entrance with wooden doors.

Elegant entryway with modern flair.

©2026 Bright MLS All Rights Reserved.

Edit Photo

**Description**

Charming modern retreat home with vibrant foliage

39/50

Exclude from Online Distribution
The photo will not be distributed by the MLS; the photo will appear in MLS Searches.

Auto-Hide Photo
Shown when Auto-Hide Media Off Market is selected.

Metadata

| | |
|---|---|
| Dimensions | 2048×1365 |
| Category | Photo |
| Dimensions | May 19, 2026 |

Seller Authorizes AVM *

● Yes ○ No

Automatically Hide Media Off Market *

○ Yes ○ No

# To Get Full MLS Exposure

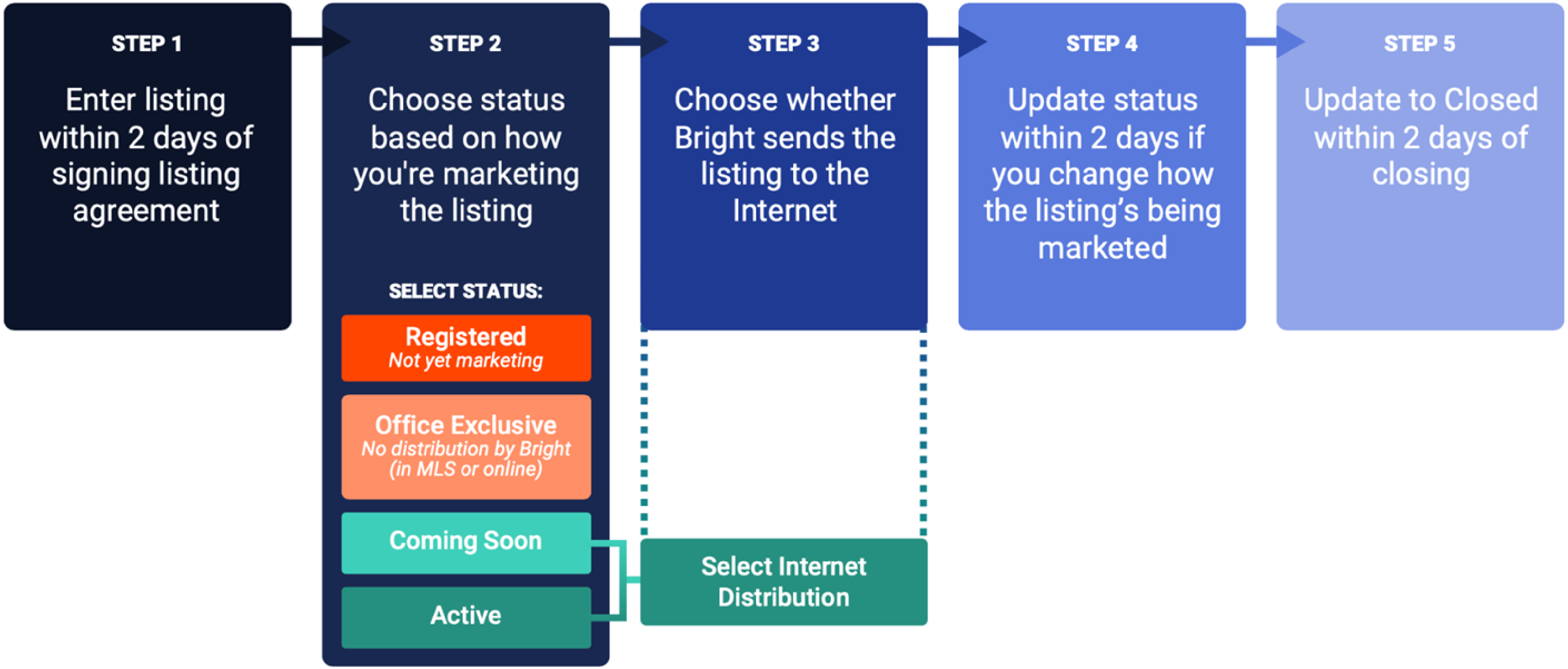
**Full Exposure**

**Active status + Internet: Yes**

- Full MLS exposure
- Seller controls display (photos, pricing)
- Full exposure across all public search sites
- ~90% of listings move to Active

# Bright Listing Entry

## 5-Step Guide to MLS Use and Cooperation



**STEP 1**

Enter listing within 2 days of signing listing agreement

**STEP 2**

Choose status based on how you're marketing the listing

**SELECT STATUS:**

- **Registered** *Not yet marketing*
- **Office Exclusive** *No distribution by Bright (in MLS or online)*
- **Coming Soon**
- **Active**

**STEP 3**

Choose whether Bright sends the listing to the Internet

**Select Internet Distribution**

**STEP 4**

Update status within 2 days if you change how the listing's being marketed

**STEP 5**

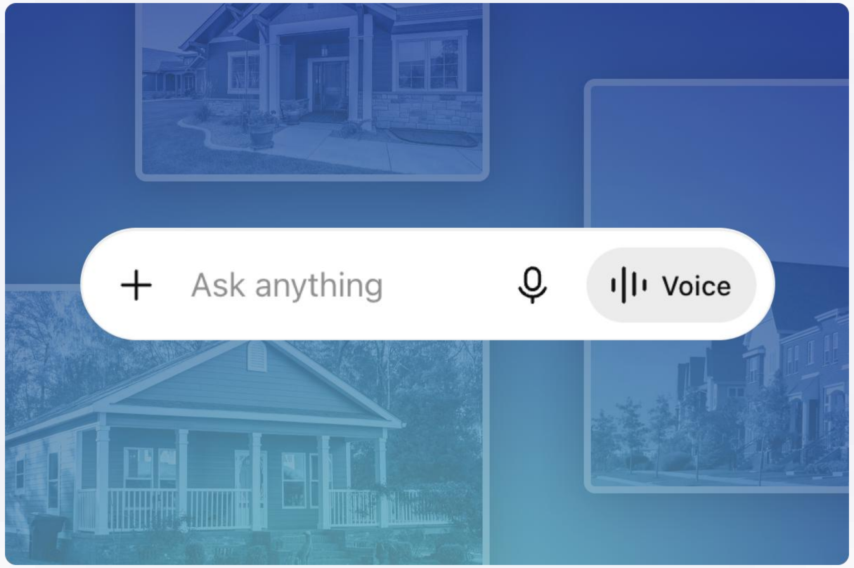
Update to Closed within 2 days of closing

# Personal AI Use with Broker Data

Did you know? A quick review to safeguarding intellectual property and using modern AI tools safely and effectively.

# Understanding How AI Models use data

- Data shared is not private to the user
- Data is permanently stored to train and improve AI models
- Only Enterprise models have a zero-training guarantee
- Once shared -  information can never be deleted or retrieved



# Bright’s Updated AI Policy

**AI Data Safeguards:** To protect data ownership and intellectual property, it is strictly prohibited to upload Bright listing data into free, public AI tools that lack a zero-training guarantee as this allows AI training on broker-owned data.

# Let’s Review!

**July 22 Updates**

- 2-day Listing Entry Rule
- Client Disclosure not Required
- Marketing By Status Flexibility
- AI Usage Policy

**Available in late September!**

- Registered Status
- Individual Photo Controls
- Price/Price History Control Settings
- Days on Site Control Settings

**Legacy system sunsets 8/31!**

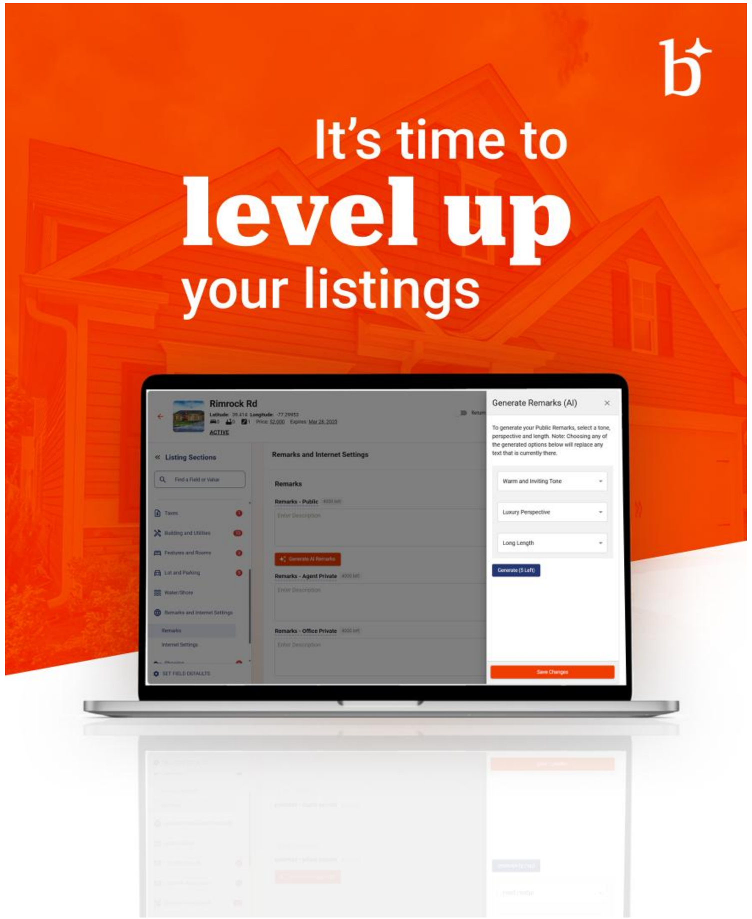
# A New Go-To Listing Solution

**Bright's new Listing Management experience becomes the default at the end of Summer! Are you ready?**

- Webinar: **BrightMLS.com/ListingManagementTraining**
- Connect with a Bright Coach: **BrightMLS.com/OfficeHours**

**Highlights:**

- **Work from anywhere** – Fully mobile-responsive design
- **Get to market faster –** Built-in AI-tools take listings from draft to Active in minutes
- **Manage everything in one spot** – Connected tools for an integrated experience



# Thank you for being a Bright subscriber!

Beginning **October 14**, Bright will automatically provide agent and broker credit for listings fully published as Office Exclusives (OEs) in Bright Listing Management. This update is intended to ensure compliance and accurate data reporting.

## Timeline for OE Credits

- **New OE Listings:** Automatic credit will be applied to all newly published OEs starting **October 14**.
- **Historical OE Listings:** Retroactive credit will be applied to all published OE listings going back to the launch of the OE status on **January 10, 2024**. Processing of all historical credits will happen automatically and is expected to be fully completed by **mid-November**.

## About Office Exclusives

Entering an Office Exclusive in Bright Listing Management alerts Bright to the existence of your listing agreement and documents your seller's instruction to keep their listing off the MLS.

- **Privacy & Discretion:** OEs are not distributed through the MLS and do not appear in Bright Search, providing a tailored option for sellers with safety or privacy concerns.
- **Compliance & Data Accuracy:** Submitting OEs ensures your business complies with policy rules while enabling accurate internal reporting.
- **Converting an OE to a Full Listing:** If your seller's circumstances change and they decide to market to a broader buyer pool, an OE can easily be converted to a full public listing within Bright at any time.

NEW

# SATURDAY SUCCESS SERIES

## PROPERTY APPRAISALS

**Speaker: Steve McAdams**
**Host: Ann Fisher**

Sept. 12, 2026
9:00 AM - 9: 45 AM

## REVERSE MORTGAGES

**Speaker: Micah Greenberg**
**Host: Rob Shepherd**

Sept. 26, 2026
9:00 AM - 9: 45 AM

## WORK YOUR DATABASE: TURN RELATIONSHIPS INTO REVENUE

**Speaker: Lisa Gilmore**
**Host: Melanie Graw**

Sept. 19, 2026
9:00 AM - 9: 45 AM

JOIN THE NEXT SATURDAY SUCCESS SERIES ZOOM CALL AT

**bit.ly/sssaacar**

ZOOM LINK

*Hosted by the AACAR Member Engagement Committee*

# EDUCATE

## FROM VULNERABLE TO VIGILANT

PRACTICAL SAFETY FOR AGENTS IN THE FIELD

**Join us for a powerful REALTOR® Safety Month webinar.**

You'll discover real-world safety tricks, modern tech tools, and personal protection devices for showings, open houses, and client meetings.

This Safety Seminar is brought to you by
**Anne Arundel County Association of REALTORS®**

with Vanessa Martin
Tether RE Co-Founder

SEPTEMBER 22 · 1 PM ET · LIVE ON ZOOM

RESERVE YOUR SPOT

## SOCIAL SUCCESS: CONVERTING POSTS INTO DOLLARS

SEPT. 23RD

11:00AM - 12:30PM

**LISA GILMORE**

AACAR TRAINING ROOM

RESERVE YOUR SPOT

MEMBERSHIP APPRECIATION WEEK

AACAR MEMBERS, WE'RE CELEBRATING YOU AND 85 YEARS OF AACAR! WE'LL BE OFFERING 50% OFF CE CLASSES, BOARD STORE DISCOUNTS, GIVEAWAYS, AND MORE.

**OCT. 5TH - 9TH**

*CELEBRATING 85 YEARS OF MEM ·*

# COMMUNICATE

Your At-a-Glance Guide to Bright Listing Management

Getting Started

Full Edit

**YOUR AT-A-GLANCE GUIDE TO BRIGHT LISTING MANAGEMENT**

**REGISTER FOR A WEBINAR**

AACAR

ANNE ARUNDEL COUNTY ASSOCIATION OF REALTORS

## Renew your AACAR membership!

**2027 Annual Dues Available Now.**

HOW DOES THE PAYMENT PLAN WORK? THE FIRST PAYMENT IS DUE IMMEDIATELY, FOLLOWED BY MONTHLY PAYMENTS ON THE 5TH OF EACH MONTH THROUGH NOVEMBER 2026. *PAYMENT PLAN REGISTRATION CLOSES AT 5PM ON SEPTEMBER 25TH.*

ALREADY SET UP AUTOMATIC PAYMENTS? YOUR PAYMENT WILL BE PROCESSED ON NOVEMBER 2, 2026.

**RENEW YOUR AACAR MEMBERSHIP**

# ADVOCATE

HOUSING ADVOCATE

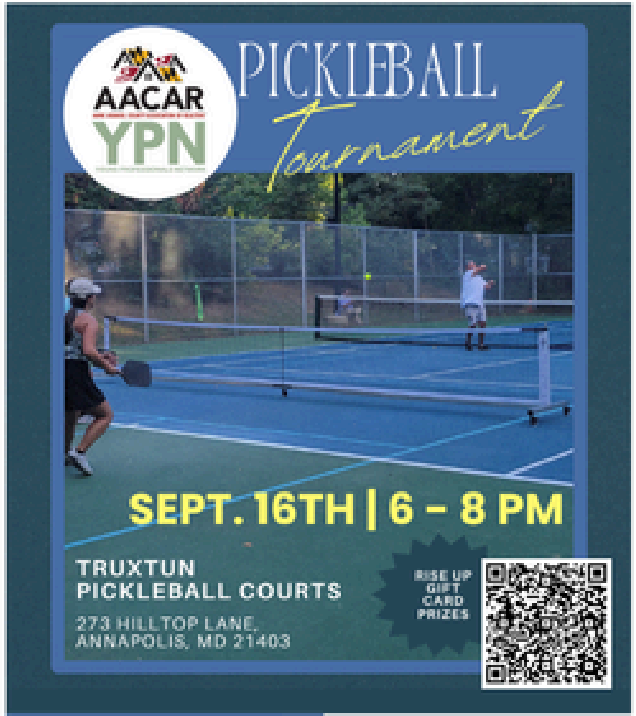
Do We Practice What We Preach?

A property owner denied the ability to reasonably use his or her land experiences the same loss of rights no matter which governmental body imposed the regulation.

*ICYMI:* Check out this fantastic article by Lisa May in the September issue of the Maryland REALTOR® magazine about the importance of practicing what we preach!

Find it on Pages 20-21.

# ENGAGE



PICKLEBALL
*Tournament*

**SEPT. 16TH | 6 – 8 PM**

TRUXTUN
PICKLEBALL COURTS

273 HILLTOP LANE,
ANNAPOLIS, MD 21403

RISE UP GIFT CARD PRIZES

**THANK YOU**

MANOR
TITLE, LLC

## JOIN A COMMITTEE

With a wide range of committees to choose from, there's a place for everyone to make a difference.

***All applications due October 31, 2026***

- CONVENTION COMMITTEE
- COUNTY LEGISLATIVE COMMITTEE
- EVENTS & ENGAGEMENT COMMITTEE
  - ENGAGEMENT SUBCOMMITTEE
  - INCLUSION, DIVERSITY, EQUITY & ACCESSIBILITY (IDEA) SUBCOMMITTEE
  - COMMUNITY SERVICE SUBCOMMITTEE
- FORMS COMMITTEE
- REALTOR® POLITICAL ACTION COMMITTEE (RPAC)
- STATE LEGISLATIVE COMMITTEE
- YOUNG PROFESSIONALS NETWORK (YPN)

LEARN MORE

# Local Market Insight

Presented by
**Nathan Murray**
**RE/MAX Executive**

Email: nathanmurray@remax.net
Work Phone: 443-274-1910
Mobile Phone: 443-540-7987
Web: www.findmorehomes.com

## August 2026

Anne Arundel County, MD

### New Listings 559

▼ -15.6% from Jul 2026: **662**

▼ -7.3% from Aug 2025: **603**

| YTD | 2026 | 2025 | +/- |
|---|---|---|---|
| | **6,393** | **6,379** | 0.2% |

5-year Aug average: **668**

### New Pendings 608

▼ -7.9% from Jul 2026: **660**

▼ -9.4% from Aug 2025: **671**

| YTD | 2026 | 2025 | +/- |
|---|---|---|---|
| | **5,189** | **5,129** | 1.2% |

5-year Aug average: **693**

### Closed Sales 612

▼ -18.2% from Jul 2026: **748**

▼ -9.6% from Aug 2025: **677**

| YTD | 2026 | 2025 | +/- |
|---|---|---|---|
| | **5,007** | **4,897** | 2.2% |

5-year Aug average: **718**

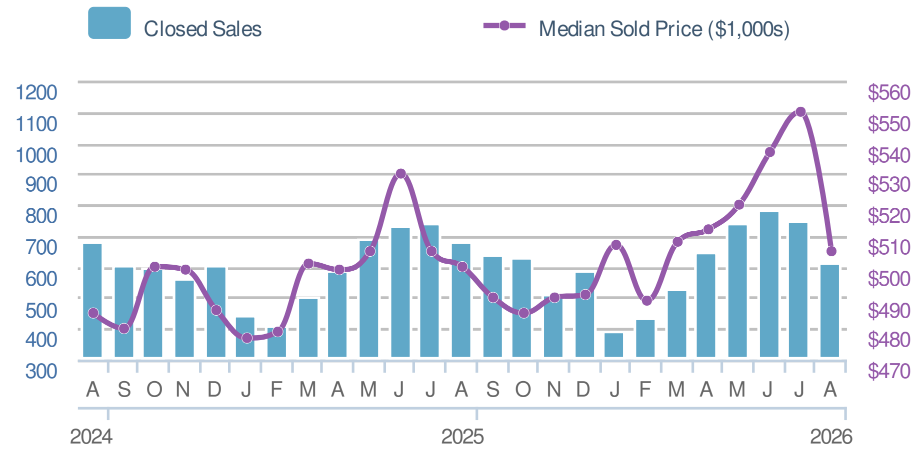
### Median Sold Price $505,495

▼ -8.1% from Jul 2026: **$550,000**

▲ 1.0% from Aug 2025: **$500,565**

| YTD | 2026 | 2025 | +/- |
|---|---|---|---|
| | **$520,000** | **$500,000** | 4.0% |

5-year Aug average: **$482,342**



### Active Listings 1,320

1,320

Min 733 — 955 — Max 1,320

5-year Aug average

| Jul 2026 | Aug 2025 |
|---|---|
| **1,311** | **1,115** |

### Avg DOM 29

29

Min 15 — 20 — Max 29

5-year Aug average

| Jul 2026 | Aug 2025 | YTD |
|---|---|---|
| **25** | **25** | **28** |

### Avg Sold to OLP Ratio 98.1%

98.1%

Min 98.1% — 99.5% — Max 101.1%

5-year Aug average

| Jul 2026 | Aug 2025 | YTD |
|---|---|---|
| **99.0%** | **98.6%** | **99.0%** |

Data Source: Bright MLS. Statistics calculated September 04, 2026.

# August 2026

## Anne Arundel County, MD

### Sold Summary

| | Aug 2026 | Aug 2025 | % Change |
|---|---|---|---|
| Sold Dollar Volume | $386,824,891 | $423,838,374 | -8.73% |
| Avg Sold Price | $626,741 | $620,661 | 0.98% |
| Median Sold Price | $505,495 | $500,565 | 0.98% |
| Units Sold | 612 | 677 | -9.60% |
| Avg Days on Market | 29 | 25 | 16.00% |
| Avg List Price for Solds | $632,066 | $626,053 | 0.96% |
| Avg SP to OLP Ratio | 98.1% | 98.6% | -0.47% |
| Ratio of Avg SP to Avg OLP | 97.2% | 97.1% | 0.04% |
| Attached Avg Sold Price | $450,387 | $481,981 | -6.56% |
| Detached Avg Sold Price | $738,196 | $703,410 | 4.95% |
| Attached Units Sold | 237 | 253 | -6.32% |
| Detached Units Sold | 375 | 424 | -11.56% |

Notes:

- SP = Sold Price
- OLP = Original List Price
- LP = List Price (at time of sale)
- Garage/Parking Spaces are not included in Detached/Attached section totals.

### Inventory

| | Aug 2026 | Aug 2025 | % Change |
|---|---|---|---|
| Active Listings | 1,320 | 1,115 | 18.39% |
| New Listings | 559 | 603 | -7.30% |
| New Under Contracts | 0 | 0 | 0% |
| New Contingents | 0 | 0 | 0% |
| New Pendings | 608 | 671 | -9.39% |
| All Pendings | 736 | 846 | -13.00% |

### Financing (Sold)

| | |
|---|---|
| Assumption | 1 |
| Cash | 96 |
| Conventional | 329 |
| FHA | 70 |
| Other | 4 |
| Owner | 0 |
| VA | 107 |

### Days on Market (Sold)

| | |
|---|---|
| 0 | 15 |
| 1 to 10 | 261 |
| 11 to 20 | 90 |
| 21 to 30 | 55 |
| 31 to 60 | 94 |
| 61 to 90 | 42 |
| 91 to 120 | 20 |
| 121 to 180 | 20 |
| 181 to 360 | 13 |
| 361 to 720 | 2 |
| 721+ | 0 |

### Sold Detail

### Active Detail

| | Residential | | | | | | Condo/Coop | Active Listings | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | 2 or Less BR | | 3 BR | | 4 or More BR | | All | Residential | | Condo/Coop |
| **Price Ranges** | **Detached** | **Attached/TH** | **Detached** | **Attached/TH** | **Detached** | **Attached/TH** | **Attached** | **Detached** | **Attached/TH** | **Attached** |
| < $50,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| $50K to $99,999 | 3 | 0 | 0 | 0 | 0 | 0 | 0 | 24 | 0 | 0 |
| $100K to $149,999 | 1 | 0 | 3 | 0 | 0 | 0 | 0 | 13 | 1 | 0 |
| $150K to $199,999 | 0 | 0 | 0 | 0 | 1 | 0 | 3 | 9 | 5 | 3 |
| $200K to $299,999 | 4 | 5 | 1 | 1 | 2 | 1 | 21 | 23 | 17 | 40 |
| $300K to $399,999 | 6 | 8 | 29 | 32 | 12 | 3 | 26 | 77 | 75 | 71 |
| $400K to $499,999 | 4 | 3 | 44 | 38 | 27 | 7 | 15 | 158 | 86 | 41 |
| $500K to $599,999 | 3 | 1 | 22 | 30 | 27 | 9 | 7 | 101 | 78 | 21 |
| $600K to $799,999 | 4 | 1 | 14 | 7 | 61 | 13 | 0 | 151 | 34 | 17 |
| $800K to $999,999 | 1 | 1 | 12 | 0 | 35 | 1 | 1 | 85 | 2 | 6 |
| $1M to $2,499,999 | 1 | 1 | 4 | 1 | 49 | 0 | 1 | 132 | 8 | 2 |
| $2.5M to $4,999,999 | 0 | 0 | 0 | 0 | 4 | 0 | 0 | 24 | 1 | 0 |
| $5,000,000+ | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 15 | 0 | 0 |
| Total | 27 | 20 | 129 | 109 | 219 | 34 | 74 | 812 | 307 | 201 |
| Avg Sold Price | $465,436 | $452,586 | $536,605 | $468,947 | $890,569 | $553,794 | $374,944 | | | |
| Prev Year - Avg Sold Price | $484,886 | $412,818 | $509,454 | $472,090 | $859,247 | $609,329 | $467,251 | | | |
| Avg Sold % Change | -4.01% | 9.63% | 5.33% | -0.67% | 3.65% | -9.11% | -19.76% | | | |
| Prev Year - # of Solds | 27 | 16 | 160 | 128 | 237 | 28 | 81 | | | |

Data Source: Bright MLS. Statistics calculated September 04, 2026.

Local Market **Insight**

Presented by
**Nathan Murray**
**RE/MAX Executive**

Email: nathanmurray@remax.net
Work Phone: 443-274-1910
Mobile Phone: 443-540-7987
Web: www.findmorehomes.com

# August 2026

## Queen Annes County, MD

### New Listings 81

▲ 5.2% from Jul 2026: **77**

▲ 15.7% from Aug 2025: **70**

| YTD | 2026 | 2025 | +/- |
|---|---|---|---|
| | **859** | **829** | 3.6% |

5-year Aug average: **79**

### New Pendings 79

▼ -1.3% from Jul 2026: **80**

▼ -11.2% from Aug 2025: **89**

| YTD | 2026 | 2025 | +/- |
|---|---|---|---|
| | **582** | **584** | -0.3% |

5-year Aug average: **82**

### Closed Sales 80

▲ 2.6% from Jul 2026: **78**

▲ 8.1% from Aug 2025: **74**

| YTD | 2026 | 2025 | +/- |
|---|---|---|---|
| | **551** | **539** | 2.2% |

5-year Aug average: **81**

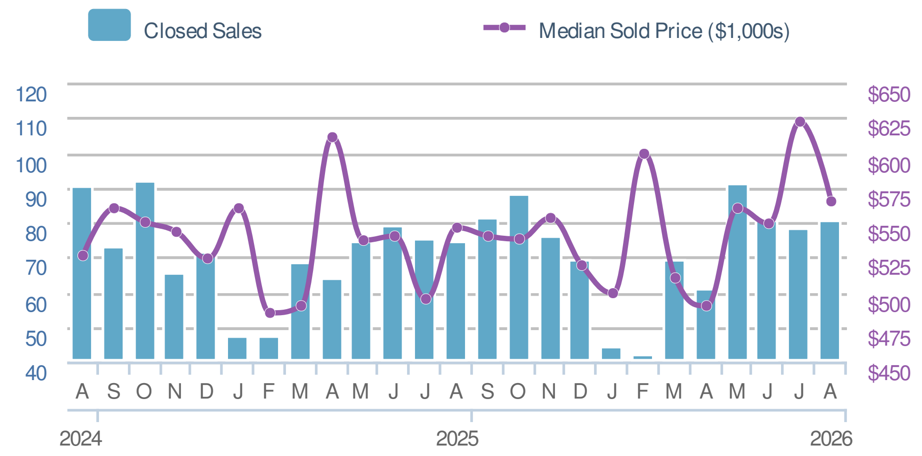
### Median Sold Price $565,000

▼ -9.2% from Jul 2026: **$622,500**

▲ 3.4% from Aug 2025: **$546,500**

| YTD | 2026 | 2025 | +/- |
|---|---|---|---|
| | **$542,500** | **$530,000** | 2.4% |

5-year Aug average: **$523,872**



### Active Listings 276

276

Min 140 · 202 · Max 276

5-year Aug average

| Jul 2026 | Aug 2025 |
|---|---|
| **267** | **245** |

### Avg DOM 49

49

Min 23 · 36 · Max 49

5-year Aug average

| Jul 2026 | Aug 2025 | YTD |
|---|---|---|
| **46** | **48** | **46** |

### Avg Sold to OLP Ratio 95.0%

95.0%

Min 95.0% · 97.2% · Max 98.8%

5-year Aug average

| Jul 2026 | Aug 2025 | YTD |
|---|---|---|
| **95.7%** | **96.9%** | **96.2%** |

Data Source: Bright MLS. Statistics calculated September 04, 2026.

# Market Statistics – Detailed Report

SmartCharts
MarketStats by ShowingTime

## August 2026

Queen Annes County, MD

### Sold Summary

| | Aug 2026 | Aug 2025 | % Change |
|---|---|---|---|
| Sold Dollar Volume | $55,641,132 | $44,020,698 | 26.40% |
| Avg Sold Price | $671,579 | $582,895 | 15.21% |
| Median Sold Price | $565,000 | $546,500 | 3.39% |
| Units Sold | 80 | 74 | 8.11% |
| Avg Days on Market | 49 | 48 | 2.08% |
| Avg List Price for Solds | $695,514 | $594,874 | 16.92% |
| Avg SP to OLP Ratio | 95.0% | 96.9% | -1.98% |
| Ratio of Avg SP to Avg OLP | 93.9% | 96.4% | -2.59% |
| Attached Avg Sold Price | $620,091 | $525,289 | 18.05% |
| Detached Avg Sold Price | $683,461 | $591,895 | 15.47% |
| Attached Units Sold | 15 | 10 | 50.00% |
| Detached Units Sold | 65 | 64 | 1.56% |

Notes:

- SP = Sold Price
- OLP = Original List Price
- LP = List Price (at time of sale)
- Garage/Parking Spaces are not included in Detached/Attached section totals.

### Inventory

| | Aug 2026 | Aug 2025 | % Change |
|---|---|---|---|
| Active Listings | 276 | 245 | 12.65% |
| New Listings | 81 | 70 | 15.71% |
| New Under Contracts | 0 | 0 | 0% |
| New Contingents | 0 | 0 | 0% |
| New Pendings | 79 | 89 | -11.24% |
| All Pendings | 102 | 146 | -30.14% |

### Financing (Sold)

| | |
|---|---|
| Assumption | 0 |
| Cash | 24 |
| Conventional | 41 |
| FHA | 7 |
| Other | 1 |
| Owner | 0 |
| VA | 4 |

### Days on Market (Sold)

| | |
|---|---|
| 0 | 2 |
| 1 to 10 | 21 |
| 11 to 20 | 10 |
| 21 to 30 | 3 |
| 31 to 60 | 19 |
| 61 to 90 | 13 |
| 91 to 120 | 3 |
| 121 to 180 | 5 |
| 181 to 360 | 4 |
| 361 to 720 | 0 |
| 721+ | 0 |

### Sold Detail

### Active Detail

| | Residential | | | | | | Condo/Coop | Active Listings | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | 2 or Less BR | | 3 BR | | 4 or More BR | | All | Residential | | Condo/Coop |
| Price Ranges | Detached | Attached/TH | Detached | Attached/TH | Detached | Attached/TH | Attached | Detached | Attached/TH | Attached |
| < $50,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| $50K to $99,999 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 1 |
| $100K to $149,999 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| $150K to $199,999 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| $200K to $299,999 | 2 | 0 | 2 | 0 | 0 | 0 | 2 | 6 | 1 | 3 |
| $300K to $399,999 | 2 | 0 | 7 | 0 | 1 | 0 | 3 | 15 | 4 | 11 |
| $400K to $499,999 | 1 | 0 | 6 | 1 | 5 | 0 | 0 | 30 | 2 | 9 |
| $500K to $599,999 | 1 | 0 | 1 | 0 | 4 | 0 | 2 | 48 | 9 | 6 |
| $600K to $799,999 | 1 | 0 | 4 | 2 | 7 | 0 | 2 | 50 | 4 | 8 |
| $800K to $999,999 | 0 | 0 | 4 | 0 | 2 | 0 | 1 | 28 | 1 | 4 |
| $1M to $2,499,999 | 1 | 0 | 1 | 0 | 10 | 1 | 1 | 22 | 5 | 1 |
| $2.5M to $4,999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 6 | 0 | 0 |
| $5,000,000+ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total | 8 | 0 | 26 | 3 | 31 | 1 | 11 | 207 | 26 | 43 |
| Avg Sold Price | $508,737 | $0 | $535,766 | $585,000 | $852,425 | $1,391,000 | $559,579 | | | |
| Prev Year - Avg Sold Price | $428,542 | $0 | $516,858 | $567,633 | $710,451 | $549,000 | $500,165 | | | |
| Avg Sold % Change | 18.71% | 0.00% | 3.66% | 3.06% | 19.98% | 153.37% | 11.88% | | | |
| Prev Year - # of Solds | 7 | 0 | 29 | 3 | 28 | 1 | 6 | | | |

Data Source: Bright MLS. Statistics calculated September 04, 2026.

MarketStats by ShowingTime