

August 2023 Market Report

MD Eastern Shore

MD Eastern Shore Market Key Findings

Tight Timing On The Eastern Shore

Buyers face limited selection and steep prices

Inventory on the Maryland Eastern Shore turned a corner in August. After three months of consecutive year-over-year declines, inventory returned to a higher level than seen in the same month of 2022. However, active listings at the end of August remain at a severe deficit compared to 2019 before the pandemic frenzy took hold. A buyer in 2019 could choose from 2,057 homes. As of the end of August 2023, there were only 745 on the market, roughly 36% of that amount.

The dearth of supply has put pressure on buyers to act quickly and to make solid offers. In August 2023, the median days on market was 11, meaning, half of the homes sold were off the market in 11 days or less.

Prices had a huge year-over-year jump after a slight decline in July. In August, the median sale price on the Maryland Eastern Shore was \$384,450, an all-time high. While the median price has fluctuated, it is expected that prices will hold firm as the inventory picture continues to be out of balance.

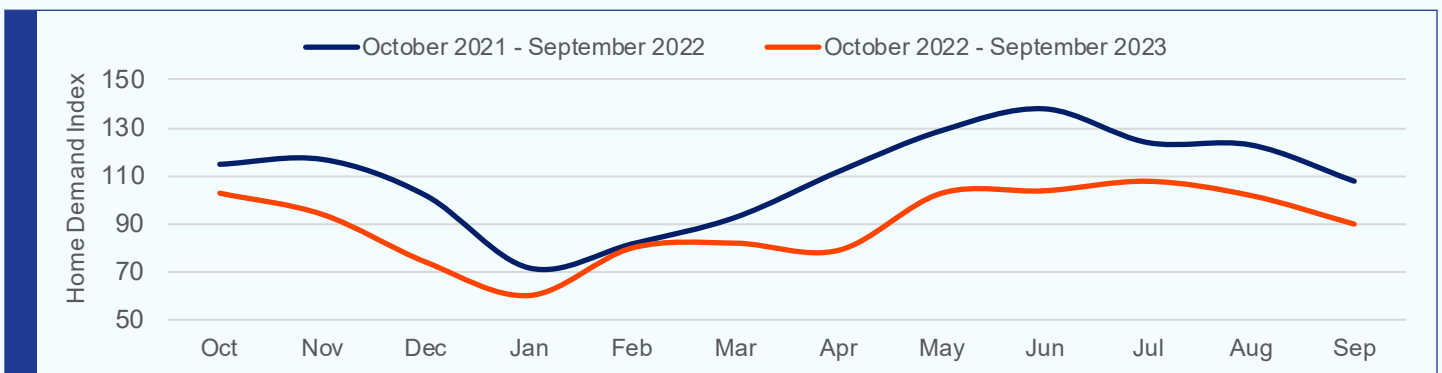
	August 2023		vs. August 2022
Closed sales	339	▼	-20.2%
Median sales price	\$384,450	▲	+22.0%
Median days on market	11	▼	-4 days
New pending sales	328	▼	-20.6%
New listings	355	▼	-11.7%
Active listings	745	▲	+6.6%
Months of supply	2.47	▲	+42.8%
Showings	3,638	▼	-23.8%

Bright MLS T3 Home Demand Index

According to the Bright MLS T3 Home Demand Index (HDI), market conditions clung to Steady for the fifth month in a row, at 90 in September on the Maryland Eastern Shore.

The HDI for the Maryland Eastern Shore also marked Steady demand in September 2022, but had a higher reading of 108.

Bright MLS T3 Home Demand Index



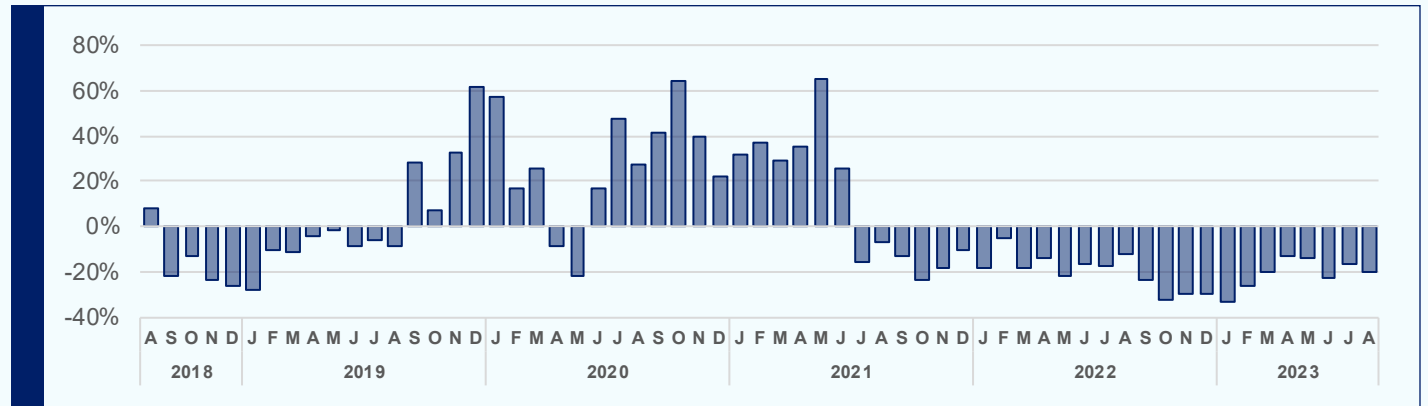
Market Outlook

Will low inventory continue to drive prices and the pace of home sales in the fall? While it's likely more new listings will come to market, there will continue to be inventory woes on the Maryland Eastern Shore. Without a significant change in active listings, buyers still in the market must submit competitive offers and do so quickly for fear of someone else scooping up their dream home, since there are only so many listings to consider.

Mortgage rates above 7% will influence decisions for both buyers and sellers. Buyers moving to the sidelines could keep inventory on the market longer, though attractive listings will still sell swiftly.

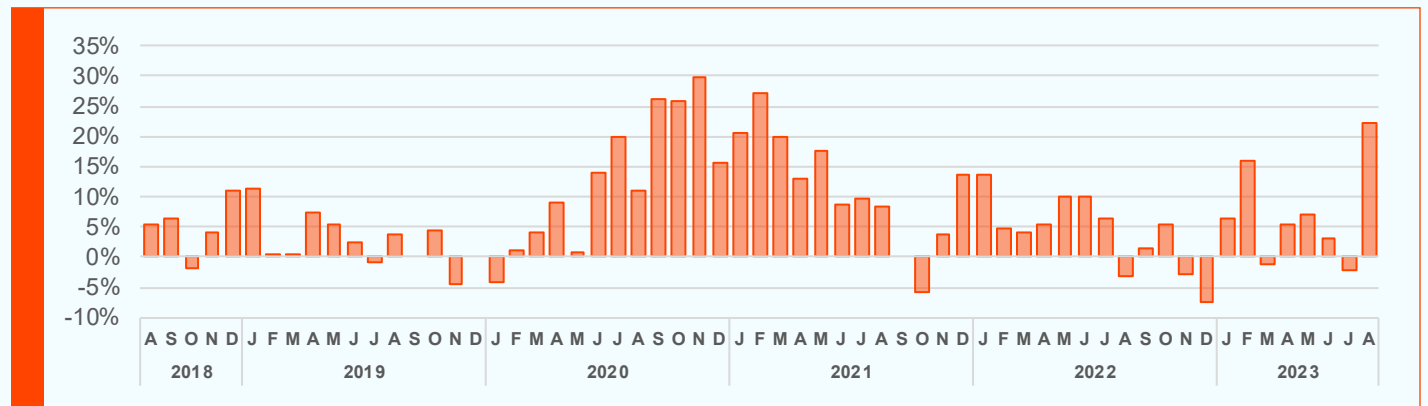
Closed Sales Year-Over-Year Change

There were 339 closed sales on the Maryland Eastern Shore in August 2023. Closed sales rose slightly from last month (+4.3%) but continue to lag 2022 by 20.2%.



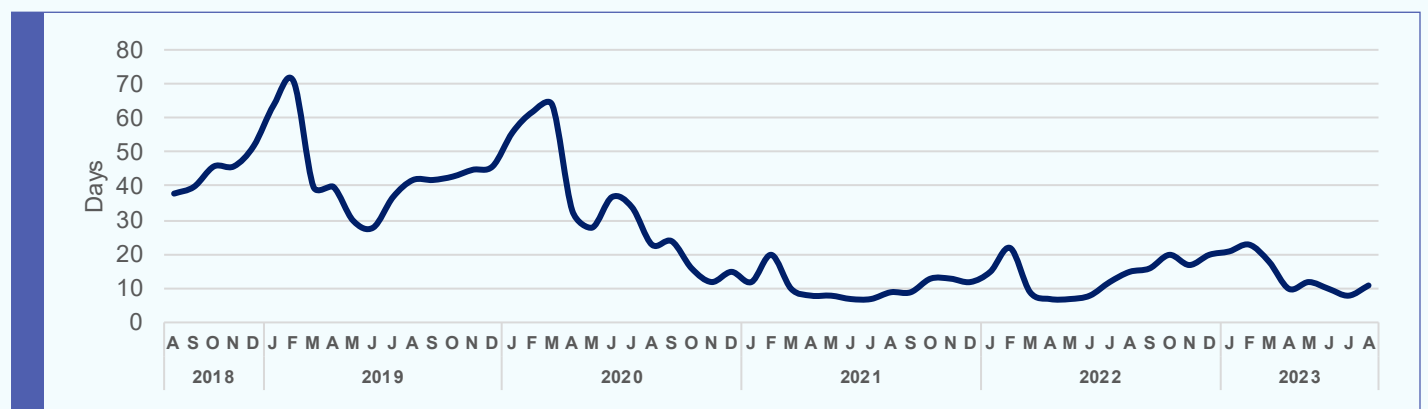
Median Sale Price Year-Over-Year Change

The median sale price hit a new high on the Maryland Eastern Shore in August, reaching \$384,450. The median price was significantly higher than a year ago, up 22.0%. Detached single-family homes, which make up the majority of sales, reached a new price peak as well, \$408,980, a 23.9% increase from a year ago.



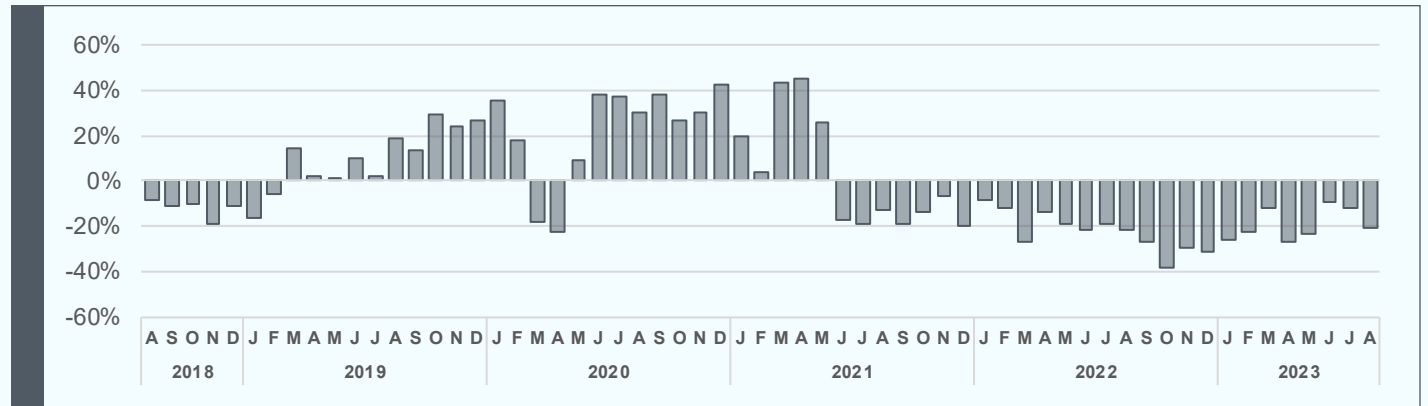
Median Days on Market

The median days on market has started to ease slightly on the Maryland Eastern Shore. In August 2023, the median days on market was 11 compared to eight in July. If 2023 follows seasonal trends, days on market could ease further through the remainder of the year. Still, the pace of the Maryland Eastern Shore residential market is not leisurely, and buyers must act swiftly.



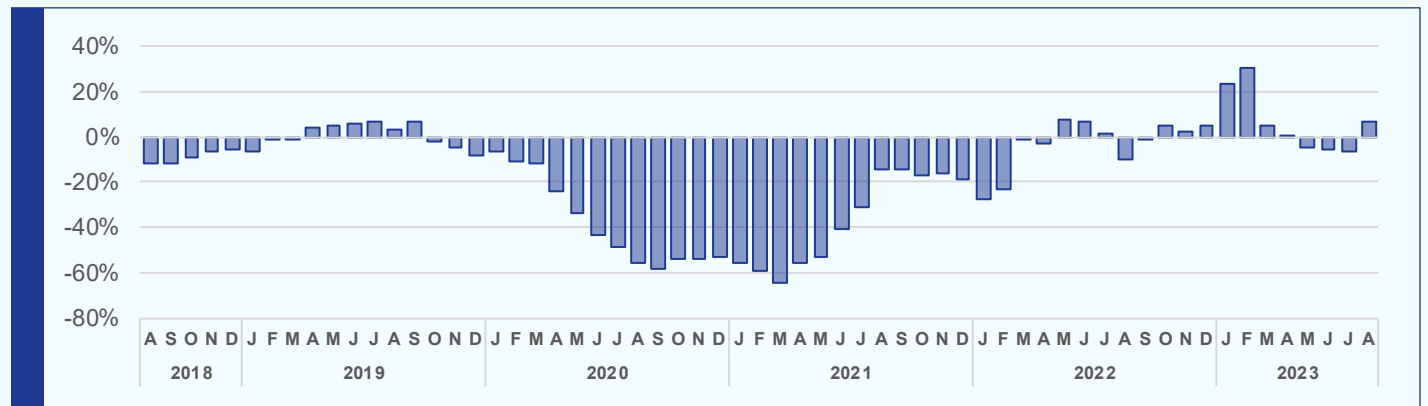
New Pending Sales Year-Over-Year Change

Maryland Eastern Shore had 328 new pending sales in August 2023. The pending sales gap between this year's and last year's level, which had shrunk from the beginning of the year, has begun expanding again. Compared to August 2022, there were 20.6% fewer new pending sales.



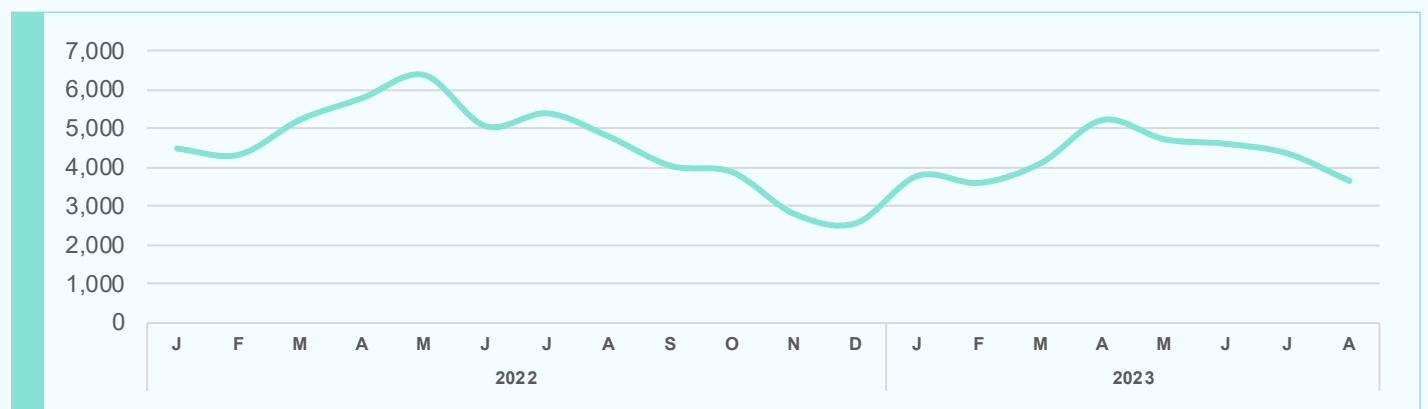
Active Listings Year-Over-Year Change

After three consecutive months where active listings declined year-over-year, Maryland Eastern Shore had a gain in inventory. There were 745 active listings as of the end of August 2023. Inventory increased 6.6% from August 2022 but is a far ways off from what was standard in 2019. Using the pre-pandemic market as a gauge, today's active listings are 36% of the number on the market then.



Showings

There were 3,638 showings on the Maryland Eastern Shore in August 2023. Showing activity dropped 16.2% from July to August, and declined from a year ago (-23.8%).



Local Markets

All counties on the Maryland Eastern Shore had median price growth in August. Queen Anne's County had the highest median price of \$531,860 which increased 18.3% compared to last year.

Tight inventory will keep prices firm or growing in some counties. Overall active listings were 6.6% higher than August 2022. But Dorchester County (-8.8%) and Queen Anne's County (-6.0%) had a lower selection for buyers at the end of August this year.

New listings on the Maryland Eastern Shore declined 11.7% in August 2023. While two counties, Caroline County and Kent County reported growth, this is a one-month phenomenon and not a trend.

Demand persists with the Home Demand Index (HDI) showing Steady market conditions for Caroline County (104) Cecil County (105), and Dorchester County (94). Queen Anne's County was one point out of Steady range at 89.

CLOSED SALES

	August 2023	vs. August 2022
Caroline County, MD	29	-39.6%
Cecil County, MD	103	-29.0%
Dorchester County, MD	49	-7.5%
Kent County, MD	34	+6.3%
Queen Anne's County, MD	67	-28.0%
Talbot County, MD	57	+5.6%
MD Eastern Shore	339	-20.2%

MEDIAN SALES PRICE

	August 2023	vs. August 2022
Caroline County, MD	\$308,000	+9.0%
Cecil County, MD	\$359,950	+20.0%
Dorchester County, MD	\$277,576	+16.1%
Kent County, MD	\$309,990	+6.9%
Queen Anne's County, MD	\$531,860	+18.3%
Talbot County, MD	\$495,000	+39.4%
MD Eastern Shore	\$384,450	+22.0%



Local Markets Continued

	NEW PENDINGS		NEW LISTINGS		MEDIAN DAYS ON MARKET	
	August 2023	vs. August 2022	August 2023	vs. August 2022	August 2023	vs. August 2022
Caroline County, MD	37	+12.1%	43	+43.3%	11	-11 days
Cecil County, MD	102	-24.4%	103	-26.4%	6	-3 days
Dorchester County, MD	52	-24.6%	50	-24.2%	27	-8 days
Kent County, MD	30	-9.1%	42	+90.9%	25	+14 days
Queen Anne's County, MD	69	-10.4%	70	-19.5%	16	+3 days
Talbot County, MD	38	-42.4%	47	-17.5%	12	-1 day
MD Eastern Shore	328	-20.6%	355	-11.7%	11	-4 days

	ACTIVE LISTINGS		MONTHS OF SUPPLY	
	August 2023	vs. August 2022	August 2023	vs. August 2022
Caroline County, MD	77	+8.5%	2.96	+66.3%
Cecil County, MD	185	+11.4%	1.97	+58.9%
Dorchester County, MD	145	-8.8%	3.09	-2.8%
Kent County, MD	78	+116.7%	3.25	+198.2%
Queen Anne's County, MD	140	-6.0%	2.19	+26.6%
Talbot County, MD	120	+1.7%	2.67	+31.5%
MD Eastern Shore	745	+6.6%	2.47	+42.8%

Hundreds of Dollars More A Month

In the middle of August, the 30-year fixed mortgage rate surpassed 7% after hovering in the mid-6's for months.

The difference between a 6% and 7% rate means hundreds of dollars to a buyer each month. Using the Maryland Eastern Shore's median sale price of \$384,450, the difference in a monthly payment is \$228.

Not only does a mortgage rate at this level impact affordability, but it also creates a mental burden. Mortgage rates have surpassed their high from November 2022 and are the highest in two decades.

While buyers may think enough is enough, sellers are also holding back too, which will keep prices firm.

Local Markets Continued

	SHOWINGS		HOME DEMAND INDEX	
	August 2023	vs. August 2022	September 2023	vs. September 2022
Caroline County, MD	346	-6.2%	104	+7.2%
Cecil County, MD	1,129	-30.0%	105	-25.5%
Dorchester County, MD	437	-31.2%	94	-23.0%
Kent County, MD	319	-2.4%	79	+38.6%
Queen Anne's County, MD	740	-32.0%	89	-23.3%
Talbot County, MD	667	-10.3%	73	-17.0%
MD Eastern Shore	3,638	-23.8%	90	-16.7%

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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