

April 2023 Market Report

MD Eastern Shore

MD Eastern Shore Market Key Findings

Maryland Eastern Shore Market Still Busy This Spring
Prices continue to rise as buyers compete for limited inventory

The housing market continues to adjust after the frenzied pace of 2021 and 2022. Elevated mortgage rates and economic uncertainty have led to a pullback in market activity.

Sales in the region continue to track below last year's pace. After a robust March, the number of new pending sales fell between March and April.

For the past few years, home prices have been rising rapidly in the region. Prices have been fluctuating across the region. In April, the median sales price rose by 5.3%. Prices have come down from peak levels, but the median price in the region is still nearly 40% higher than it was before the pandemic.

Inventory is still low across the Maryland Eastern Shore region. Supply is just a third of what it was before the pandemic and there is just 1.90 months of supply.

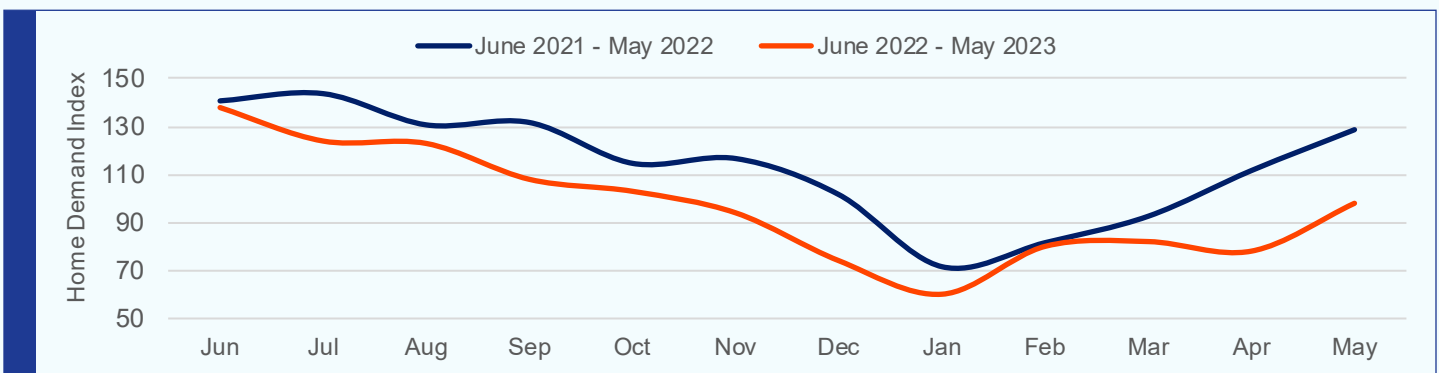
	April 2023		vs. April 2022
Closed sales	306	▼	-12.8%
Median sales price	\$344,950	▲	+5.3%
Median days on market	10	▲	+3 days
New pending sales	322	▼	-26.5%
New listings	374	▼	-34.4%
Active listings	628	▲	+0.2%
Months of supply	1.90	▲	+31.5%
Showings	5,203	▼	-9.7%

Bright MLS T3 Home Demand Index

According to the Bright MLS T3 Home Demand Index (HDI), market activity increased in May. The index for Maryland Eastern Shore was 98, jumping into Steady market conditions from 78 in April.

The index for Maryland Eastern Shore is down from 129 a year ago, when it was edging near High demand.

Bright MLS T3 Home Demand Index



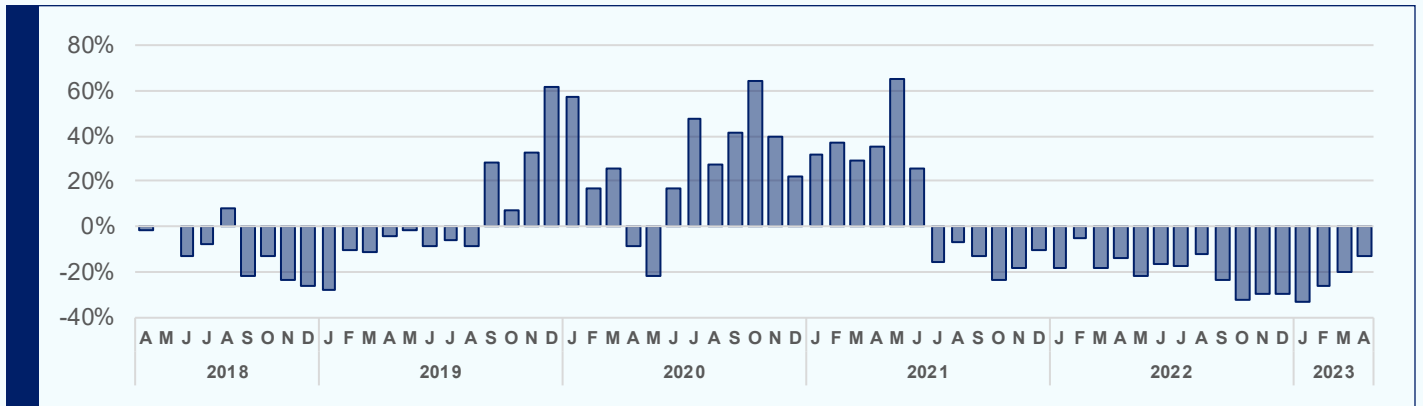
Market Outlook

The Maryland Eastern Shore spring market is cooler than it was in 2021 and 2022. Elevated mortgage rates have led to fewer buyers and slower price growth. However, the market still feels competitive to people shopping for a home. Several factors will drive housing market conditions for the rest of 2023. Mortgage rates will likely remain in the 6 to 6.5% range. Home prices will continue to fall from peak levels, but prices will not come down significantly from a year ago. As a result, housing affordability will still be a challenge this year, particularly for first-time homebuyers.

Many discretionary sellers have been sitting on the sidelines as many homeowners have locked in extremely low mortgage rates and they are not enticed to move and take on a higher rate. Inventory could shake out a bit in the second half of the year, as more homeowners are compelled to move, but inventory is still going to be constrained.

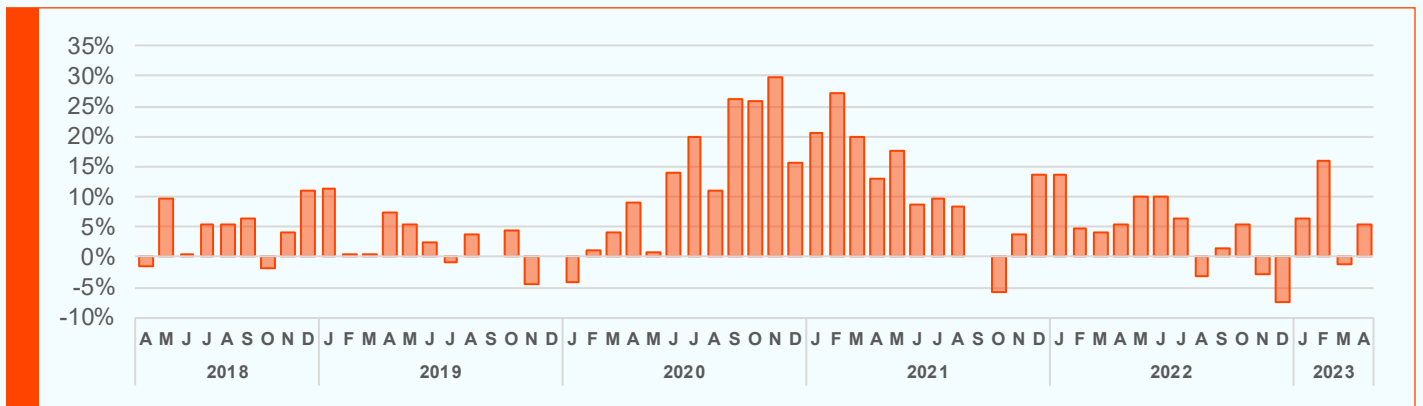
Closed Sales Year-Over-Year Change

There were 306 closed sales in April 2023 in the Maryland Eastern Shore region, 12.8% lower than last year. Unlike many of the other regions in the Mid-Atlantic region, Maryland Eastern Shore had a month-over-month increase in closed sales. It is anticipated that closed sales will improve seasonally during the spring buying season, yet the pace of sales will be subdued compared to a more typical market.



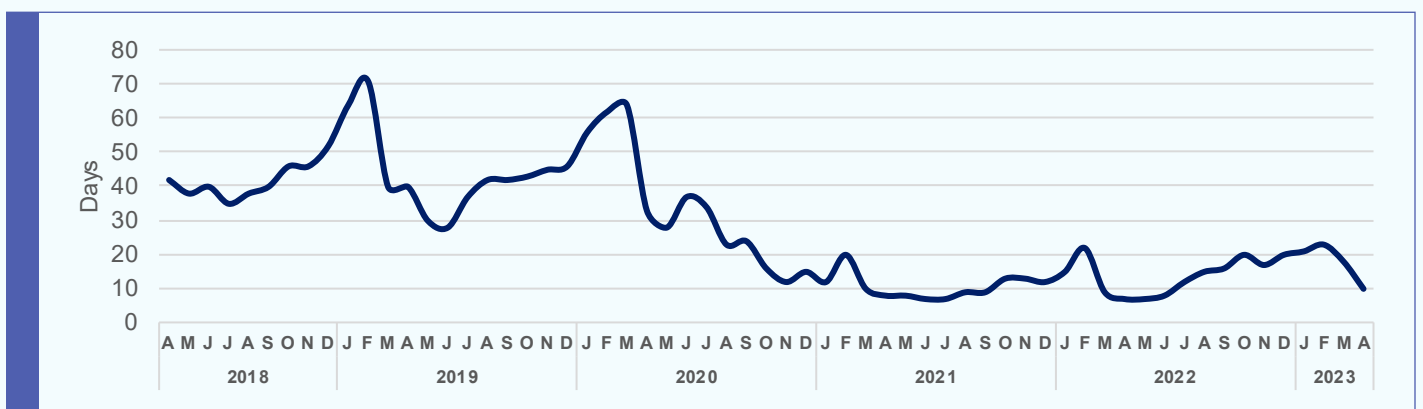
Median Sales Price Year-Over-Year Change

Since mid-2022, the median sale price in Maryland Eastern Shore has been fluctuating as a result of the mix of homes sold each month. In April 2023, the median sale price was \$344,950 increasing 5.3% from a year ago.



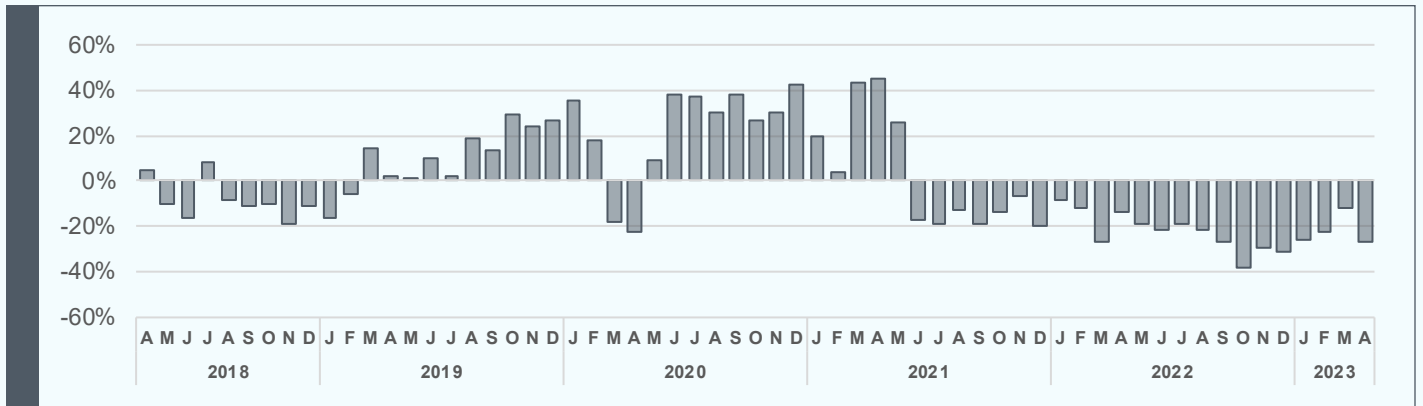
Median Days on Market

While overall sales activity is down compared to a year ago, the spring market is heating up in terms of the pace of transactions. The median days on market in Maryland Eastern Shore dropped to 10 days in April. Buyers must act quickly since inventory remains tight in the area.



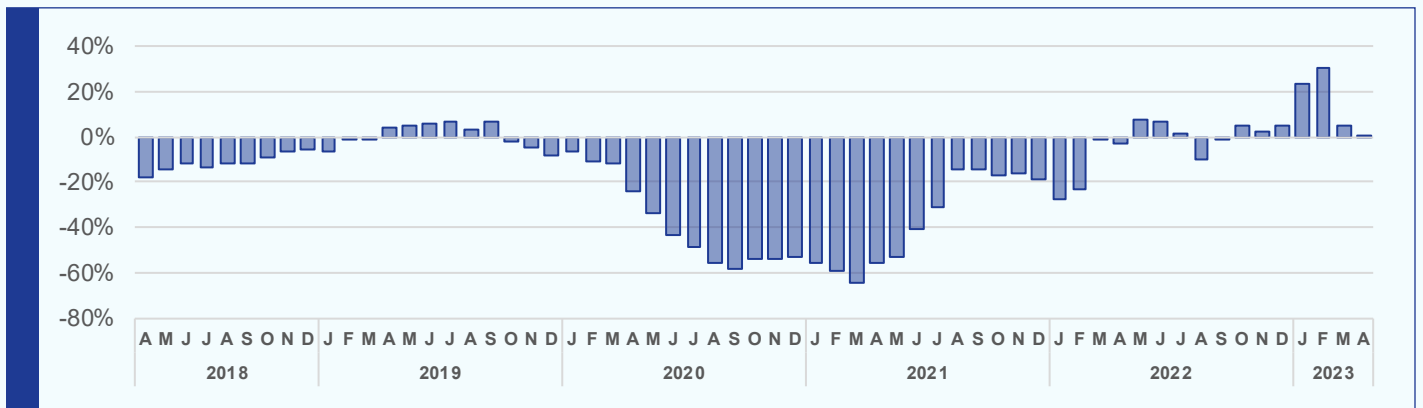
New Pending Sales Year-Over-Year Change

Pending sales activity was down 26.5% year-over-year, with 322 new pending sales in the Maryland Eastern Shore region in April 2023. Pending sales were also lower month-to-month, after a robust March. Activity is constrained by the number of buyers still able to afford a home due to higher mortgage rates, as well as a pullback in second home purchases.



Active Listings Year-Over-Year Change

Active listings are virtually flat compared to a year ago in Maryland Eastern Shore. There were 627 in April 2022 and 628 in April 2023. The jumps in active listings in early 2023 have slowed as sellers may be more cautious to list because of economic uncertainty. Using 2019 as a typical market, inventory is roughly one-third of what was on the market at that time.



Showings

Showings are moving as seasonally expected – up each month in 2023. However, home shopping activity is only modestly below last year’s pace. In April 2023 there were 5,203 showings in the Maryland Eastern Shore region. Showing activity was down 9.7% year-over-year.



Local Markets

Dorchester (+10.6%) and Queen Anne's (+3.9%) counties had higher closed sales in April 2023 compared to last year. This contrasts with the Mid-Atlantic market overall and the other counties within the Maryland Eastern Shore region. The market still remains constricted by fewer buyers able to purchase at 6%+ mortgage rates and limited inventory.

Generally, prices are up year-over-year, though median prices fell in both Caroline (-8.7%) and Dorchester (-3.3%) counties. Both buyers and sellers have pulled back due to economic uncertainty. Prices fluctuate as the market rebalances. The mix of homes sold each month also impacts price movements.

The speed of transactions varies significantly withing Maryland Eastern Shore. On the low end, Queen Anne's County had a median of 5 days on market and in Cecil County, the median was 6 days. Dorchester County's median time was over a month and a half, at 46 days in April 2023, a big surge from last year at this time but possible a one-month anomaly.



CLOSED SALES

	April 2023	vs. April 2022
Caroline County, MD	28	-36.4%
Cecil County, MD	82	-20.4%
Dorchester County, MD	52	+10.6%
Kent County, MD	24	-20.0%
Queen Anne's County, MD	79	+3.9%
Talbot County, MD	41	-19.6%
MD Eastern Shore	306	-12.8%

MEDIAN SALES PRICE

	April 2023	vs. April 2022
Caroline County, MD	\$289,750	-8.7%
Cecil County, MD	\$316,000	+3.6%
Dorchester County, MD	\$258,000	-3.3%
Kent County, MD	\$320,000	+18.5%
Queen Anne's County, MD	\$517,145	+21.0%
Talbot County, MD	\$420,000	+2.4%
MD Eastern Shore	\$344,950	+5.3%

Local Markets Continued

	NEW PENDINGS		NEW LISTINGS		MEDIAN DAYS ON MARKET	
	April 2023	vs. April 2022	April 2023	vs. April 2022	April 2023	vs. April 2022
Caroline County, MD	25	-34.2%	13	-78.0%	26	+17 days
Cecil County, MD	83	-46.8%	113	-39.6%	6	+1 day
Dorchester County, MD	58	+34.9%	63	-12.5%	46	+32 days
Kent County, MD	22	-29.0%	39	-7.1%	14	+8 days
Queen Anne's County, MD	96	-11.1%	97	-15.7%	5	-3 days
Talbot County, MD	38	-38.7%	49	-48.4%	18	+7 days
MD Eastern Shore	322	-26.5%	374	-34.4%	10	+3 days

	ACTIVE LISTINGS		MONTHS OF SUPPLY	
	April 2023	vs. April 2022	April 2023	vs. April 2022
Caroline County, MD	42	-28.8%	1.35	-6.2%
Cecil County, MD	180	+0.6%	1.65	+28.1%
Dorchester County, MD	121	-12.3%	2.57	-3.2%
Kent County, MD	65	+91.2%	2.71	+202.9%
Queen Anne's County, MD	122	-3.9%	1.77	+32.4%
Talbot County, MD	98	+8.9%	2.00	+44.4%
MD Eastern Shore	628	+0.2%	1.90	+31.5%

Price Growth Stabilizing in 2023

The median sale price has continued rising in Maryland Eastern Shore. Yet the tide has shifted in some regions and local markets in the Mid-Atlantic region. Does that mean the metro will be seeing price declines soon?

The median price in Maryland Eastern Shore is only slightly lower than the summer 2022 peak. Buyers who haven't been pushed to the sidelines with higher mortgage rates are still competing for homes, keeping pressure on prices.

Inventory, about one-third of the amount in 2019, will hold prices stable unless supply floods the market.

Local Markets Continued

	SHOWINGS		HOME DEMAND INDEX	
	April 2023	vs. April 2022	May 2023	vs. May 2022
Caroline County, MD	307	-45.0%	64	-58.7%
Cecil County, MD	2,011	-15.3%	126	-25.4%
Dorchester County, MD	575	+17.6%	107	-10.1%
Kent County, MD	251	-37.6%	61	-22.8%
Queen Anne's County, MD	1,460	+15.3%	118	-18.6%
Talbot County, MD	599	-11.1%	76	-13.6%
MD Eastern Shore	5,203	-9.7%	98	-24.0%

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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