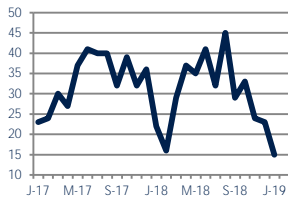




Units Sold

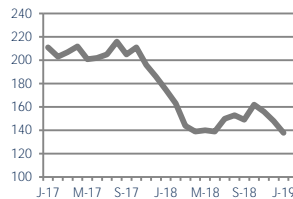
15



Down -32%
Vs. Year Ago

Active Inventory

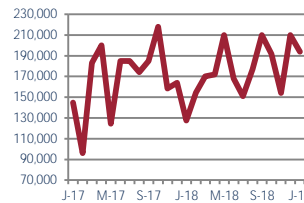
138



Down -21%
Vs. Year Ago

Median Sale Price

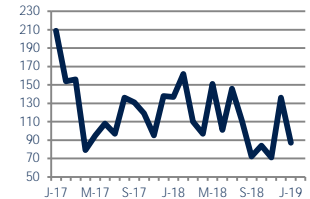
\$194,000



Up
Vs. Year Ago

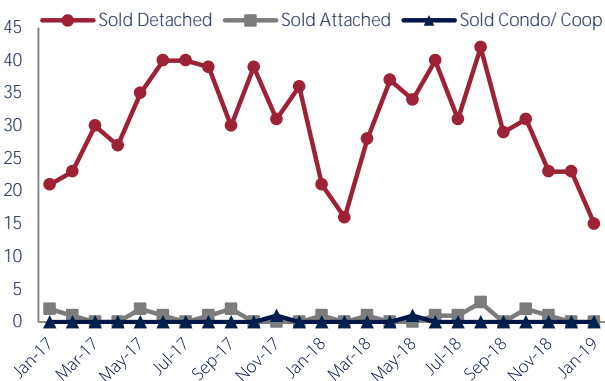
Days On Market

87



Down -36%
Vs. Year Ago

Units Sold*



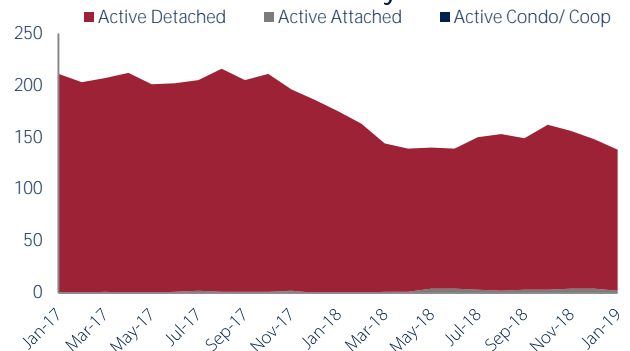
Units Sold

There was a decrease in total units sold in January, with 15 sold this month in Caroline County versus 23 last month, a decrease of 35%. This month's total units sold was lower than at this time last year, a decrease of 32% versus January 2018.

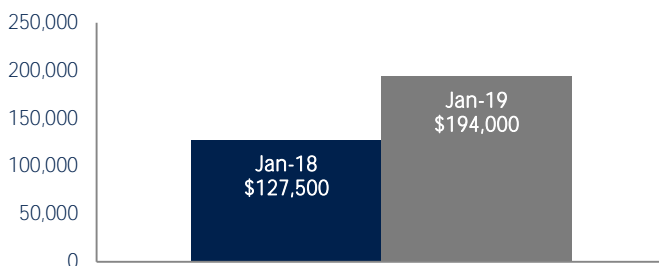
Active Inventory

Versus last year, the total number of homes available this month is lower by 37 units or 21%. The total number of active inventory this January was 138 compared to 175 in January 2018. This month's total of 138 is lower than the previous month's total supply of available inventory of 148, a decrease of 7%.

Active Inventory*



Median Sale Price



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last January, the median sale price for Caroline County Homes was \$127,500. This January, the median sale price was \$194,000, an increase of \$66,500 compared to last year. The current median sold price is lower than in December.

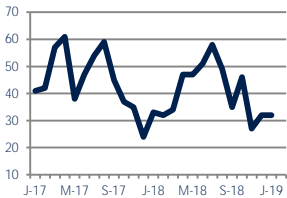
Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by BRIGHTMLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of BRIGHTMLS or Long & Foster Real Estate, Inc.

New Listings

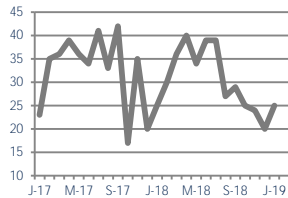
32



Down -3%
Vs. Year Ago

Current Contracts

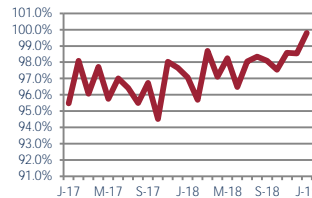
25



No Change
Vs. Year Ago

Sold Vs. List Price

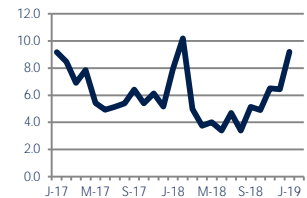
99.8%



Up 2.8%
Vs. Year Ago

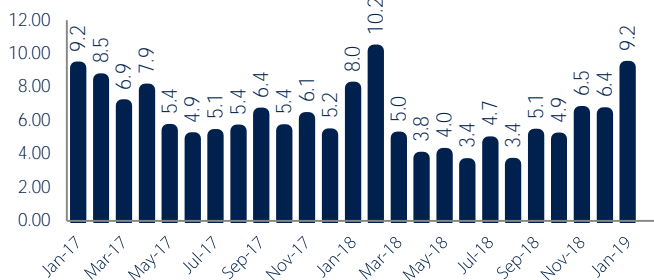
Months of Supply

9.2



Up 16%
Vs. Year Ago

Months Of Supply



Months of Supply

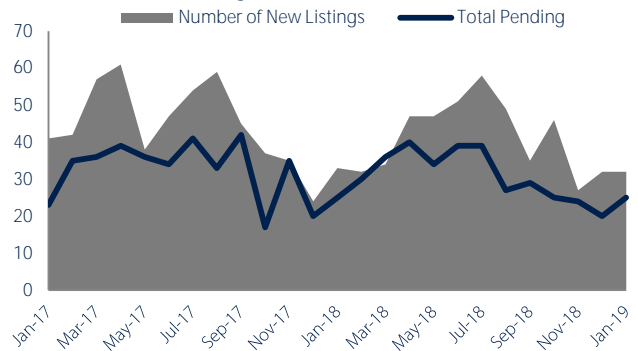
In January, there was 9.2 months of supply available in Caroline County, compared to 8.0 in January 2018. That is an increase of 16% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

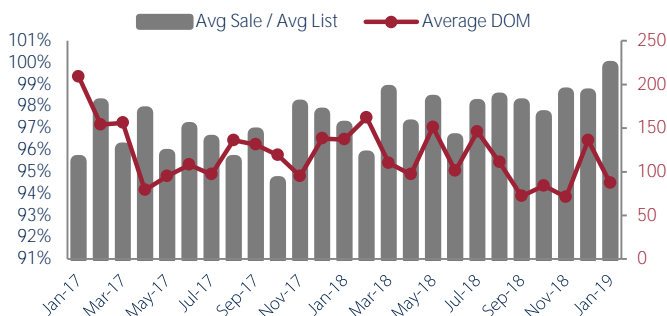
New Listings & Current Contracts

This month there were 32 homes newly listed for sale in Caroline County compared to 33 in January 2018, a decrease of 3%. There were 25 current contracts pending sale this January, consistent with the volume a year ago. The number of current contracts is 25% higher than last month.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Caroline County was 99.8% of the average list price, which is 2.7% higher than at this time last year.

Days On Market

This month, the average number of days on market was 87, lower than the average last year, which was 137, a decrease of 36%.



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