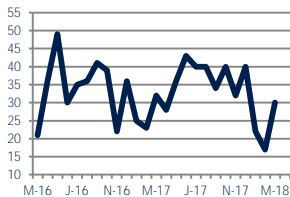




### Units Sold

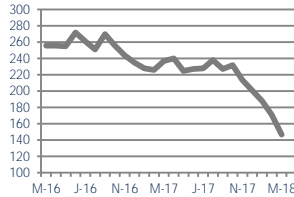
30



**Down**  
Vs. Year Ago

### Active Inventory

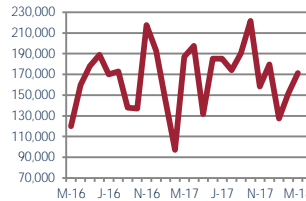
147



**Down -38%**  
Vs. Year Ago

### Median Sale Price

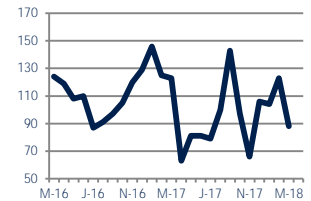
\$171,250



**Down -8%**  
Vs. Year Ago

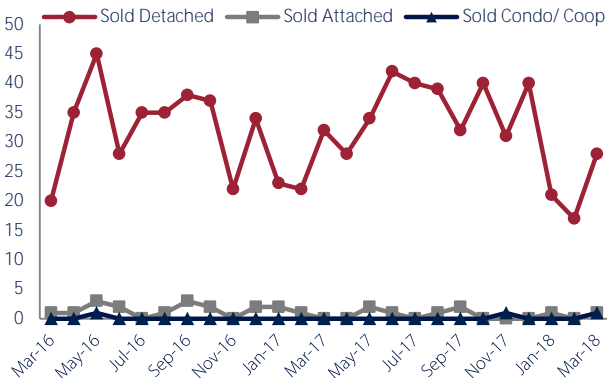
### Days On Market

88



**Down -28%**  
Vs. Year Ago

### Units Sold\*



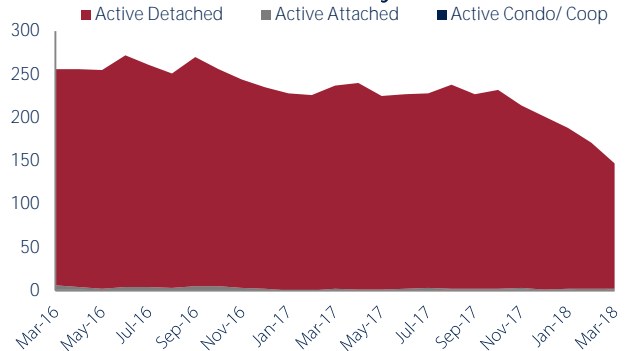
### Units Sold

With relatively few transactions, there was an increase in total units sold in March, with 30 sold this month in Caroline County. This month's total units sold was lower than at this time last year, a decrease from March 2017.

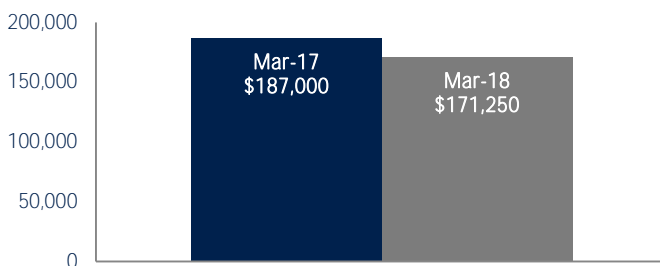
### Active Inventory

Versus last year, the total number of homes available this month is lower by 90 units or 38%. The total number of active inventory this March was 147 compared to 237 in March 2017. This month's total of 147 is lower than the previous month's total supply of available inventory of 171, a decrease of 14%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last March, the median sale price for Caroline County Homes was \$187,000. This March, the median sale price was \$171,250, a decrease of 8% or \$15,750 compared to last year. The current median sold price is 13% higher than in February.

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

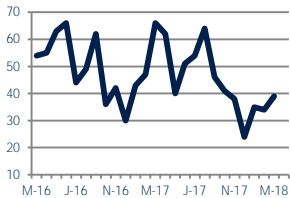


\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and 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 MRIS or Long & Foster Real Estate, Inc.



**New Listings**

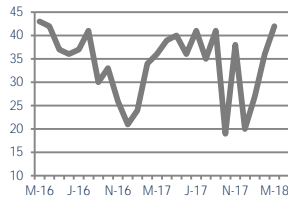
39



**Down -41%**  
Vs. Year Ago

**Current Contracts**

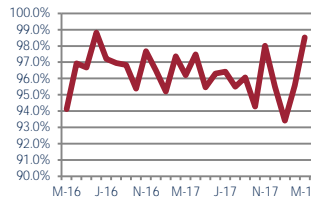
42



**Up 17%**  
Vs. Year Ago

**Sold Vs. List Price**

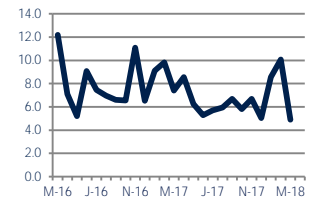
98.5%



**Up 2.4%**  
Vs. Year Ago

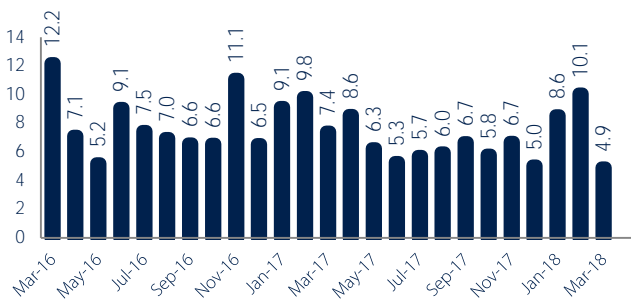
**Months of Supply**

4.9



**Down -34%**  
Vs. Year Ago

**Months Of Supply**



**Months of Supply**

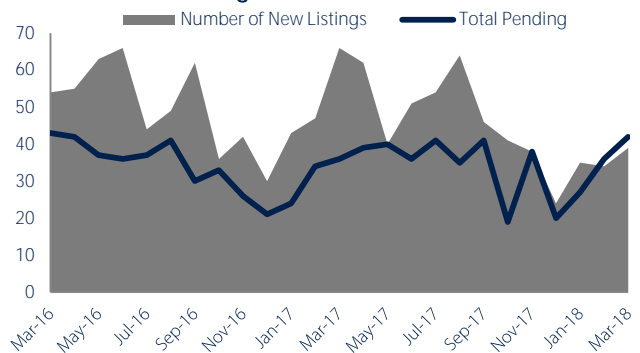
In March, there was 4.9 months of supply available in Caroline County, compared to 7.4 in March 2017. That is a decrease of 34% versus a year ago.

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.

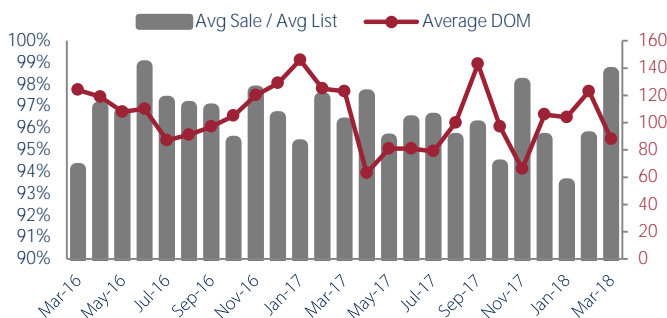
**New Listings & Current Contracts**

This month there were 39 homes newly listed for sale in Caroline County compared to 66 in March 2017, a decrease of 41%. There were 42 current contracts pending sale this March compared to 36 a year ago. The number of current contracts is 17% higher than last March.

**New Listings & Current Contracts**



**Sale Price/ List Price & DOM**



**Sale Price to List Price Ratio**

In March, the average sale price in Caroline County was 98.5% of the average list price, which is 2.3% higher than at this time last year.

**Days On Market**

This month, the average number of days on market was 88, lower than the average last year, which was 123, a decrease of 28%.



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