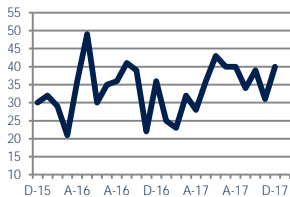




Units Sold

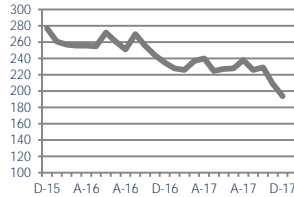
40



Up 11%
Vs. Year Ago

Active Inventory

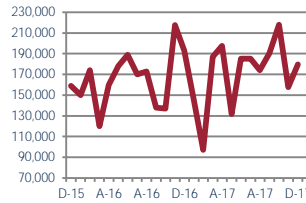
194



Down -17%
Vs. Year Ago

Median Sale Price

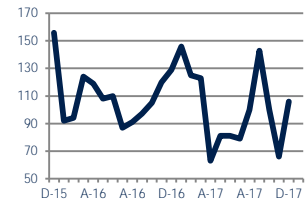
\$179,500



Down -7%
Vs. Year Ago

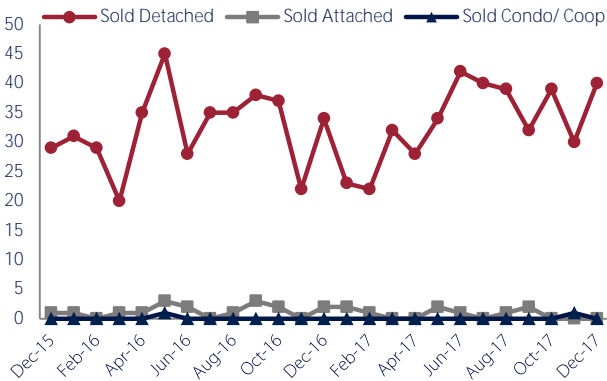
Days On Market

106



Down -18%
Vs. Year Ago

Units Sold*



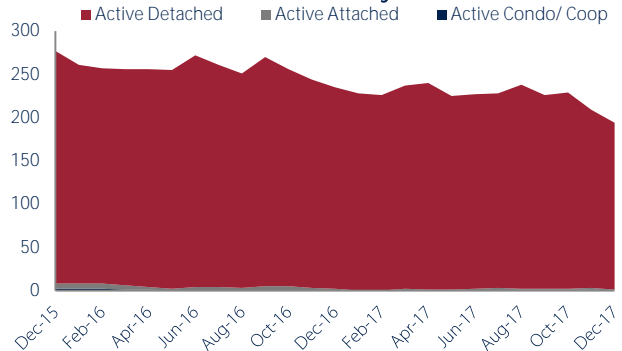
Units Sold

There was an increase in total units sold in December, with 40 sold this month in Caroline County versus 31 last month, an increase of 29%. This month's total units sold was higher than at this time last year, an increase of 11% versus December 2016.

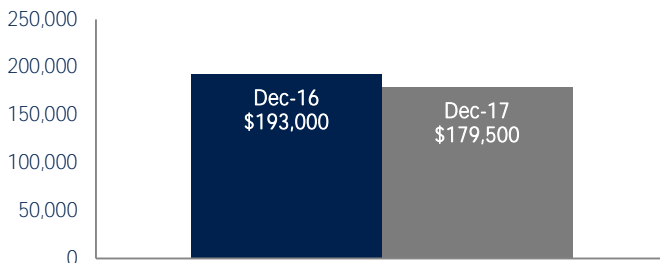
Active Inventory

Versus last year, the total number of homes available this month is lower by 41 units or 17%. The total number of active inventory this December was 194 compared to 235 in December 2016. This month's total of 194 is lower than the previous month's total supply of available inventory of 209, a decrease of 7%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for Caroline County Homes was \$193,000. This December, the median sale price was \$179,500, a decrease of 7% or \$13,500 compared to last year. The current median sold price is 14% higher than in November.

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



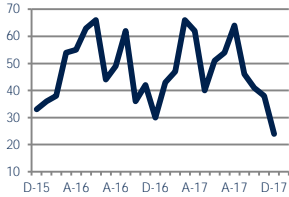
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

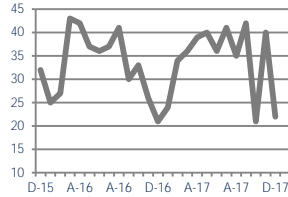
24



Down -20%
Vs. Year Ago

Current Contracts

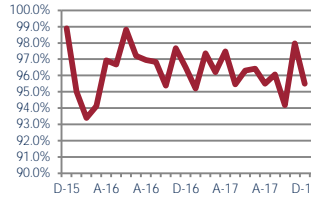
22



Up 5%
Vs. Year Ago

Sold Vs. List Price

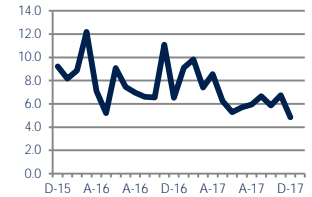
95.5%



Down -1%
Vs. Year Ago

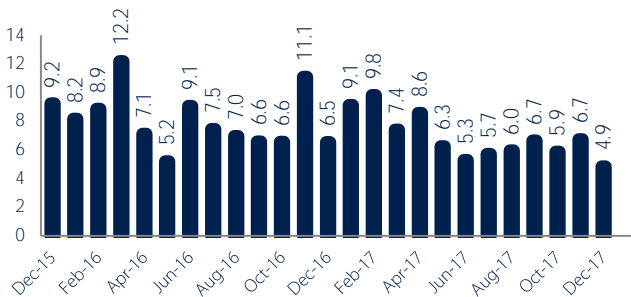
Months of Supply

4.9



Down -26%
Vs. Year Ago

Months Of Supply



Months of Supply

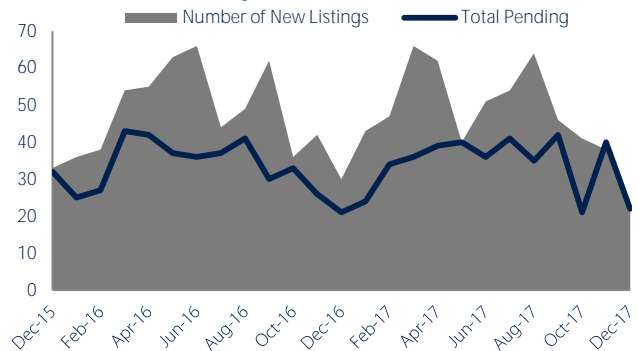
In December, there was 4.9 months of supply available in Caroline County, compared to 6.5 in December 2016. That is a decrease of 26% versus a year ago.

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.

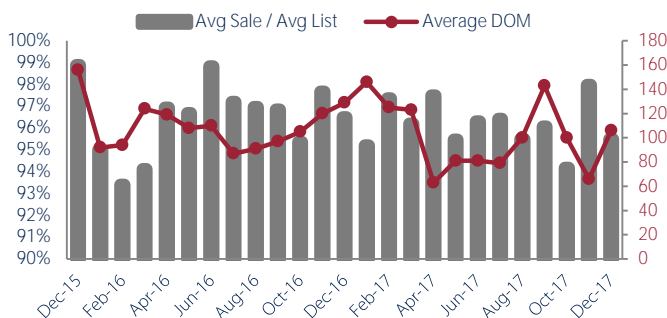
New Listings & Current Contracts

This month there were 24 homes newly listed for sale in Caroline County compared to 30 in December 2016, a decrease of 20%. There were 22 current contracts pending sale this December compared to 21 a year ago. The number of current contracts is 5% higher than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Caroline County was 95.5% of the average list price, which is 1.0% lower than at this time last year.

Days On Market

This month, the average number of days on market was 106, lower than the average last year, which was 129, a decrease of 18%.



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