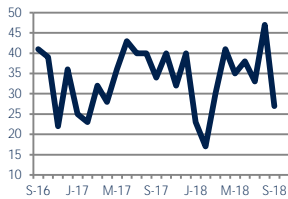


### Units Sold

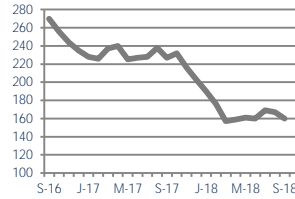
27



**Down**  
Vs. Year Ago

### Active Inventory

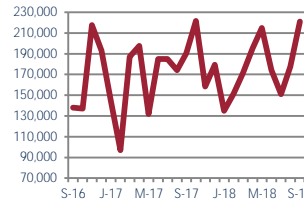
160



**Down -30%**  
Vs. Year Ago

### Median Sale Price

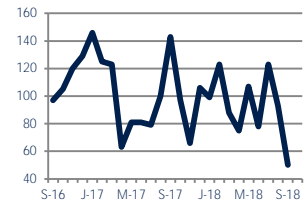
\$221,000



**Up 16%**  
Vs. Year Ago

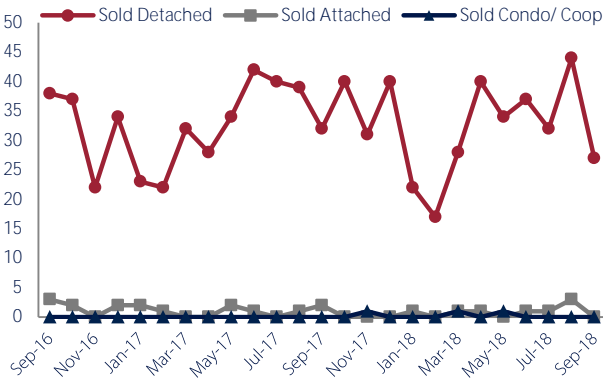
### Days On Market

50



**Down**  
Vs. Year Ago

### Units Sold\*



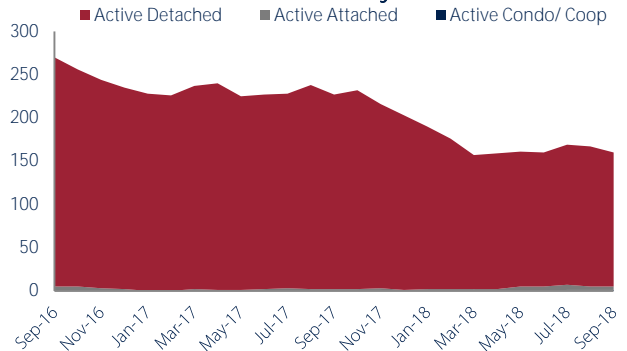
### Units Sold

With relatively few transactions, there was a decrease in total units sold in September, with 27 sold this month in Caroline County. This month's total units sold was lower than at this time last year, a decrease from September 2017.

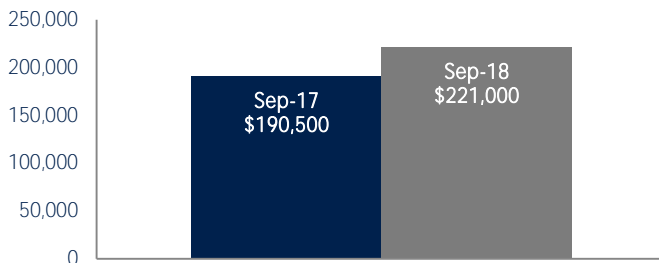
### Active Inventory

Versus last year, the total number of homes available this month is lower by 67 units or 30%. The total number of active inventory this September was 160 compared to 227 in September 2017. This month's total of 160 is lower than the previous month's total supply of available inventory of 167, a decrease of 4%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last September, the median sale price for Caroline County Homes was \$190,500. This September, the median sale price was \$221,000, an increase of 16% or \$30,500 compared to last year. The current median sold price is 25% higher than in August.

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

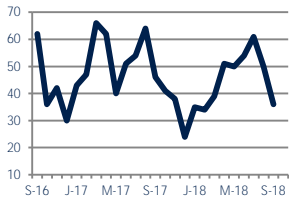


\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

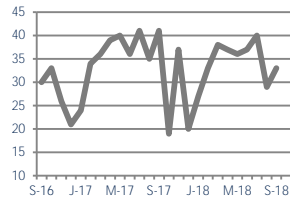
36



Down -22%  
Vs. Year Ago

### Current Contracts

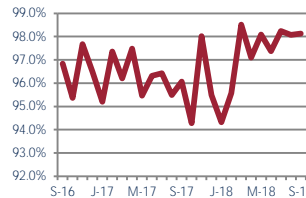
33



Down -20%  
Vs. Year Ago

### Sold Vs. List Price

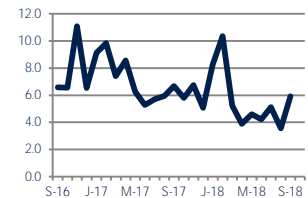
98.1%



Up 2.1%  
Vs. Year Ago

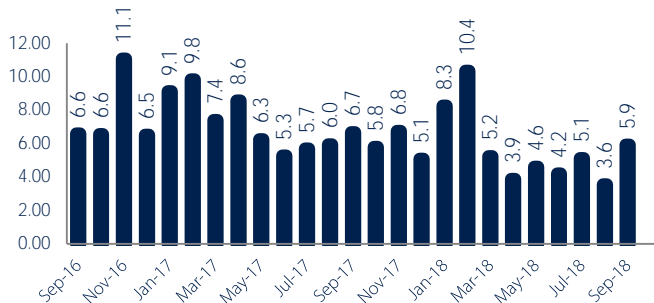
### Months of Supply

5.9



Down -11%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

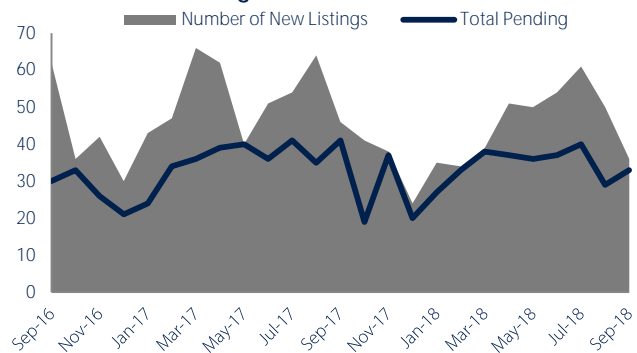
In September, there was 5.9 months of supply available in Caroline County, compared to 6.7 in September 2017. That is a decrease of 11% versus a year ago.

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.

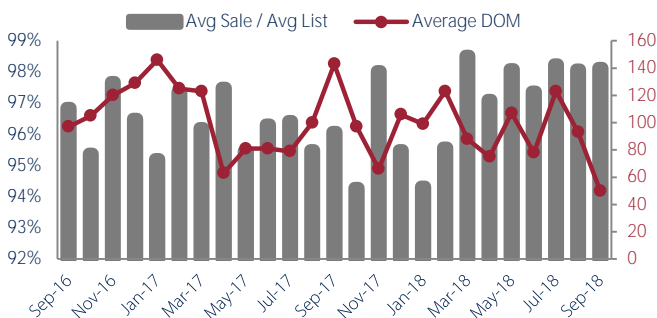
### New Listings & Current Contracts

This month there were 36 homes newly listed for sale in Caroline County compared to 46 in September 2017, a decrease of 22%. There were 33 current contracts pending sale this September compared to 41 a year ago. The number of current contracts is 20% lower than last September.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In September, the average sale price in Caroline County was 98.1% of the average list price, which is 2.1% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 50, lower than the average last year, which was 143. This decrease was impacted by the limited number of sales.



\*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.

