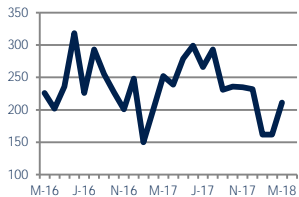




### Units Sold

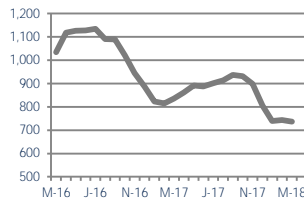
211



Down -16%  
Vs. Year Ago

### Active Inventory

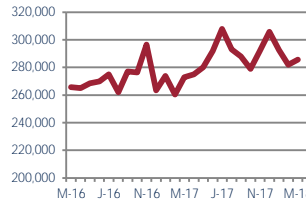
737



Down -12%  
Vs. Year Ago

### Median Sale Price

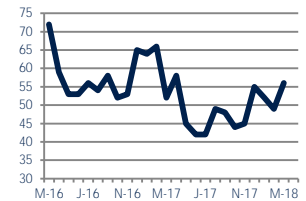
\$285,750



Up 5%  
Vs. Year Ago

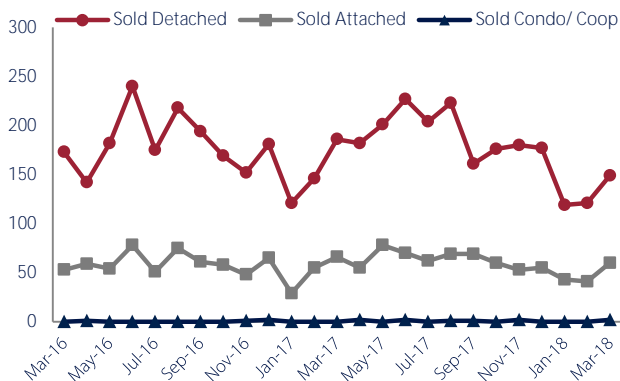
### Days On Market

56



Up 8%  
Vs. Year Ago

### Units Sold\*



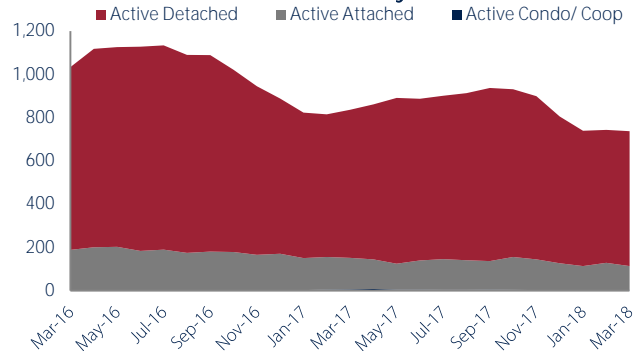
### Units Sold

There was an increase in total units sold in March, with 211 sold this month in Charles County versus 162 last month, an increase of 30%. This month's total units sold was lower than at this time last year, a decrease of 16% versus March 2017.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 99 units or 12%. The total number of active inventory this March was 737 compared to 836 in March 2017. This month's total of 737 is lower than the previous month's total supply of available inventory of 743, a decrease of 1%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last March, the median sale price for Charles County Homes was \$273,000. This March, the median sale price was \$285,750, an increase of 5% or \$12,750 compared to last year. The current median sold price is 1% 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.

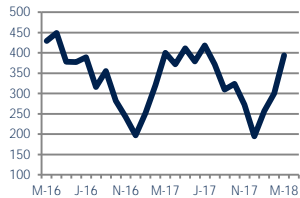


\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

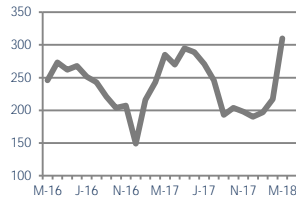
394



Down -2%  
Vs. Year Ago

### Current Contracts

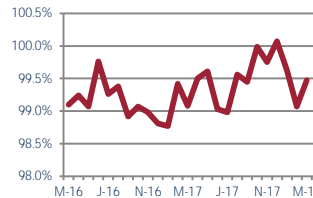
310



Up 9%  
Vs. Year Ago

### Sold Vs. List Price

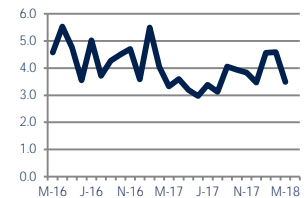
99.5%



No Change  
Vs. Year Ago

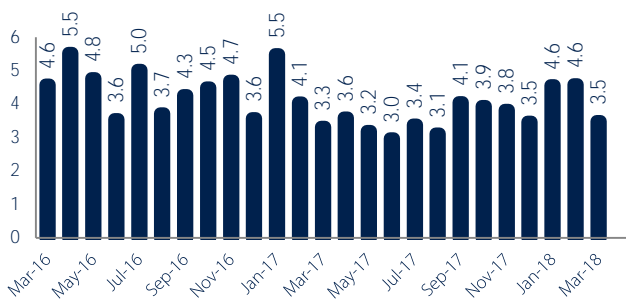
### Months of Supply

3.5



Up 5%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

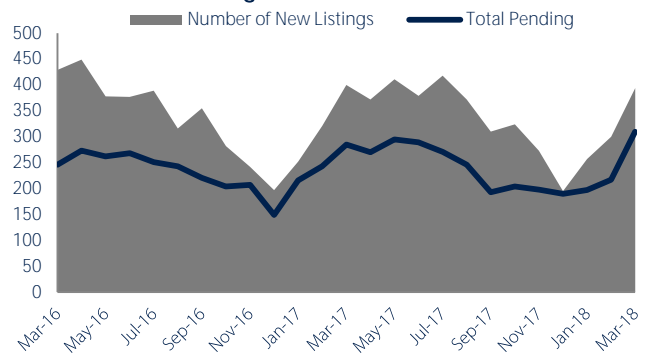
In March, there was 3.5 months of supply available in Charles County, compared to 3.3 in March 2017. That is an increase of 5% versus a year ago.

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.

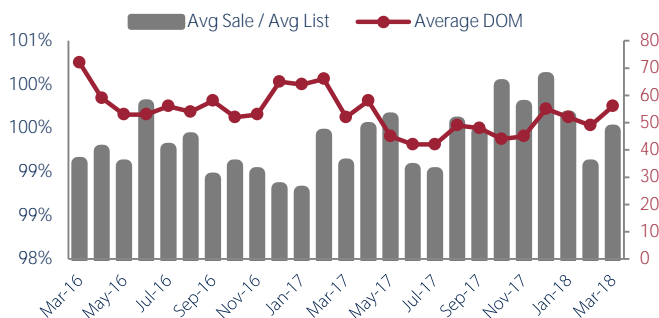
### New Listings & Current Contracts

This month there were 394 homes newly listed for sale in Charles County compared to 400 in March 2017, a decrease of 2%. There were 310 current contracts pending sale this March compared to 285 a year ago. The number of current contracts is 9% 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 Charles County was 99.5% of the average list price, which is similar compared to a year ago.

### Days On Market

This month, the average number of days on market was 56, higher than the average last year, which was 52, an increase of 8%.



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