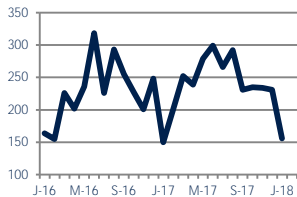




Units Sold

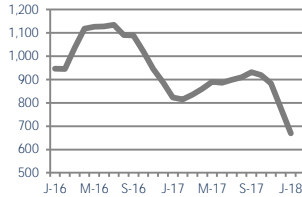
156



Up 4%
Vs. Year Ago

Active Inventory

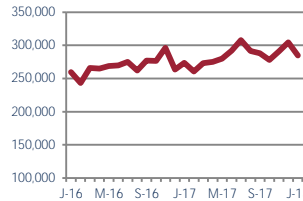
670



Down -19%
Vs. Year Ago

Median Sale Price

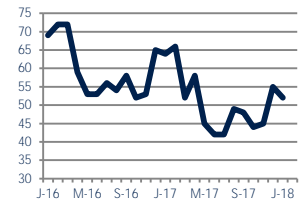
\$284,500



Up 4%
Vs. Year Ago

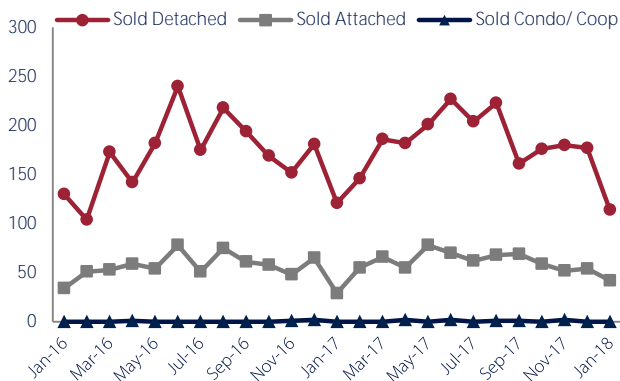
Days On Market

52



Down -19%
Vs. Year Ago

Units Sold*



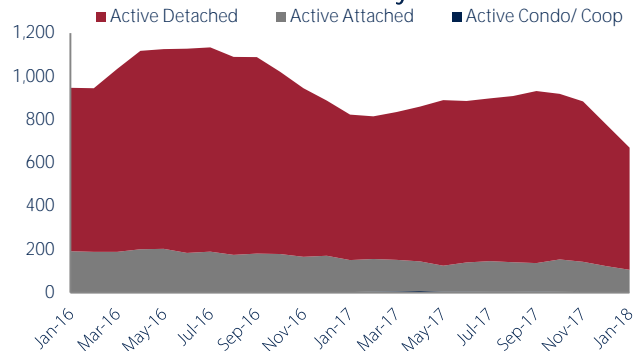
Units Sold

There was a decrease in total units sold in January, with 156 sold this month in Charles County versus 231 last month, a decrease of 32%. This month's total units sold was higher than at this time last year, an increase of 4% versus January 2017.

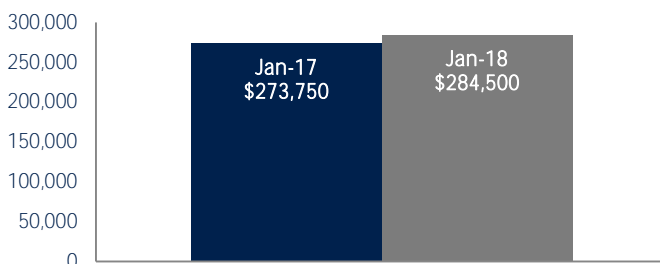
Active Inventory

Versus last year, the total number of homes available this month is lower by 153 units or 19%. The total number of active inventory this January was 670 compared to 823 in January 2017. This month's total of 670 is lower than the previous month's total supply of available inventory of 777, a decrease of 14%.

Active Inventory*



Median Sale Price



Median Sale Price

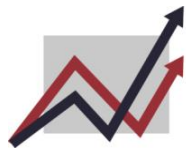
Last January, the median sale price for Charles County Homes was \$273,750. This January, the median sale price was \$284,500, an increase of 4% or \$10,750 compared to last year. The current median sold price is 7% lower than in December.

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



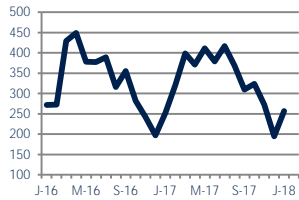
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

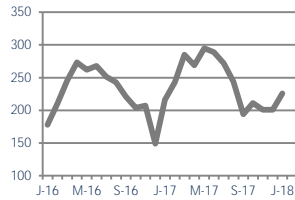
257



Up 2%
Vs. Year Ago

Current Contracts

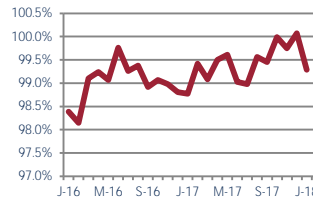
226



Up 5%
Vs. Year Ago

Sold Vs. List Price

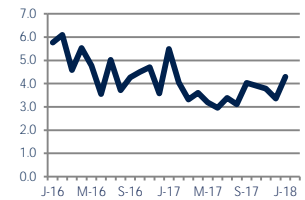
99.3%



Up 0.5%
Vs. Year Ago

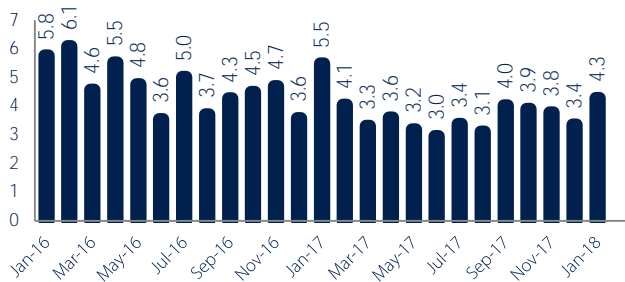
Months of Supply

4.3



Down -22%
Vs. Year Ago

Months Of Supply



Months of Supply

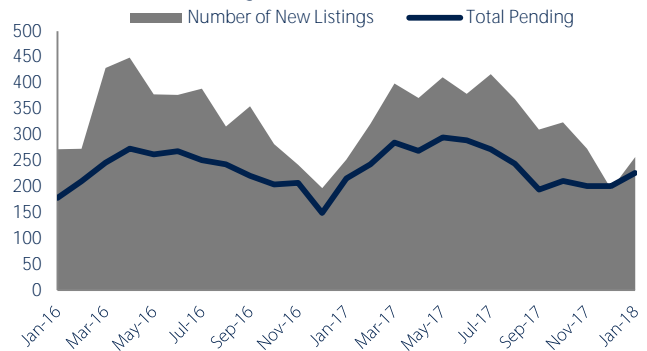
In January, there was 4.3 months of supply available in Charles County, compared to 5.5 in January 2017. That is a decrease of 22% versus a year ago.

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.

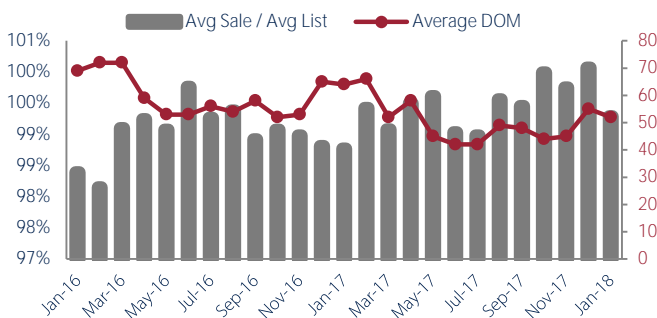
New Listings & Current Contracts

This month there were 257 homes newly listed for sale in Charles County compared to 252 in January 2017, an increase of 2%. There were 226 current contracts pending sale this January compared to 216 a year ago. The number of current contracts is 5% higher than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Charles County was 99.3% of the average list price, which is 0.5% higher than at this time last year.

Days On Market

This month, the average number of days on market was 52, lower than the average last year, which was 64, a decrease of 19%.



*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.

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