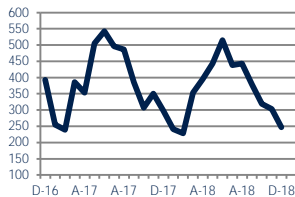




Units Sold

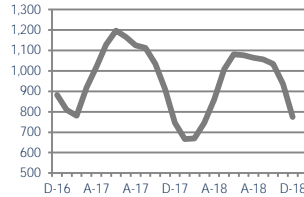
247



Down -17%
Vs. Year Ago

Active Inventory

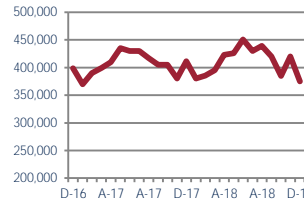
775



Up 4%
Vs. Year Ago

Median Sale Price

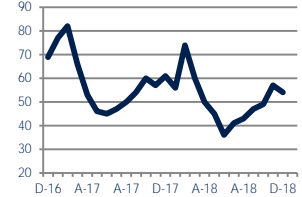
\$375,000



Down -9%
Vs. Year Ago

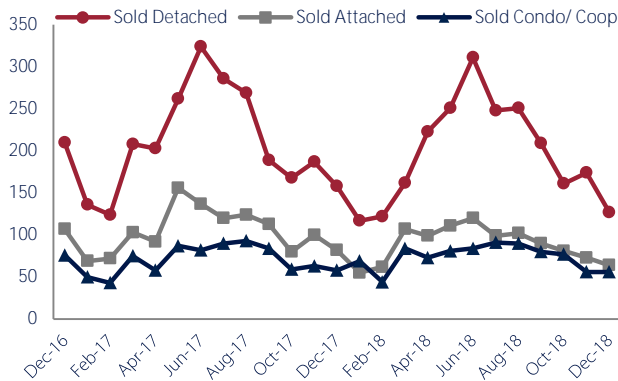
Days On Market

54



Down -11%
Vs. Year Ago

Units Sold*



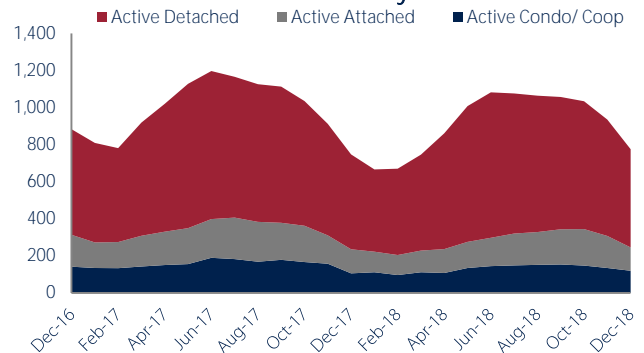
Units Sold

There was a decrease in total units sold in December, with 247 sold this month in Howard County versus 303 last month, a decrease of 18%. This month's total units sold was lower than at this time last year, a decrease of 17% versus December 2017.

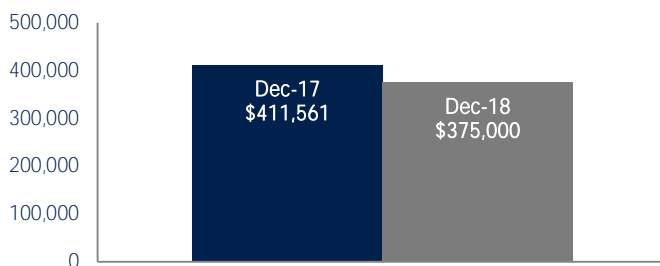
Active Inventory

Versus last year, the total number of homes available this month is higher by 28 units or 4%. The total number of active inventory this December was 775 compared to 747 in December 2017. This month's total of 775 is lower than the previous month's total supply of available inventory of 935, a decrease of 17%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for Howard County Homes was \$411,561. This December, the median sale price was \$375,000, a decrease of 9% or \$36,561 compared to last year. The current median sold price is 11% lower 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.

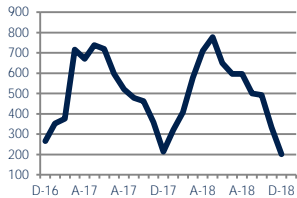


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by BRIGHTMLS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



New Listings

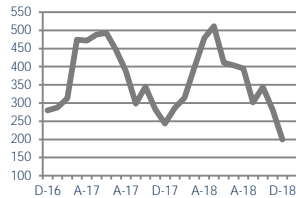
201



Down -6%
Vs. Year Ago

Current Contracts

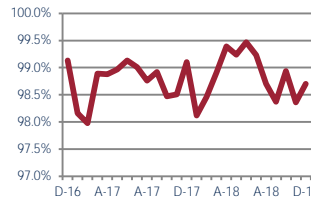
200



Down -18%
Vs. Year Ago

Sold Vs. List Price

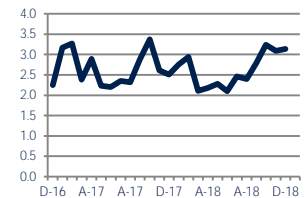
98.7%



No Change
Vs. Year Ago

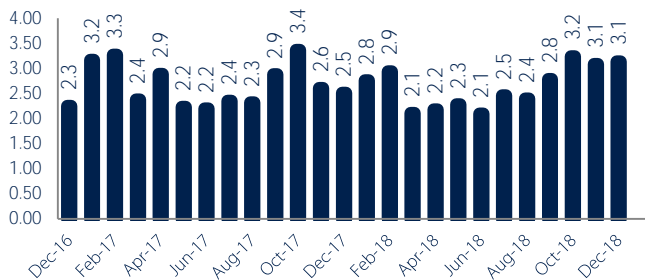
Months of Supply

3.1



Up 25%
Vs. Year Ago

Months Of Supply



Months of Supply

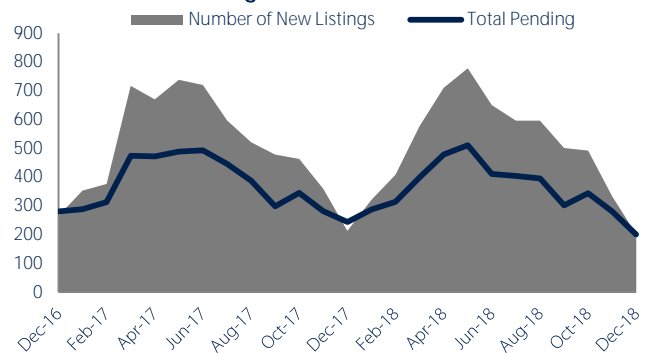
In December, there was 3.1 months of supply available in Howard County, compared to 2.5 in December 2017. That is an increase of 25% versus a year ago.

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.

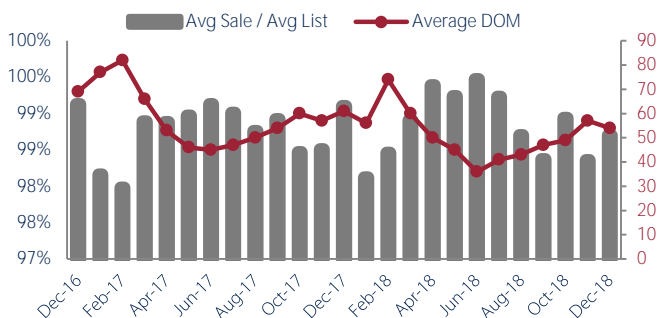
New Listings & Current Contracts

This month there were 201 homes newly listed for sale in Howard County compared to 213 in December 2017, a decrease of 6%. There were 200 current contracts pending sale this December compared to 244 a year ago. The number of current contracts is 18% lower 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 Howard County was 98.7% 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 54, lower than the average last year, which was 61, a decrease of 11%.



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