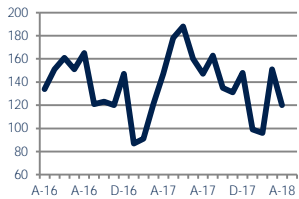




Units Sold

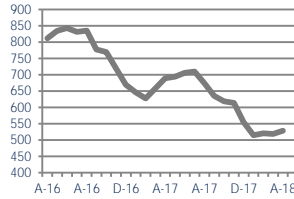
120



Down -18%
Vs. Year Ago

Active Inventory

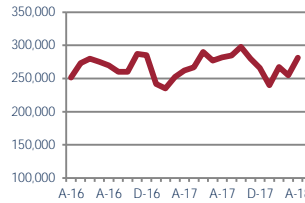
529



Down -23%
Vs. Year Ago

Median Sale Price

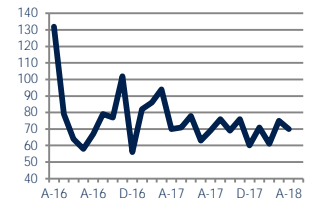
\$281,450



Up 7%
Vs. Year Ago

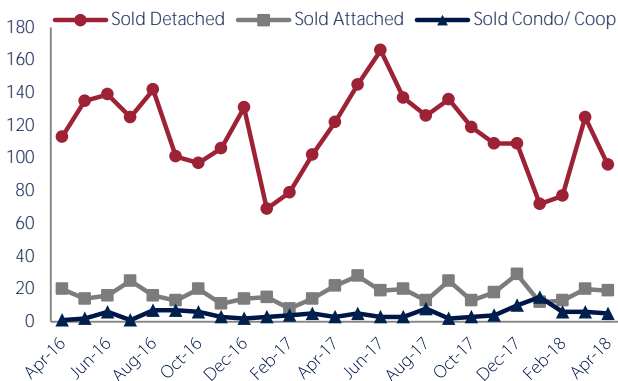
Days On Market

70



No Change
Vs. Year Ago

Units Sold*



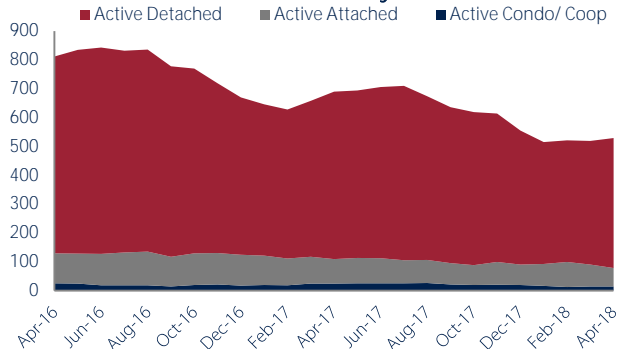
Units Sold

There was a decrease in total units sold in April, with 120 sold this month in Saint Mary's County versus 151 last month, a decrease of 21%. This month's total units sold was lower than at this time last year, a decrease of 18% versus April 2017.

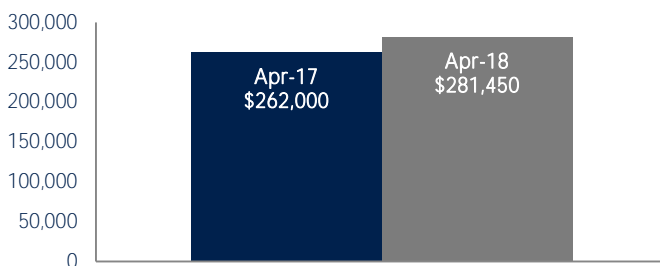
Active Inventory

Versus last year, the total number of homes available this month is lower by 161 units or 23%. The total number of active inventory this April was 529 compared to 690 in April 2017. This month's total of 529 is higher than the previous month's total supply of available inventory of 519, an increase of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Saint Mary's County Homes was \$262,000. This April, the median sale price was \$281,450, an increase of 7% or \$19,450 compared to last year. The current median sold price is 10% higher than in March.

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



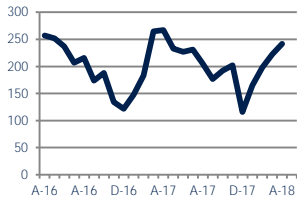
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

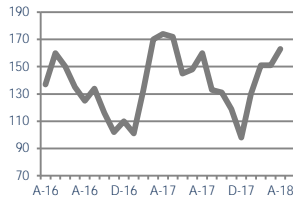
242



Down -9%
Vs. Year Ago

Current Contracts

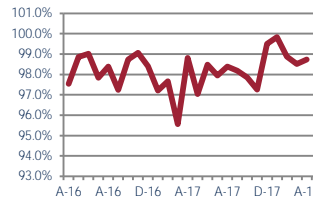
163



Down -6%
Vs. Year Ago

Sold Vs. List Price

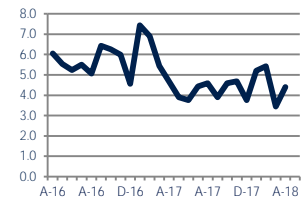
98.7%



No Change
Vs. Year Ago

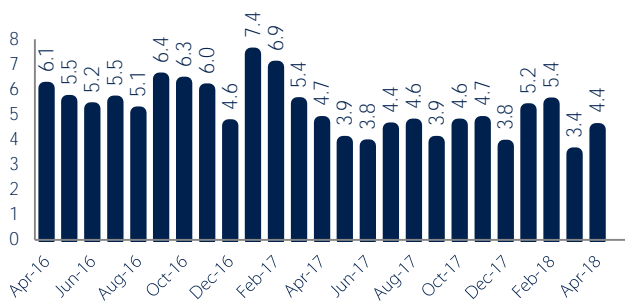
Months of Supply

4.4



Down -6%
Vs. Year Ago

Months Of Supply



Months of Supply

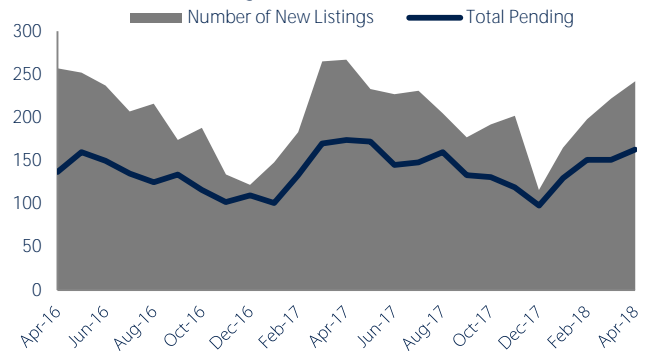
In April, there was 4.4 months of supply available in Saint Mary's County, compared to 4.7 in April 2017. That is a decrease of 6% versus a year ago.

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.

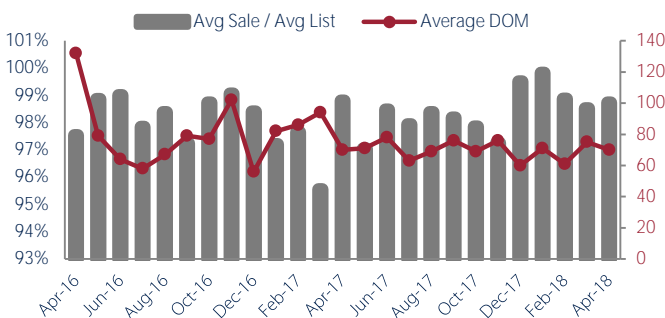
New Listings & Current Contracts

This month there were 242 homes newly listed for sale in Saint Mary's County compared to 267 in April 2017, a decrease of 9%. There were 163 current contracts pending sale this April compared to 174 a year ago. The number of current contracts is 6% lower than last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Saint Mary's 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 70, which is similar compared to a year ago.



*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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