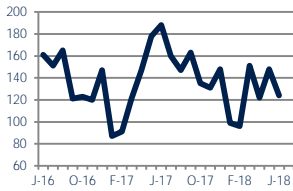


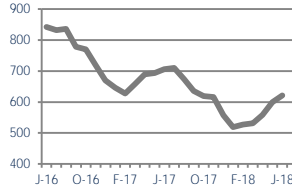


### Units Sold 124



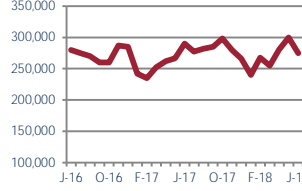
Down -34%  
Vs. Year Ago

### Active Inventory 621



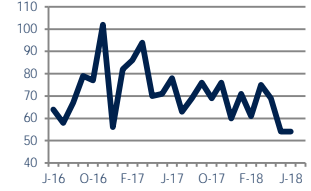
Down -12%  
Vs. Year Ago

### Median Sale Price \$275,000



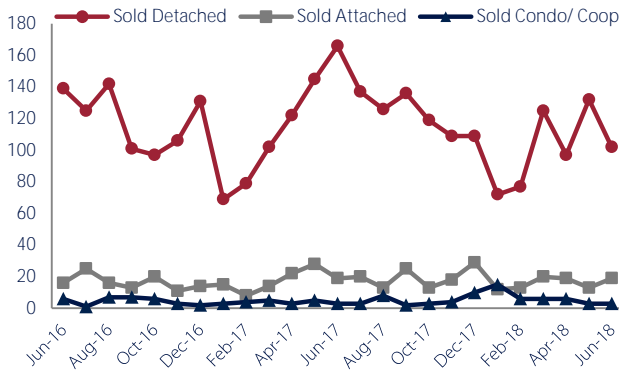
Down -5%  
Vs. Year Ago

### Days On Market 54



Down -31%  
Vs. Year Ago

### Units Sold\*



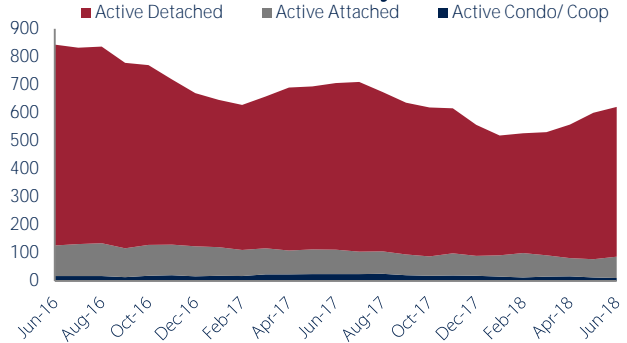
### Units Sold

There was a decrease in total units sold in June, with 124 sold this month in Saint Mary's County versus 148 last month, a decrease of 16%. This month's total units sold was lower than at this time last year, a decrease of 34% versus June 2017.

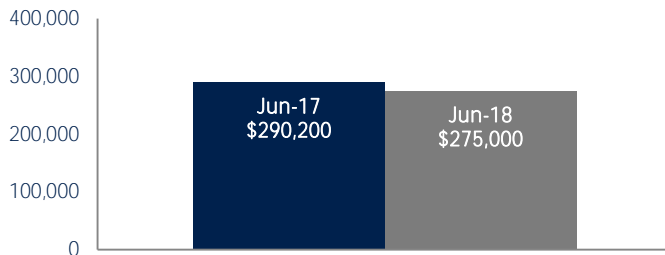
### Active Inventory

Versus last year, the total number of homes available this month is lower by 85 units or 12%. The total number of active inventory this June was 621 compared to 706 in June 2017. This month's total of 621 is higher than the previous month's total supply of available inventory of 600, an increase of 4%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last June, the median sale price for Saint Mary's County Homes was \$290,200. This June, the median sale price was \$275,000, a decrease of 5% or \$15,200 compared to last year. The current median sold price is 8% lower than in May.

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



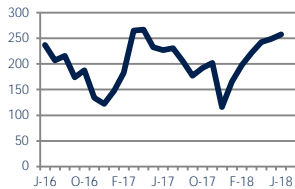
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

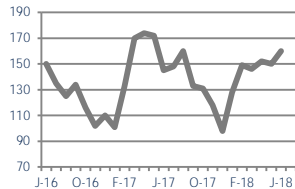
258



Up 14%  
Vs. Year Ago

### Current Contracts

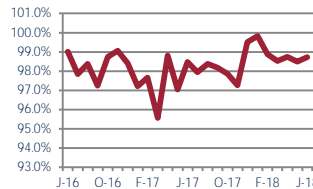
160



Up 10%  
Vs. Year Ago

### Sold Vs. List Price

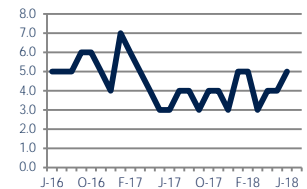
98.7%



No Change  
Vs. Year Ago

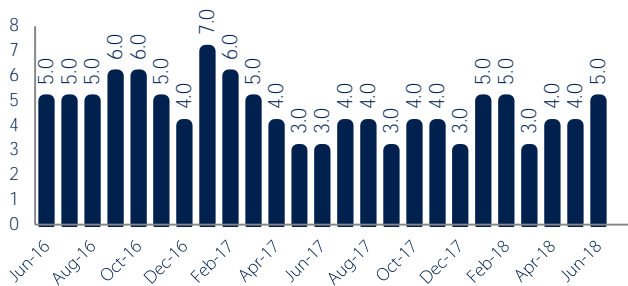
### Months of Supply

5.0



Up 67%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

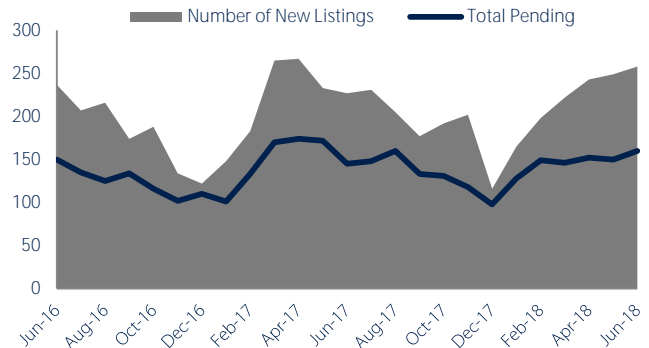
In June, there was 5.0 months of supply available in Saint Mary's County, compared to 3.8 in June 2017. That is an increase of 33% versus a year ago.

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.

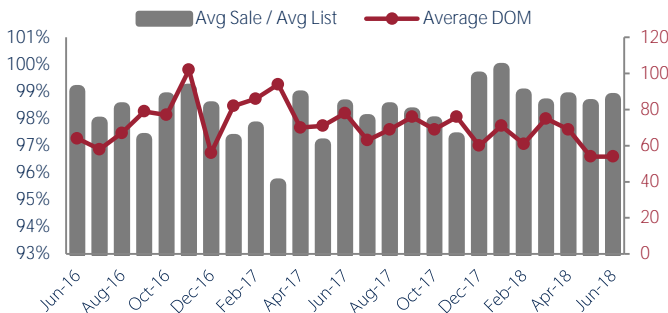
### New Listings & Current Contracts

This month there were 258 homes newly listed for sale in Saint Mary's County compared to 227 in June 2017, an increase of 14%. There were 160 current contracts pending sale this June compared to 145 a year ago. The number of current contracts is 10% higher than last June.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In June, 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 54, lower than the average last year, which was 78, a decrease of 31%.



\*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.

