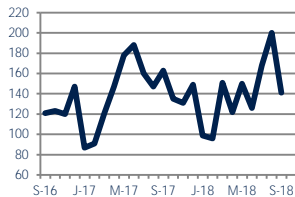


### Units Sold

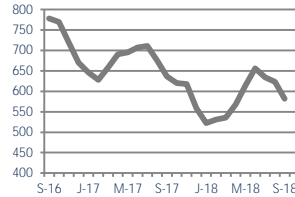
141



Down -13%  
Vs. Year Ago

### Active Inventory

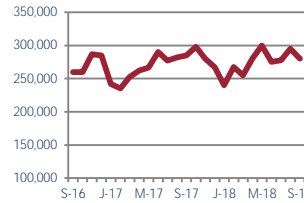
582



Down -9%  
Vs. Year Ago

### Median Sale Price

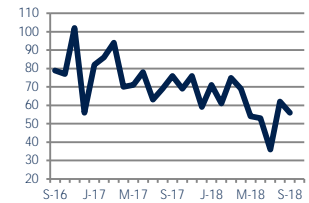
\$280,000



Down -2%  
Vs. Year Ago

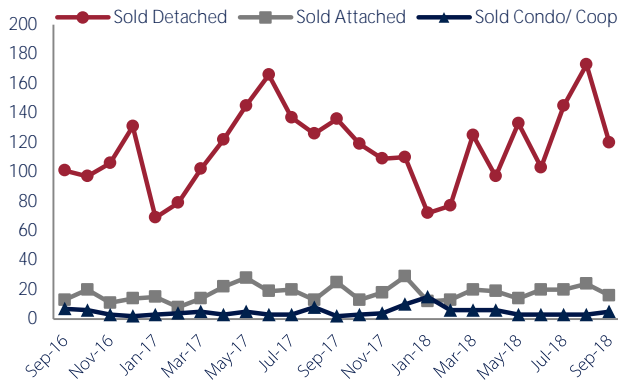
### Days On Market

56



Down -26%  
Vs. Year Ago

### Units Sold\*



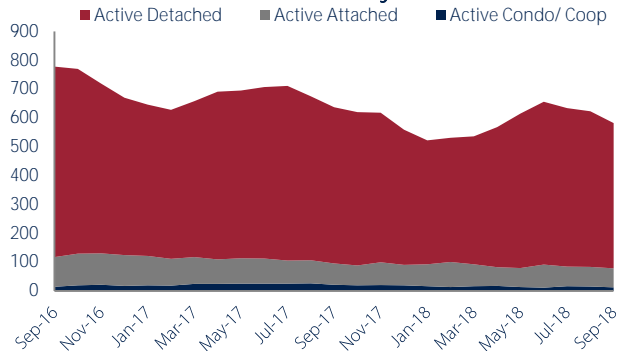
### Units Sold

There was a decrease in total units sold in September, with 141 sold this month in Saint Mary's County versus 200 last month, a decrease of 30%. This month's total units sold was lower than at this time last year, a decrease of 13% versus September 2017.

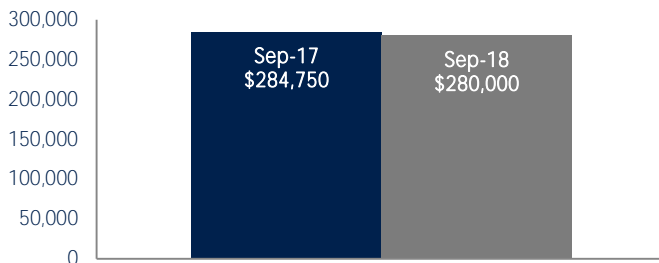
### Active Inventory

Versus last year, the total number of homes available this month is lower by 55 units or 9%. The total number of active inventory this September was 582 compared to 637 in September 2017. This month's total of 582 is lower than the previous month's total supply of available inventory of 623, a decrease of 7%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last September, the median sale price for Saint Mary's County Homes was \$284,750. This September, the median sale price was \$280,000, a decrease of 2% or \$4,750 compared to last year. The current median sold price is 5% lower than in August.

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

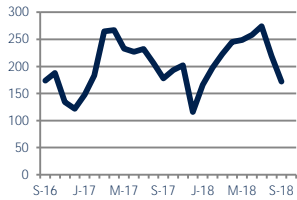


\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

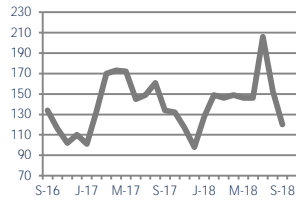
172



Down -3%  
Vs. Year Ago

### Current Contracts

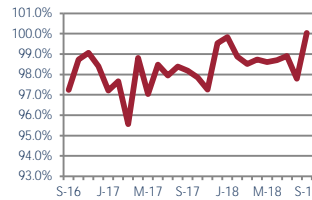
120



Down -10%  
Vs. Year Ago

### Sold Vs. List Price

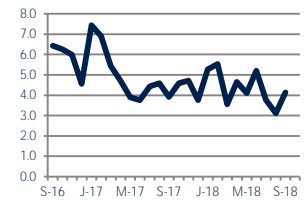
100.0%



Up 1.9%  
Vs. Year Ago

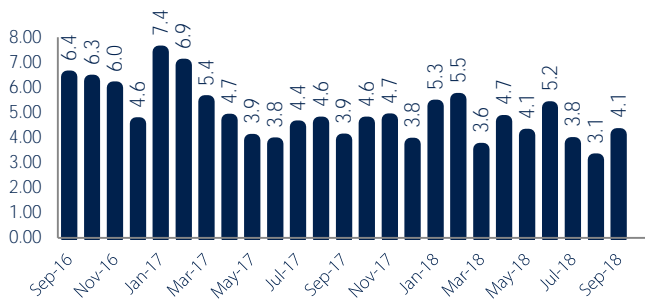
### Months of Supply

4.1



Up 6%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

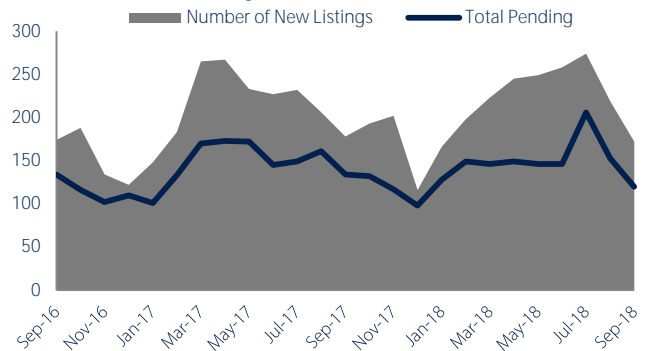
In September, there was 4.1 months of supply available in Saint Mary's County, compared to 3.9 in September 2017. That is an increase of 6% versus a year ago.

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.

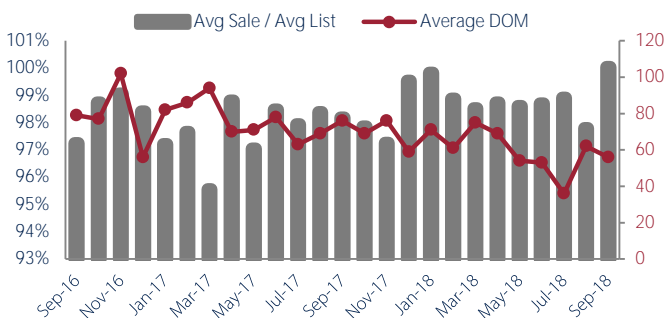
### New Listings & Current Contracts

This month there were 172 homes newly listed for sale in Saint Mary's County compared to 178 in September 2017, a decrease of 3%. There were 120 current contracts pending sale this September compared to 134 a year ago. The number of current contracts is 10% lower than last September.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In September, the average sale price in Saint Mary's County was 100.0% of the average list price, which is 1.9% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 56, lower than the average last year, which was 76, a decrease of 26%.



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