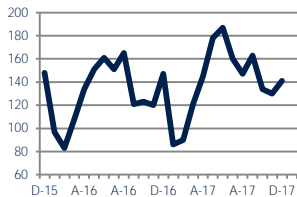




Units Sold

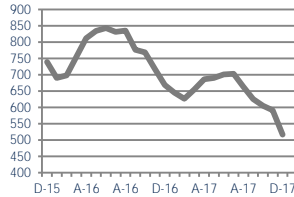
141



Down -4%
Vs. Year Ago

Active Inventory

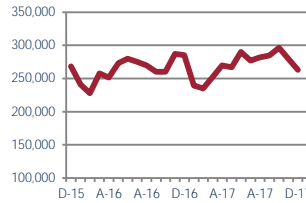
517



Down -23%
Vs. Year Ago

Median Sale Price

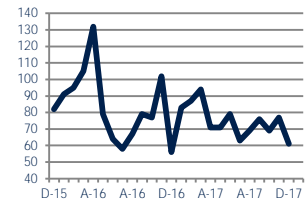
\$263,000



Down -8%
Vs. Year Ago

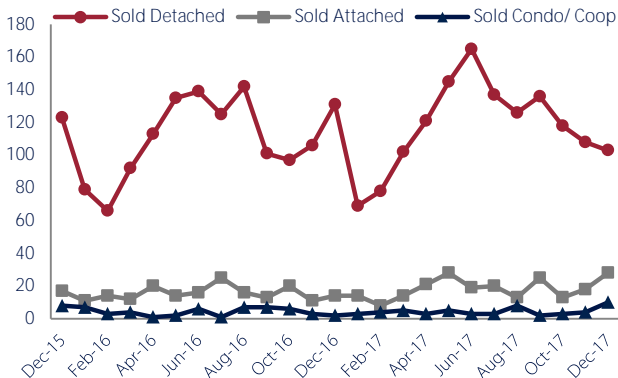
Days On Market

61



Up 9%
Vs. Year Ago

Units Sold*



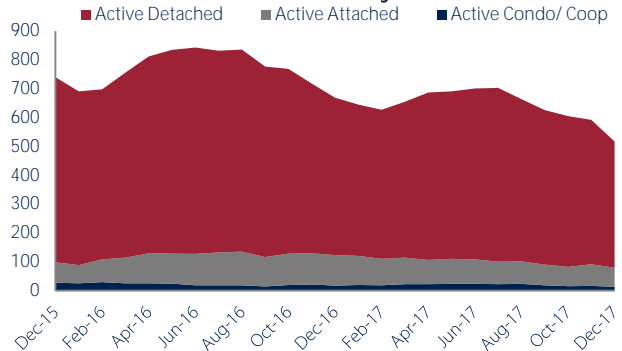
Units Sold

There was an increase in total units sold in December, with 141 sold this month in Saint Mary's County versus 130 last month, an increase of 8%. This month's total units sold was lower than at this time last year, a decrease of 4% versus December 2016.

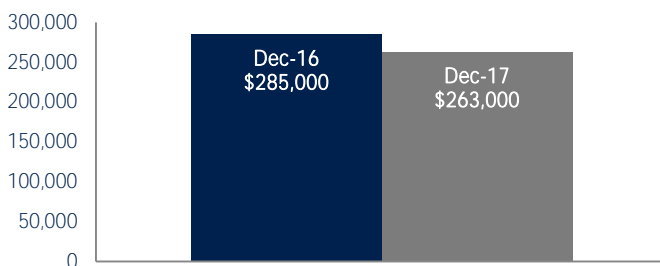
Active Inventory

Versus last year, the total number of homes available this month is lower by 152 units or 23%. The total number of active inventory this December was 517 compared to 669 in December 2016. This month's total of 517 is lower than the previous month's total supply of available inventory of 592, a decrease of 13%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for Saint Mary's County Homes was \$285,000. This December, the median sale price was \$263,000, a decrease of 8% or \$22,000 compared to last year. The current median sold price is 6% 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.

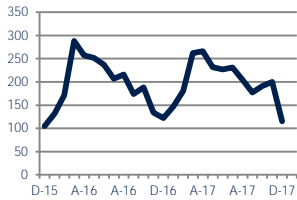


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

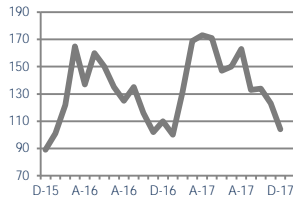
115



Down -6%
Vs. Year Ago

Current Contracts

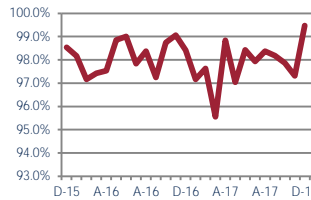
104



Down -5%
Vs. Year Ago

Sold Vs. List Price

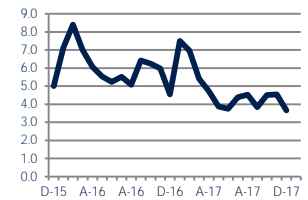
99.5%



Up 1.1%
Vs. Year Ago

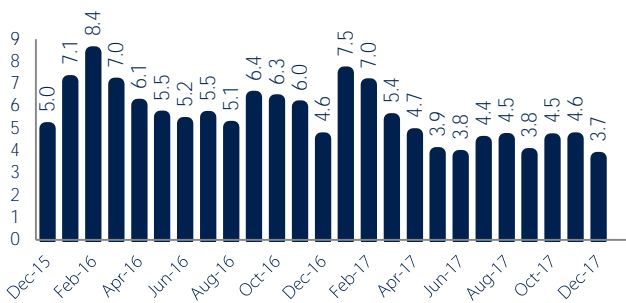
Months of Supply

3.7



Down -19%
Vs. Year Ago

Months Of Supply



Months of Supply

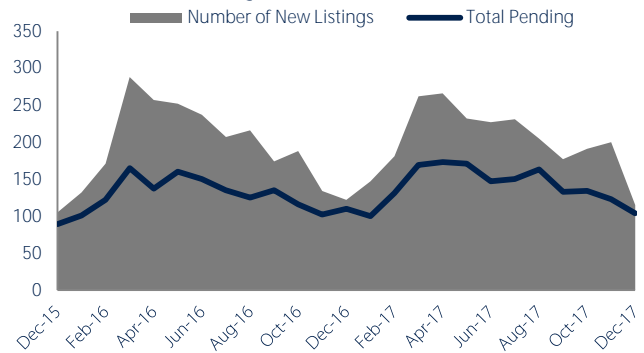
In December, there was 3.7 months of supply available in Saint Mary's County, compared to 4.6 in December 2016. That is a decrease of 19% versus a year ago.

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.

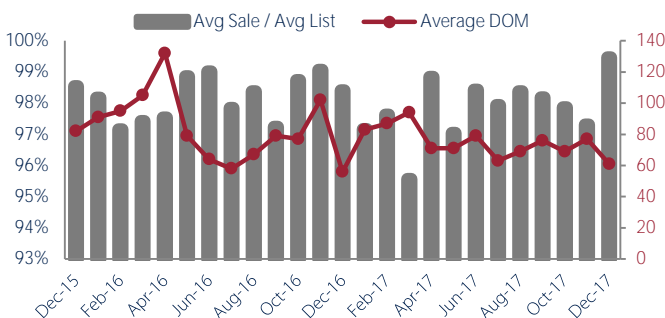
New Listings & Current Contracts

This month there were 115 homes newly listed for sale in Saint Mary's County compared to 122 in December 2016, a decrease of 6%. There were 104 current contracts pending sale this December compared to 110 a year ago. The number of current contracts is 5% 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 Saint Mary's County was 99.5% of the average list price, which is 1.1% higher than at this time last year.

Days On Market

This month, the average number of days on market was 61, higher than the average last year, which was 56, an increase of 9%.



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