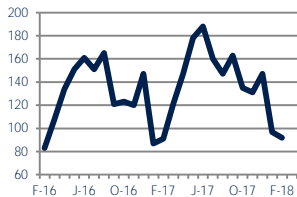




Units Sold

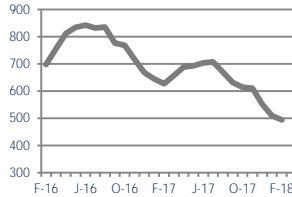
92



Up 1%
Vs. Year Ago

Active Inventory

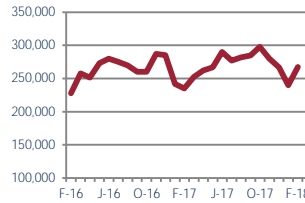
495



Down -21%
Vs. Year Ago

Median Sale Price

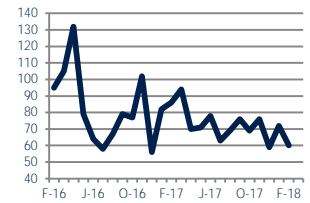
\$267,500



Up 14%
Vs. Year Ago

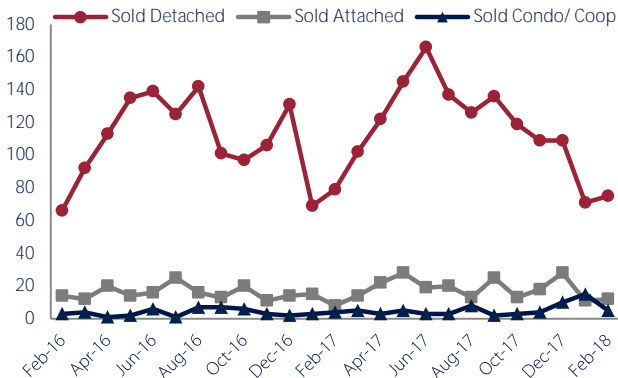
Days On Market

60



Down -30%
Vs. Year Ago

Units Sold*



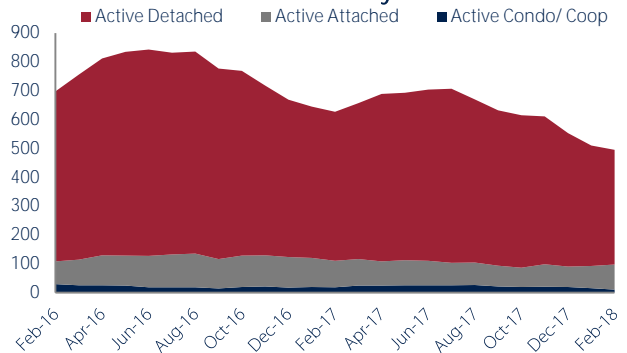
Units Sold

There was a decrease in total units sold in February, with 92 sold this month in Saint Mary's County versus 97 last month, a decrease of 5%. This month's total units sold was higher than at this time last year, an increase of 1% versus February 2017.

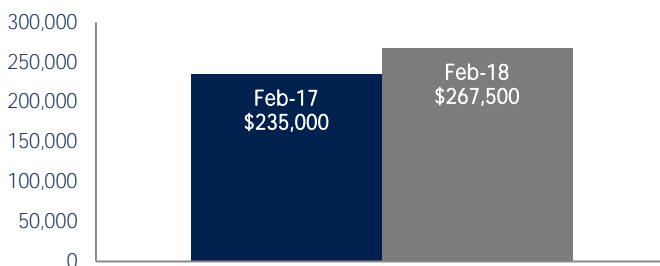
Active Inventory

Versus last year, the total number of homes available this month is lower by 132 units or 21%. The total number of active inventory this February was 495 compared to 627 in February 2017. This month's total of 495 is lower than the previous month's total supply of available inventory of 510, a decrease of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last February, the median sale price for Saint Mary's County Homes was \$235,000. This February, the median sale price was \$267,500, an increase of 14% or \$32,500 compared to last year. The current median sold price is 12% higher than in January.

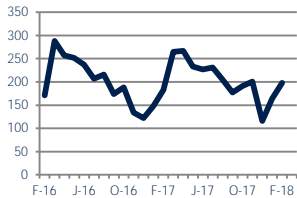
Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



*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

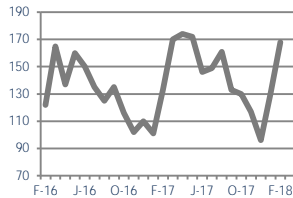
198



Up 8%
Vs. Year Ago

Current Contracts

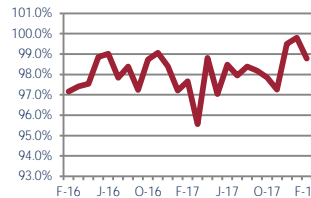
168



Up 26%
Vs. Year Ago

Sold Vs. List Price

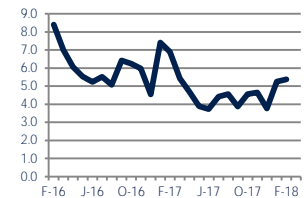
98.8%



Up 1.1%
Vs. Year Ago

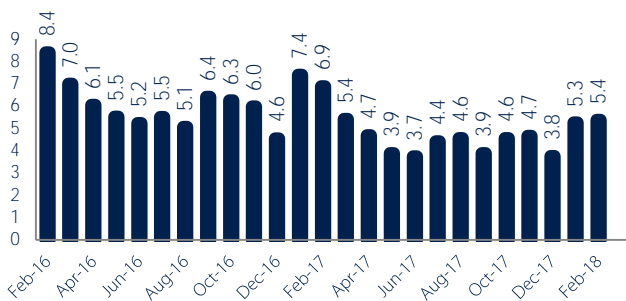
Months of Supply

5.4



Down -22%
Vs. Year Ago

Months Of Supply



Months of Supply

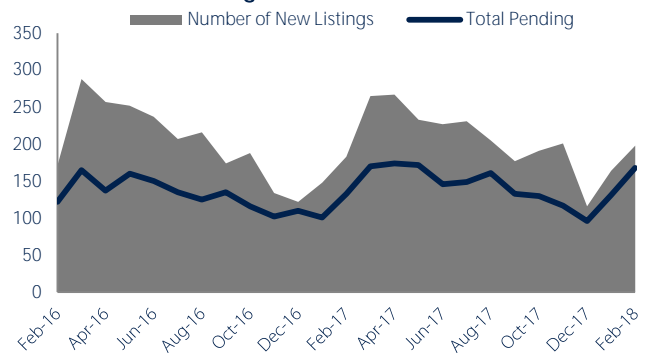
In February, there was 5.4 months of supply available in Saint Mary's County, compared to 6.9 in February 2017. That is a decrease of 22% versus a year ago.

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.

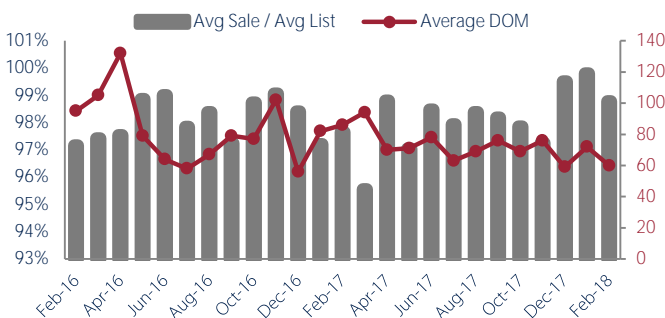
New Listings & Current Contracts

This month there were 198 homes newly listed for sale in Saint Mary's County compared to 183 in February 2017, an increase of 8%. There were 168 current contracts pending sale this February compared to 133 a year ago. The number of current contracts is 26% higher than last February.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In February, the average sale price in Saint Mary's County was 98.8% 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 60, lower than the average last year, which was 86, a decrease of 30%.



*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.

