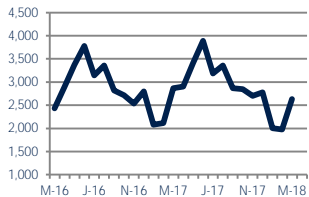


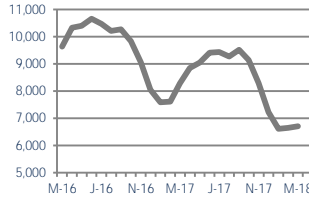


Units Sold 2,630



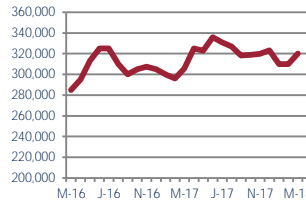
Down -8%
Vs. Year Ago

Active Inventory 6,716



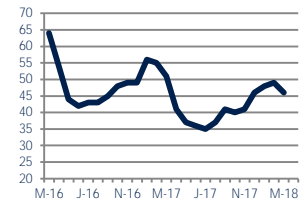
Down -19%
Vs. Year Ago

Median Sale Price \$320,000



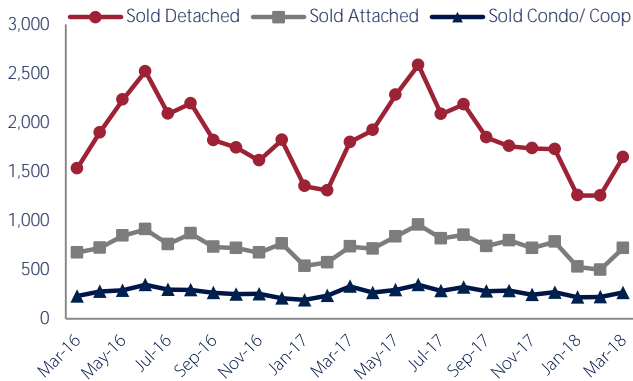
Up 5%
Vs. Year Ago

Days On Market 46



Down -10%
Vs. Year Ago

Units Sold*



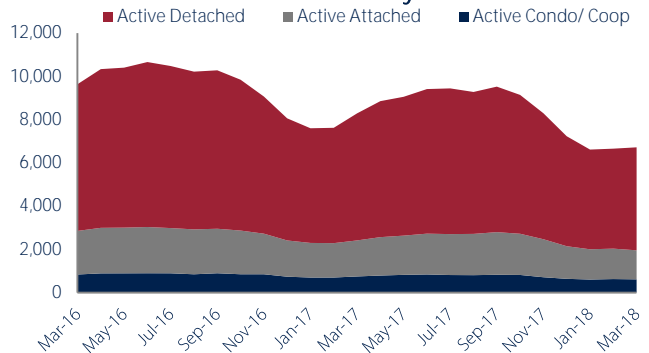
Units Sold

There was an increase in total units sold in March, with 2,630 sold this month in Suburban Maryland versus 1,976 last month, an increase of 33%. This month's total units sold was lower than at this time last year, a decrease of 8% versus March 2017.

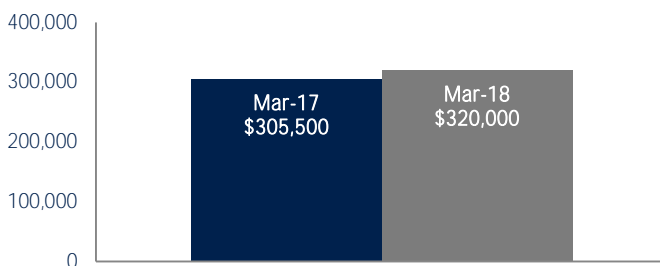
Active Inventory

Versus last year, the total number of homes available this month is lower by 1,570 units or 19%. The total number of active inventory this March was 6,716 compared to 8,286 in March 2017. This month's total of 6,716 is higher than the previous month's total supply of available inventory of 6,654, an increase of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Suburban Maryland Homes was \$305,500. This March, the median sale price was \$320,000, an increase of 5% or \$14,500 compared to last year. The current median sold price is 3% higher than in February.

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



*Defined as the counties of Calvert, Charles, Frederick, Montgomery, Prince Georges, and Saint Marys in MD

*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.

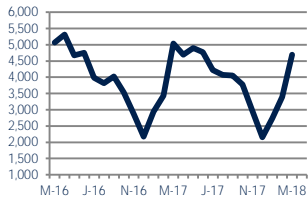
Information included in this report is based on data supplied by MRIS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of MRIS or Long & Foster Real Estate, Inc.





New Listings

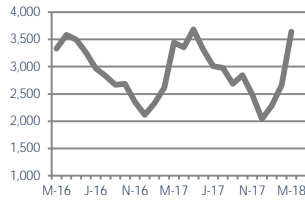
4,695



Down -7%
Vs. Year Ago

Current Contracts

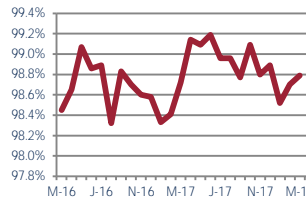
3,640



Up 6%
Vs. Year Ago

Sold Vs. List Price

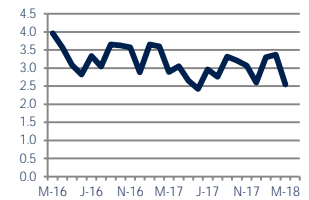
98.8%



No Change
Vs. Year Ago

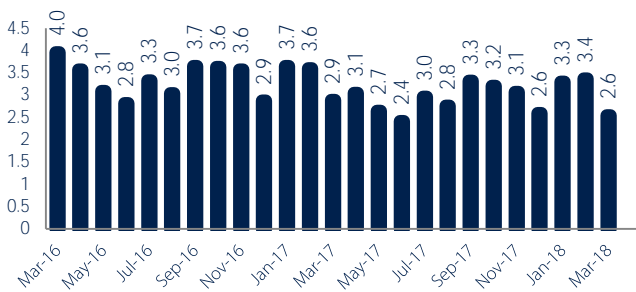
Months of Supply

2.6



Down -12%
Vs. Year Ago

Months Of Supply



Months of Supply

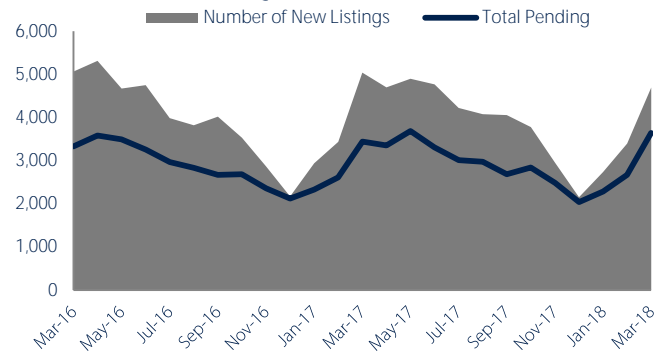
In March, there was 2.6 months of supply available in Suburban Maryland, compared to 2.9 in March 2017. That is a decrease of 12% versus a year ago.

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.

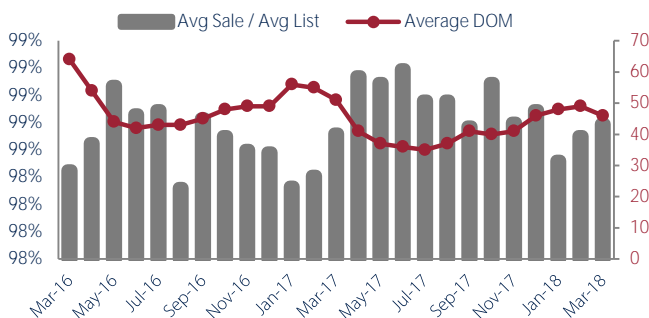
New Listings & Current Contracts

This month there were 4,695 homes newly listed for sale in Suburban Maryland compared to 5,040 in March 2017, a decrease of 7%. There were 3,640 current contracts pending sale this March compared to 3,444 a year ago. The number of current contracts is 6% higher than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Suburban Maryland was 98.8% 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 46, lower than the average last year, which was 51, a decrease of 10%.



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