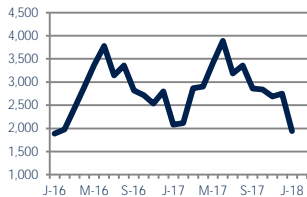


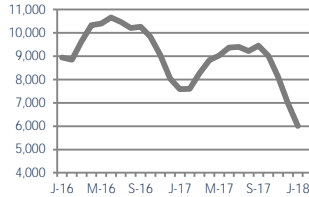


### Units Sold 1,945



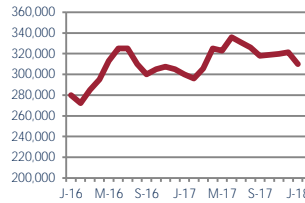
Down -6%  
Vs. Year Ago

### Active Inventory 6,004



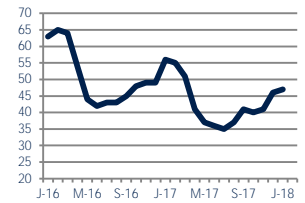
Down -21%  
Vs. Year Ago

### Median Sale Price \$309,900



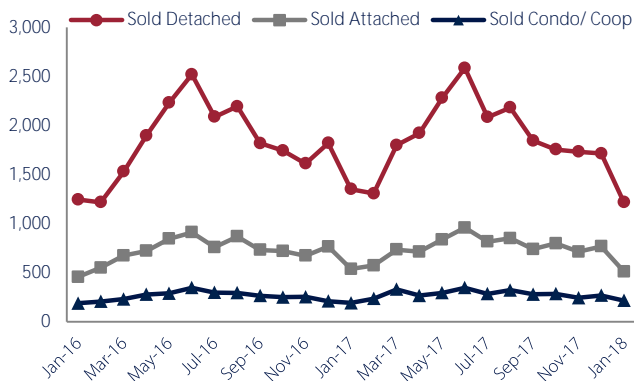
Up 3%  
Vs. Year Ago

### Days On Market 47



Down -16%  
Vs. Year Ago

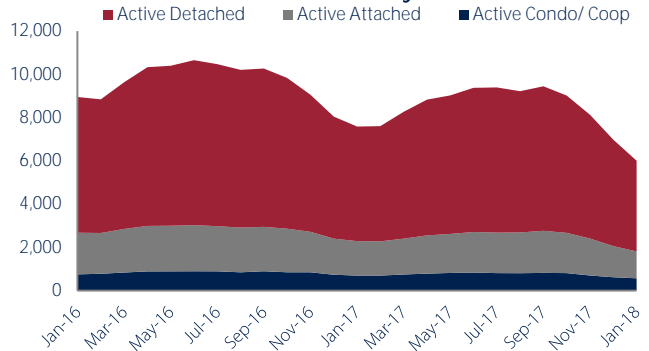
### Units Sold\*



### Units Sold

There was a decrease in total units sold in January, with 1,945 sold this month in Suburban Maryland versus 2,752 last month, a decrease of 29%. This month's total units sold was lower than at this time last year, a decrease of 6% versus January 2017.

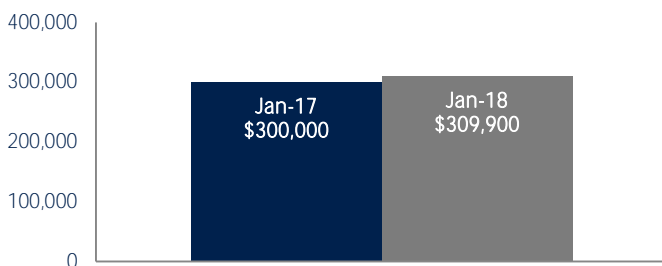
### Active Inventory\*



### Active Inventory

Versus last year, the total number of homes available this month is lower by 1,580 units or 21%. The total number of active inventory this January was 6,004 compared to 7,584 in January 2017. This month's total of 6,004 is lower than the previous month's total supply of available inventory of 6,978, a decrease of 14%.

### Median Sale Price



### Median Sale Price

Last January, the median sale price for Suburban Maryland Homes was \$300,000. This January, the median sale price was \$309,900, an increase of 3% or \$9,900 compared to last year. The current median sold price is 4% lower than in December.

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

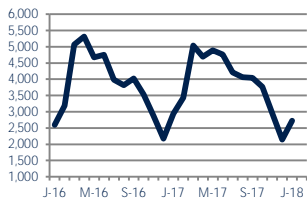
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

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**New Listings**

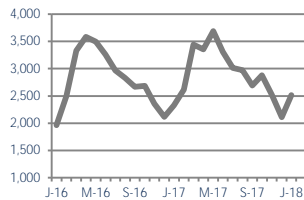
2,726



Down -7%  
Vs. Year Ago

**Current Contracts**

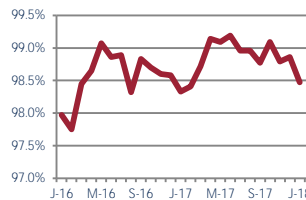
2,517



Up 8%  
Vs. Year Ago

**Sold Vs. List Price**

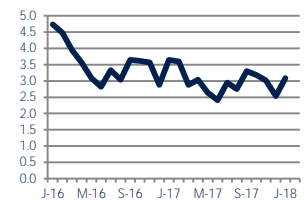
98.5%



No Change  
Vs. Year Ago

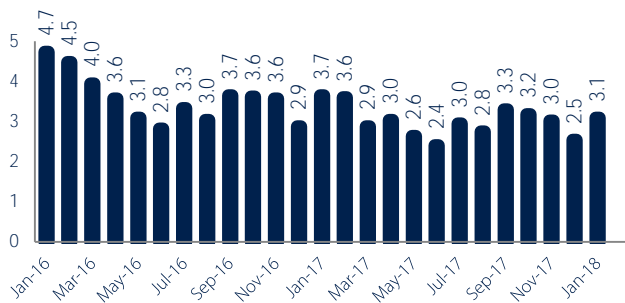
**Months of Supply**

3.1



Down -15%  
Vs. Year Ago

**Months Of Supply**



**Months of Supply**

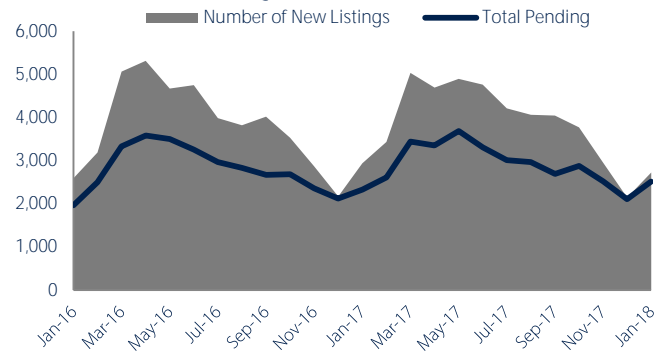
In January, there was 3.1 months of supply available in Suburban Maryland, compared to 3.6 in January 2017. That is a decrease of 15% versus a year ago.

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.

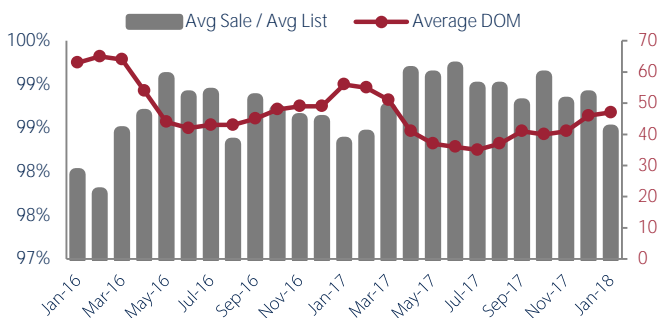
**New Listings & Current Contracts**

This month there were 2,726 homes newly listed for sale in Suburban Maryland compared to 2,939 in January 2017, a decrease of 7%. There were 2,517 current contracts pending sale this January compared to 2,330 a year ago. The number of current contracts is 8% higher than last January.

**New Listings & Current Contracts**



**Sale Price/ List Price & DOM**



**Sale Price to List Price Ratio**

In January, the average sale price in Suburban Maryland was 98.5% 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 47, lower than the average last year, which was 56, a decrease of 16%.



\*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.

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