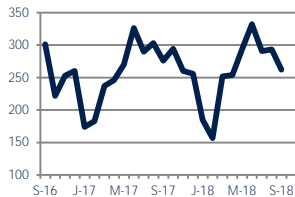


Units Sold

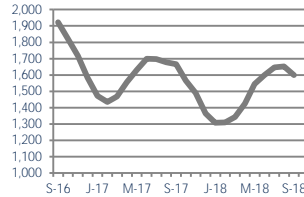
262



Down -5%
Vs. Year Ago

Active Inventory

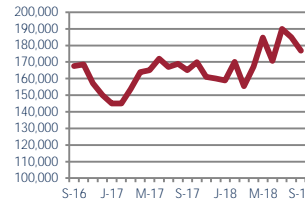
1,600



Down -4%
Vs. Year Ago

Median Sale Price

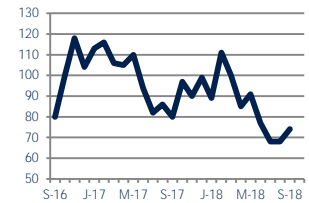
\$176,900



Up 7%
Vs. Year Ago

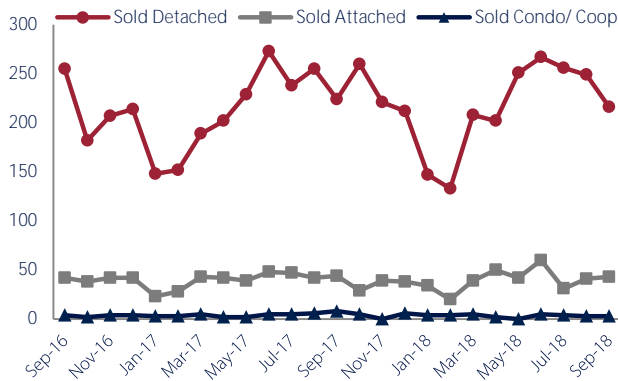
Days On Market

74



Down -7%
Vs. Year Ago

Units Sold*



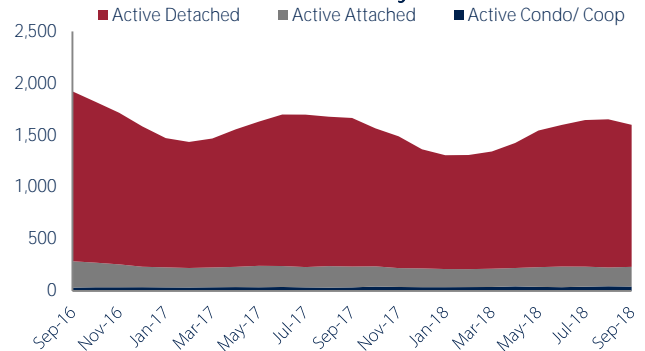
Units Sold

There was a decrease in total units sold in September, with 262 sold this month in Western Maryland versus 293 last month, a decrease of 11%. This month's total units sold was lower than at this time last year, a decrease of 5% versus September 2017.

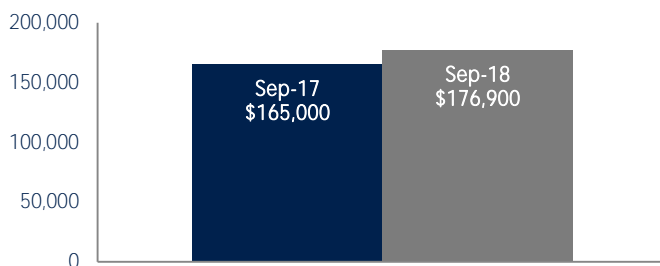
Active Inventory

Versus last year, the total number of homes available this month is lower by 66 units or 4%. The total number of active inventory this September was 1,600 compared to 1,666 in September 2017. This month's total of 1,600 is lower than the previous month's total supply of available inventory of 1,653, a decrease of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Western Maryland Homes was \$165,000. This September, the median sale price was \$176,900, an increase of 7% or \$11,900 compared to last year. The current median sold price is 4% 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.

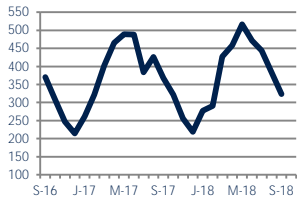
*Defined as the counties of Allegany, Garrett, and Washington in MD

*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

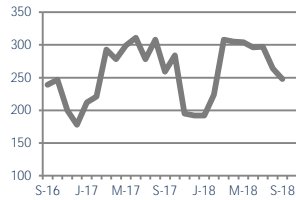
323



Down -12%
Vs. Year Ago

Current Contracts

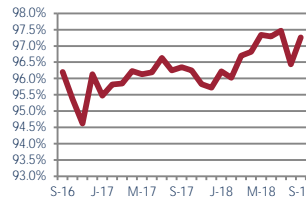
248



Down -4%
Vs. Year Ago

Sold Vs. List Price

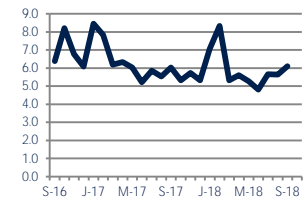
97.3%



Up 0.9%
Vs. Year Ago

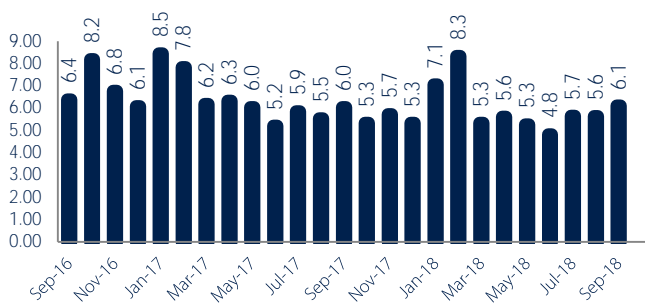
Months of Supply

6.1



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

In September, there was 6.1 months of supply available in Western Maryland. The amount of supply is similar compared to a year ago.

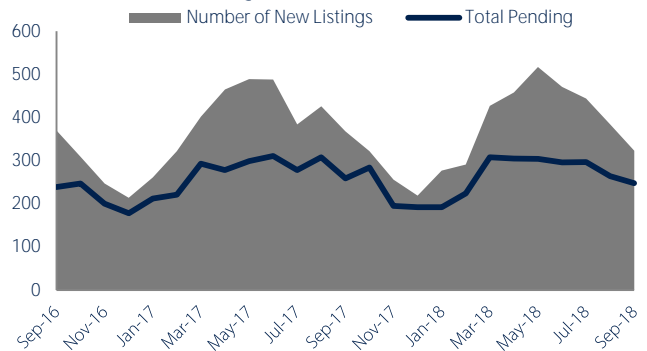
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

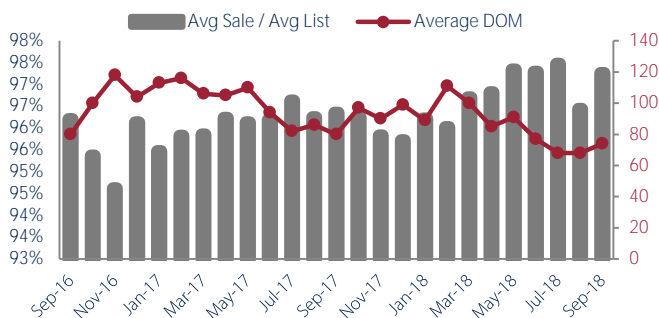
This month there were 323 homes newly listed for sale in Western Maryland compared to 368 in September 2017, a decrease of 12%.

There were 248 current contracts pending sale this September compared to 259 a year ago. The number of current contracts is 4% 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 Western Maryland was 97.3% of the average list price, which is 0.9% higher than at this time last year.

Days On Market

This month, the average number of days on market was 74, lower than the average last year, which was 80, a decrease of 8%.



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