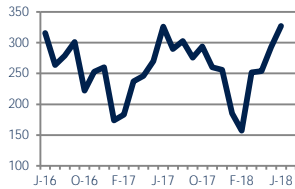


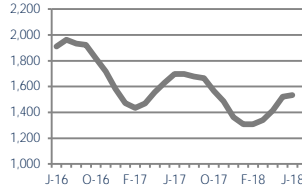


**Units Sold**  
327



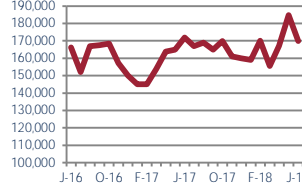
No Change  
Vs. Year Ago

**Active Inventory**  
1,534



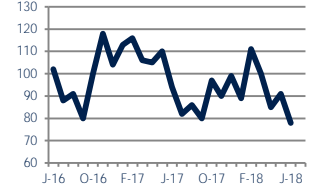
Down -10%  
Vs. Year Ago

**Median Sale Price**  
\$169,900



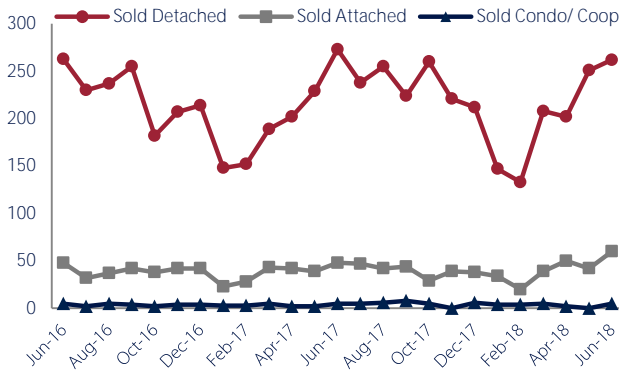
Down -1%  
Vs. Year Ago

**Days On Market**  
78



Down -17%  
Vs. Year Ago

### Units Sold\*



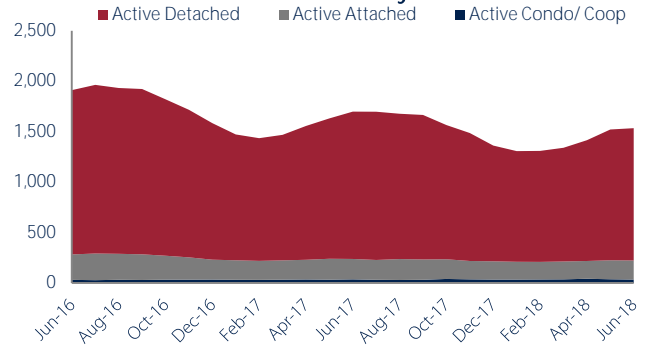
### Units Sold

There was an increase in total units sold in June, with 327 sold this month in Western Maryland, an increase of 12%. This month's total units sold is similar compared to a year ago.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 164 units or 10%. The total number of active inventory this June was 1,534 compared to 1,698 in June 2017. This month's total of 1,534 is higher than the previous month's total supply of available inventory of 1,521, an increase of 1%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last June, the median sale price for Western Maryland Homes was \$171,950. This June, the median sale price was \$169,900, a decrease of 1% or \$2,050 compared to last year. The current median sold price is 8% lower than in May.

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.

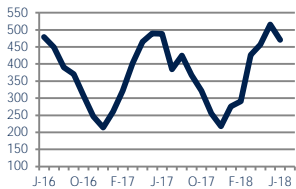
Information included in this report is based on data supplied by MRIS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently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





### New Listings

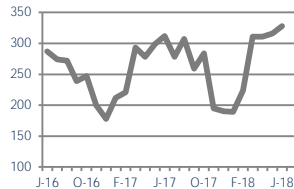
471



Down -3%  
Vs. Year Ago

### Current Contracts

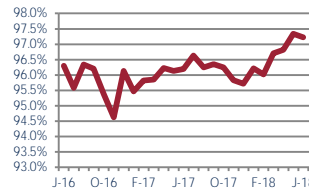
328



Up 5%  
Vs. Year Ago

### Sold Vs. List Price

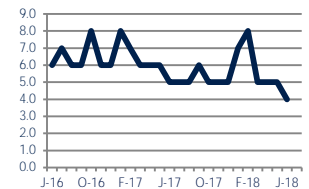
97.2%



Up 1.1%  
Vs. Year Ago

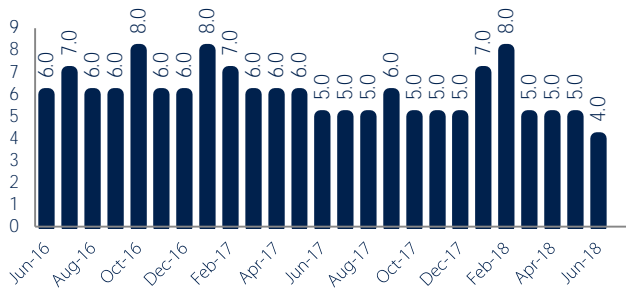
### Months of Supply

4.0



Down -20%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

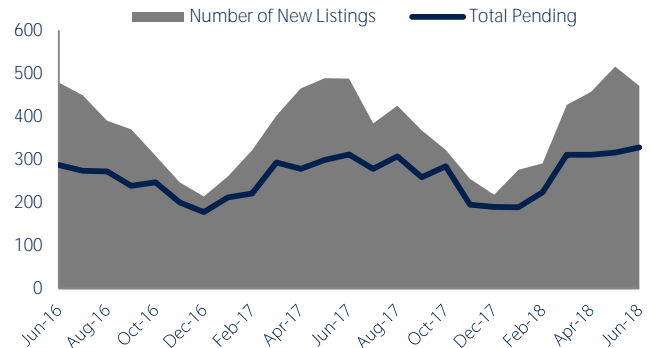
In June, there was 4.7 months of supply available in Western Maryland, compared to 5.2 in June 2017. That is a decrease of 10% versus a year ago.

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.

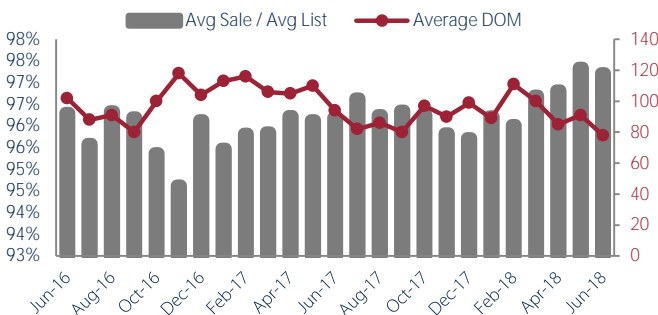
### New Listings & Current Contracts

This month there were 471 homes newly listed for sale in Western Maryland compared to 488 in June 2017, a decrease of 3%. There were 328 current contracts pending sale this June compared to 312 a year ago. The number of current contracts is 5% higher than last June.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In June, the average sale price in Western Maryland was 97.2% of the average list price, which is 1.0% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 78, lower than the average last year, which was 94, a decrease of 17%.



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