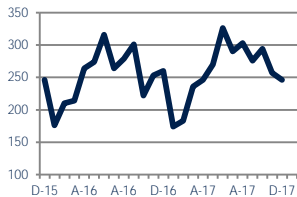




Units Sold

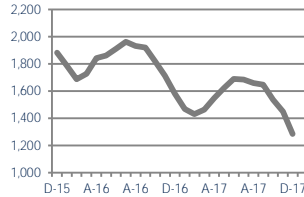
246



Down -5%
Vs. Year Ago

Active Inventory

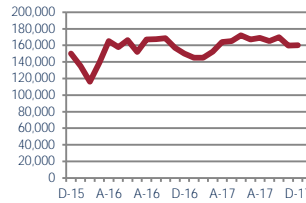
1,286



Down -19%
Vs. Year Ago

Median Sale Price

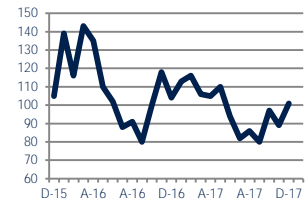
\$160,000



Up 7%
Vs. Year Ago

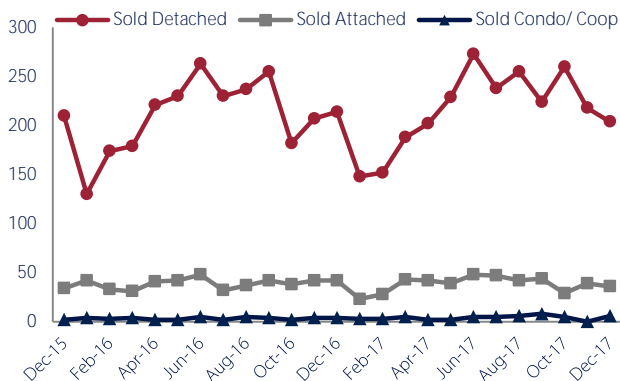
Days On Market

101



Down -3%
Vs. Year Ago

Units Sold*



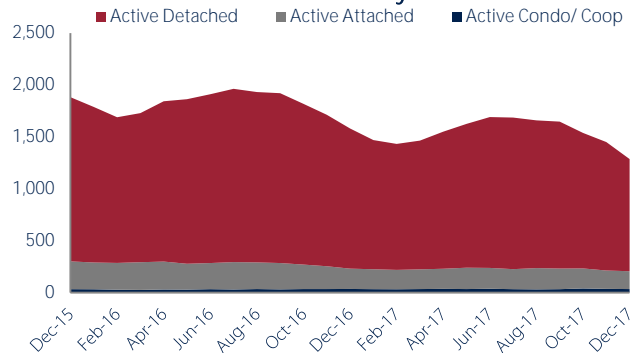
Units Sold

There was a decrease in total units sold in December, with 246 sold this month in Western Maryland versus 257 last month, a decrease of 4%. This month's total units sold was lower than at this time last year, a decrease of 5% versus December 2016.

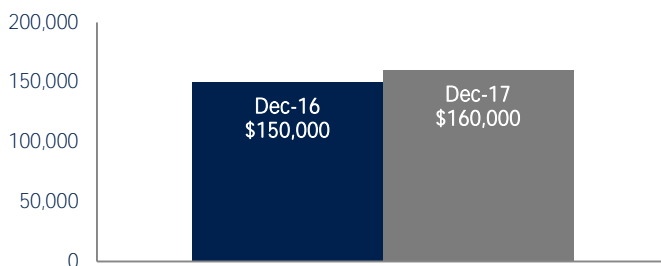
Active Inventory

Versus last year, the total number of homes available this month is lower by 295 units or 19%. The total number of active inventory this December was 1,286 compared to 1,581 in December 2016. This month's total of 1,286 is lower than the previous month's total supply of available inventory of 1,450, a decrease of 11%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for Western Maryland Homes was \$150,000. This December, the median sale price was \$160,000, an increase of 7% or \$10,000 compared to last year. The current median sold price is approximately the same as the median price in November.

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

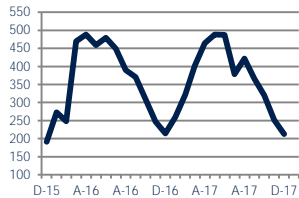
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

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New Listings

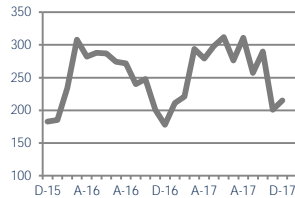
213



No Change
Vs. Year Ago

Current Contracts

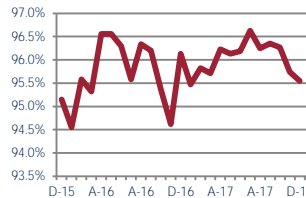
215



Up 21%
Vs. Year Ago

Sold Vs. List Price

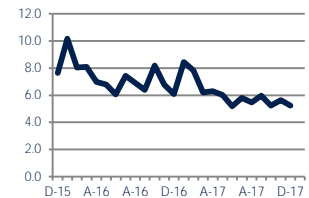
95.6%



Down -0.6%
Vs. Year Ago

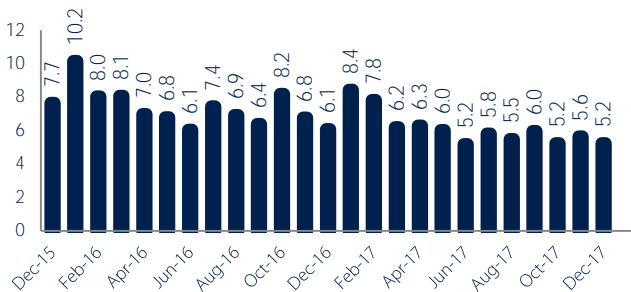
Months of Supply

5.2



Down -14%
Vs. Year Ago

Months Of Supply



Months of Supply

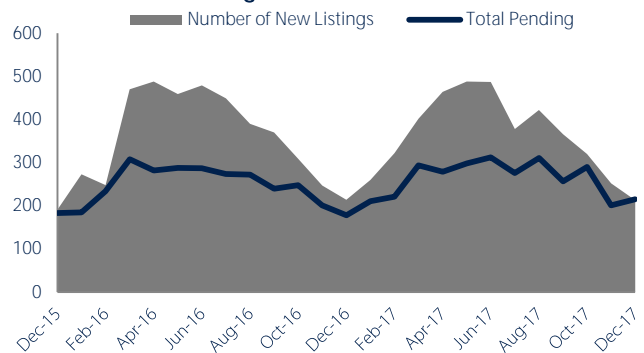
In December, there was 5.2 months of supply available in Western Maryland, compared to 6.1 in December 2016. That is a decrease of 14% versus a year ago.

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.

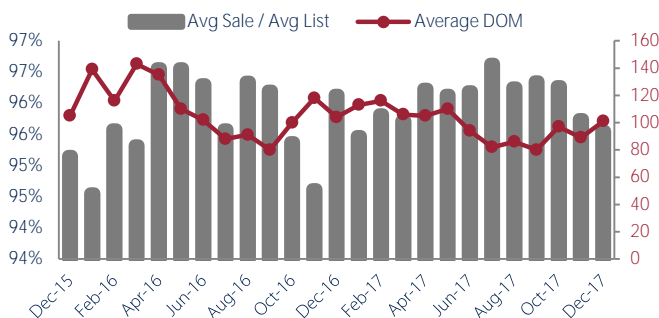
New Listings & Current Contracts

This month there were 213 homes newly listed for sale in Western Maryland, which is similar to the amount in December 2016. There were 215 current contracts pending sale this December compared to 178 a year ago. The number of current contracts is 21% higher than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Western Maryland was 95.6% of the average list price, which is 0.6% lower than at this time last year.

Days On Market

This month, the average number of days on market was 101, lower than the average last year, which was 104, a decrease of 3%.



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