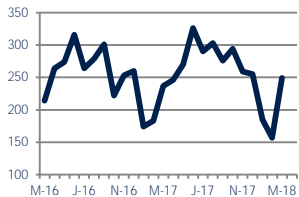




### Units Sold

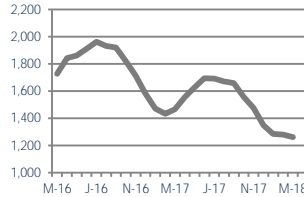
249



Up 5%  
Vs. Year Ago

### Active Inventory

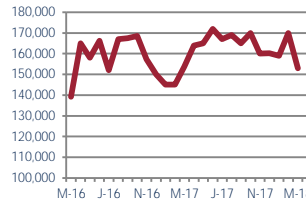
1,261



Down -14%  
Vs. Year Ago

### Median Sale Price

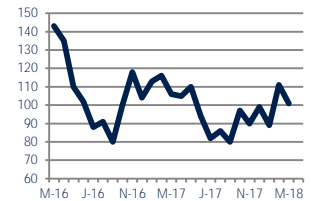
\$153,000



No Change  
Vs. Year Ago

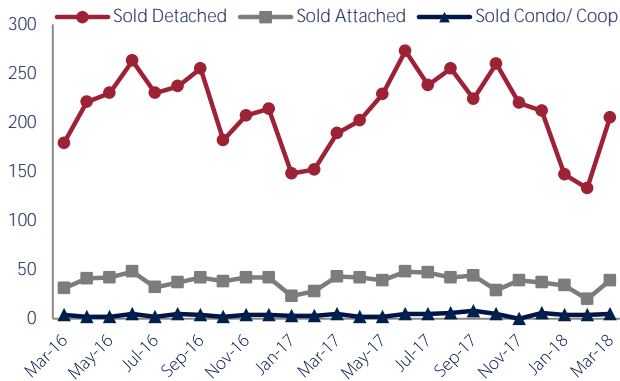
### Days On Market

101



Down -5%  
Vs. Year Ago

### Units Sold\*



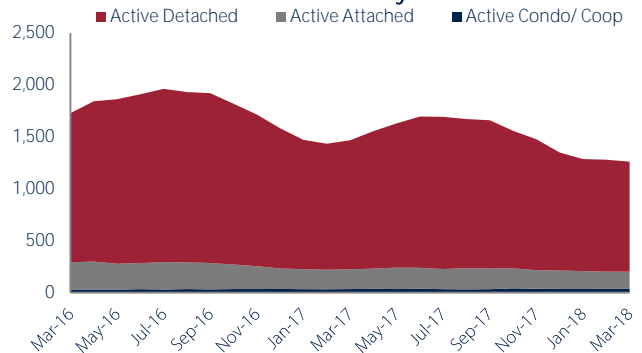
### Units Sold

There was an increase in total units sold in March, with 249 sold this month in Western Maryland. This month's total units sold was higher than at this time last year.

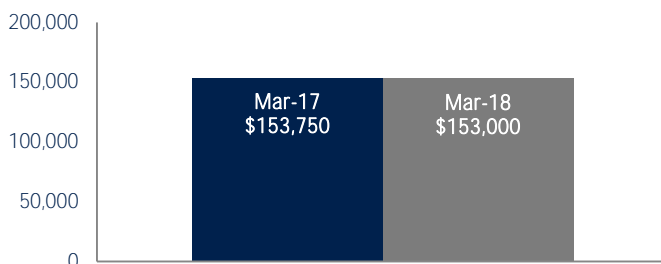
### Active Inventory

Versus last year, the total number of homes available this month is lower by 206 units or 14%. The total number of active inventory this March was 1,261 compared to 1,467 in March 2017. This month's total of 1,261 is lower than the previous month's total supply of available inventory of 1,280, a decrease of 1%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last March, the median sale price for Western Maryland Homes was \$153,750. This March, the median sale price was \$153,000, which is similar compared to a year ago. The current median sold price is 10% lower 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 Allegany, Garrett, and Washington in MD

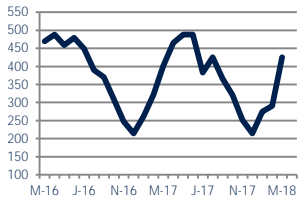
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

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### New Listings

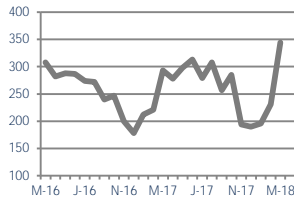
425



Up 6%  
Vs. Year Ago

### Current Contracts

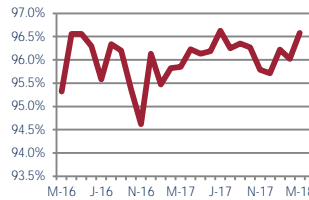
344



Up 17%  
Vs. Year Ago

### Sold Vs. List Price

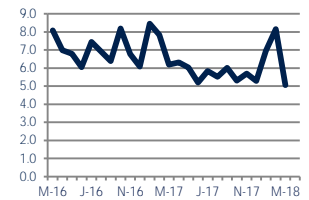
96.6%



Up 0.8%  
Vs. Year Ago

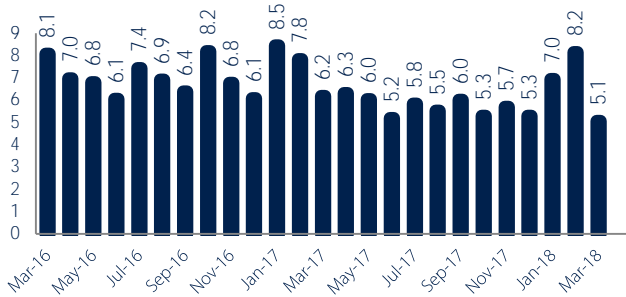
### Months of Supply

5.1



Down -18%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

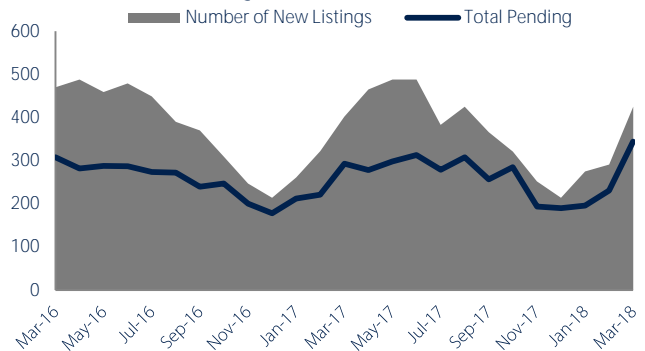
In March, there was 5.1 months of supply available in Western Maryland, compared to 6.2 in March 2017. That is a decrease of 18% versus a year ago.

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.

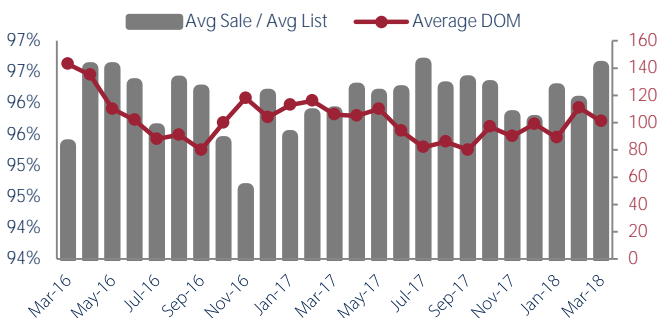
### New Listings & Current Contracts

This month there were 425 homes newly listed for sale in Western Maryland compared to 402 in March 2017, an increase of 6%. There were 344 current contracts pending sale this March compared to 293 a year ago. The number of current contracts is 17% 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 Western Maryland was 96.6% of the average list price, which is 0.7% higher 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 106, a decrease of 5%.



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\*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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