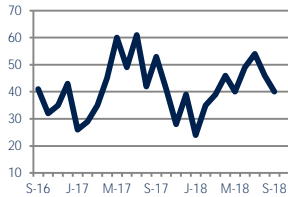


Units Sold

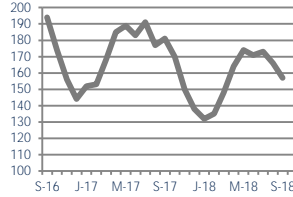
40



Down -25%
Vs. Year Ago

Active Inventory

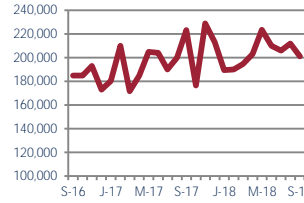
157



Down -13%
Vs. Year Ago

Median Sale Price

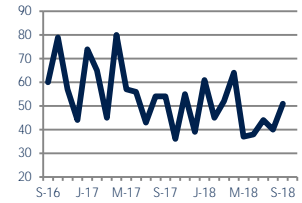
\$201,000



Down -10%
Vs. Year Ago

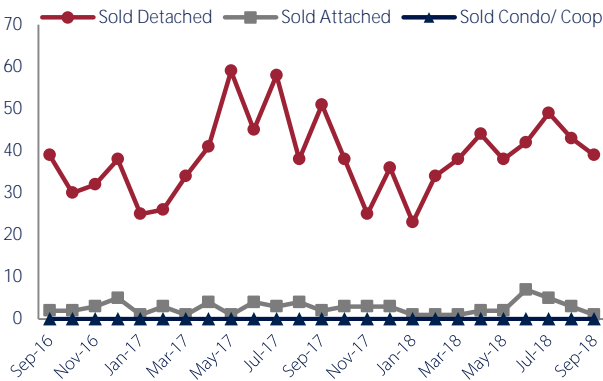
Days On Market

51



Down -6%
Vs. Year Ago

Units Sold*



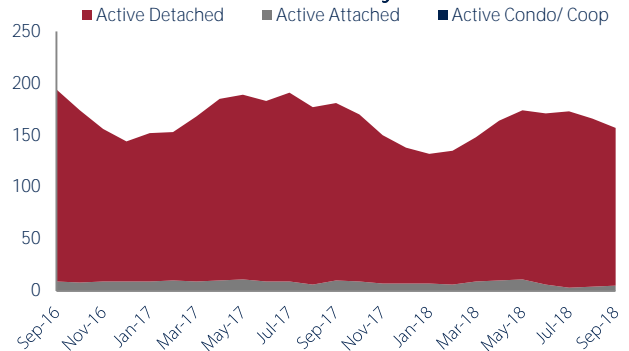
Units Sold

There was a decrease in total units sold in September, with 40 sold this month in Caroline County versus 46 last month, a decrease of 13%. This month's total units sold was lower than at this time last year, a decrease of 25% versus September 2017.

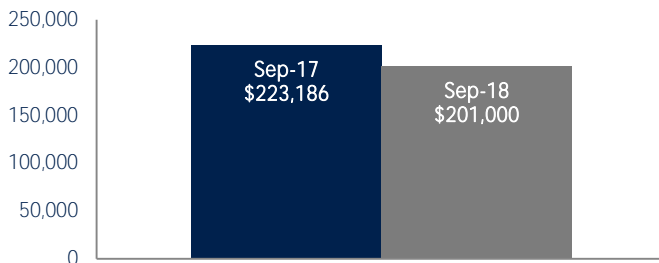
Active Inventory

Versus last year, the total number of homes available this month is lower by 24 units or 13%. The total number of active inventory this September was 157 compared to 181 in September 2017. This month's total of 157 is lower than the previous month's total supply of available inventory of 166, a decrease of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Caroline County Homes was \$223,186. This September, the median sale price was \$201,000, a decrease of 10% or \$22,186 compared to last year. The current median sold price is 5% lower than in August.

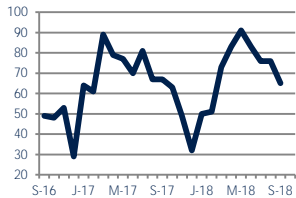
Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



*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

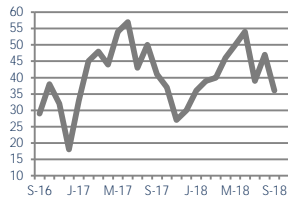
65



Down -3%
Vs. Year Ago

Current Contracts

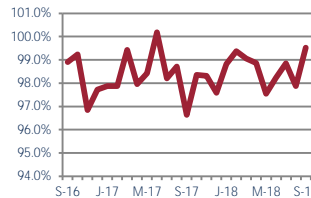
36



Down -12%
Vs. Year Ago

Sold Vs. List Price

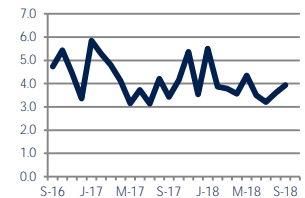
99.5%



Up 3%
Vs. Year Ago

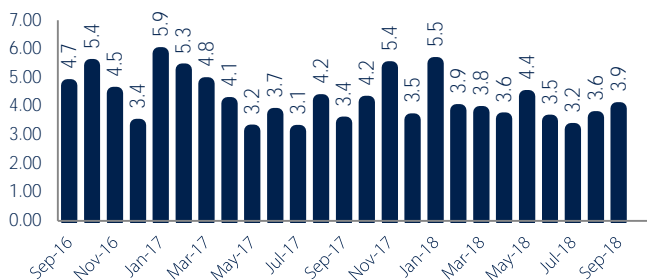
Months of Supply

3.9



Up 15%
Vs. Year Ago

Months Of Supply



Months of Supply

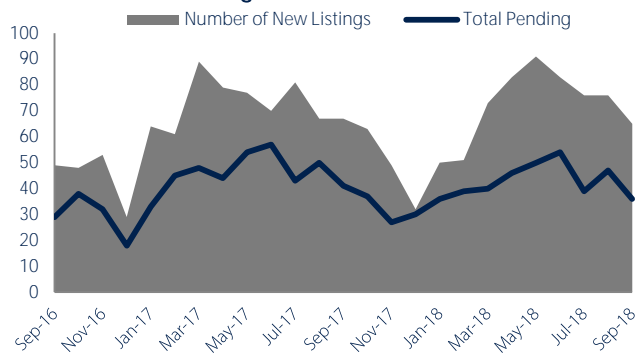
In September, there was 3.9 months of supply available in Caroline County, compared to 3.4 in September 2017. That is an increase of 15% versus a year ago.

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.

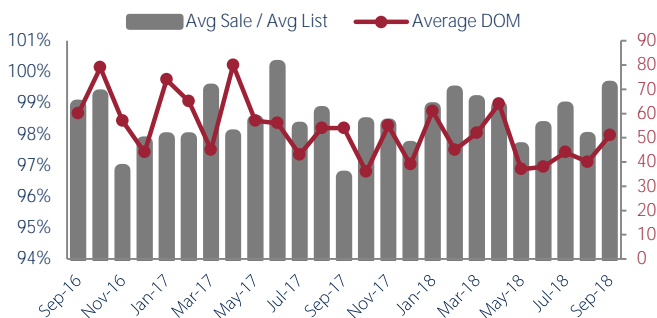
New Listings & Current Contracts

This month there were 65 homes newly listed for sale in Caroline County compared to 67 in September 2017, a decrease of 3%. There were 36 current contracts pending sale this September compared to 41 a year ago. The number of current contracts is 12% 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 Caroline County was 99.5% of the average list price, which is 2.9% higher than at this time last year.

Days On Market

This month, the average number of days on market was 51, lower than the average last year, which was 54, a decrease of 6%.



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