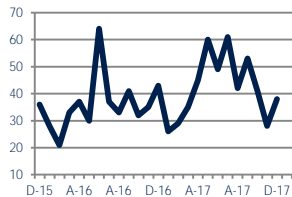




### Units Sold

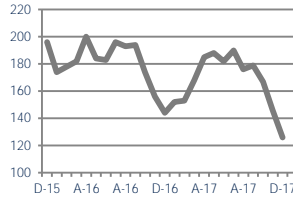
38



**Down**  
Vs. Year Ago

### Active Inventory

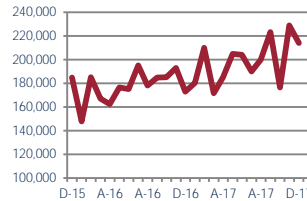
126



**Down -13%**  
Vs. Year Ago

### Median Sale Price

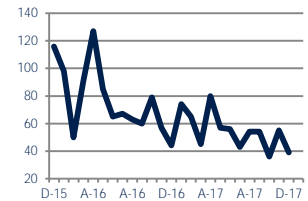
\$214,000



**Up 24%**  
Vs. Year Ago

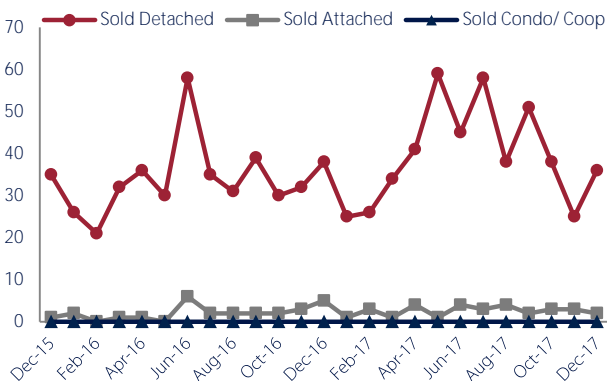
### Days On Market

39



**Down -11%**  
Vs. Year Ago

### Units Sold\*



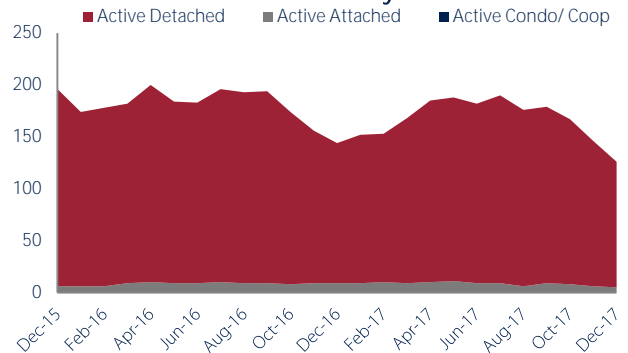
### Units Sold

With relatively few transactions, there was an increase in total units sold in December, with 38 sold this month in Caroline County. This month's total units sold was lower than at this time last year, a decrease from December 2016.

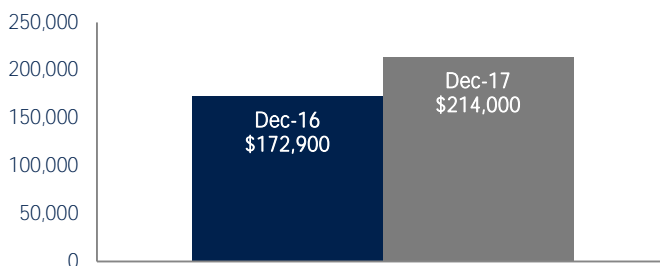
### Active Inventory

Versus last year, the total number of homes available this month is lower by 18 units or 13%. The total number of active inventory this December was 126 compared to 144 in December 2016. This month's total of 126 is lower than the previous month's total supply of available inventory of 146, a decrease of 14%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last December, the median sale price for Caroline County Homes was \$172,900. This December, the median sale price was \$214,000, an increase of 24% or \$41,100 compared to last year. The current median sold price is 7% lower than in November.

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



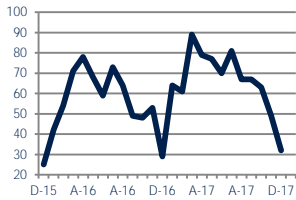
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and 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

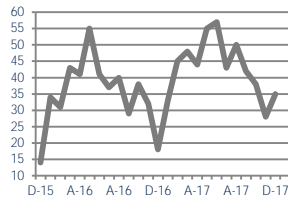
32



Up 10%  
Vs. Year Ago

### Current Contracts

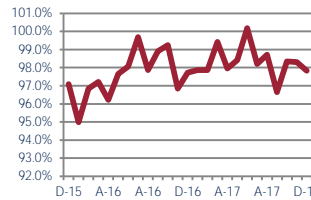
35



Up 94%  
Vs. Year Ago

### Sold Vs. List Price

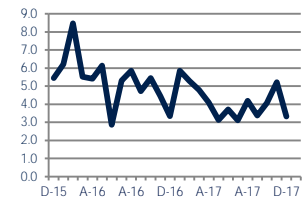
97.8%



No Change  
Vs. Year Ago

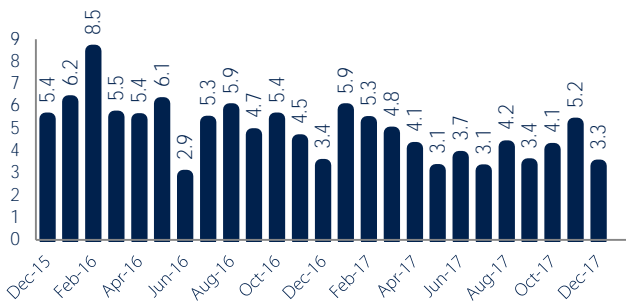
### Months of Supply

3.3



No Change  
Vs. Year Ago

### Months Of Supply



### Months of Supply

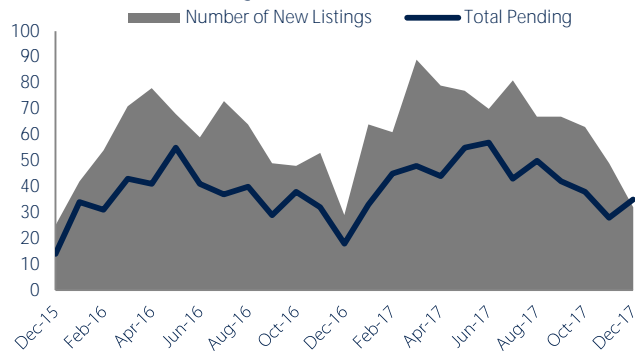
In December, there was 3.3 months of supply available in Caroline County. The amount of supply is similar compared to a year ago.

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.

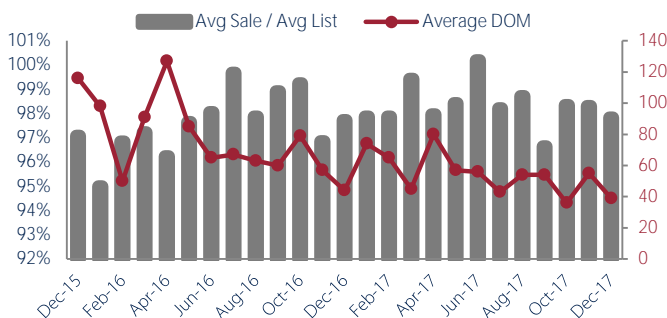
### New Listings & Current Contracts

This month there were 32 homes newly listed for sale in Caroline County compared to 29 in December 2016, an increase of 10%. There were 35 current contracts pending sale this December compared to 18 a year ago. The number of current contracts is 94% 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 Caroline County was 97.8% of the average list price, which is similar compared to a year ago.

### Days On Market

This month, the average number of days on market was 39, lower than the average last year, which was 44, a decrease of 11%.



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