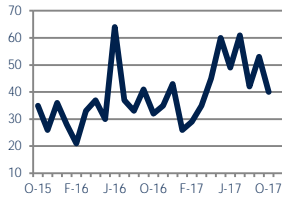




### Units Sold

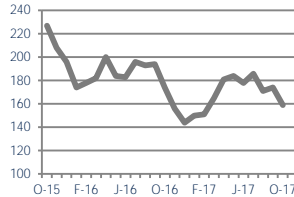
40



Up 25%  
Vs. Year Ago

### Active Inventory

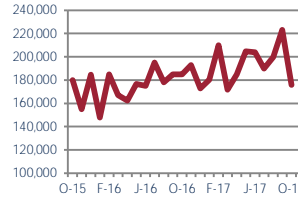
159



Down -9%  
Vs. Year Ago

### Median Sale Price

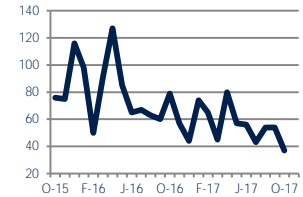
\$175,750



Down -5%  
Vs. Year Ago

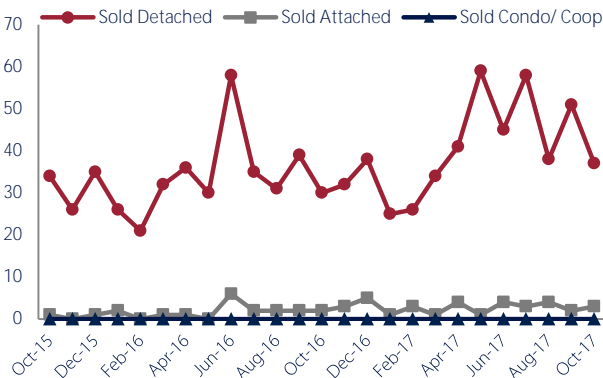
### Days On Market

37



Down -53%  
Vs. Year Ago

### Units Sold\*



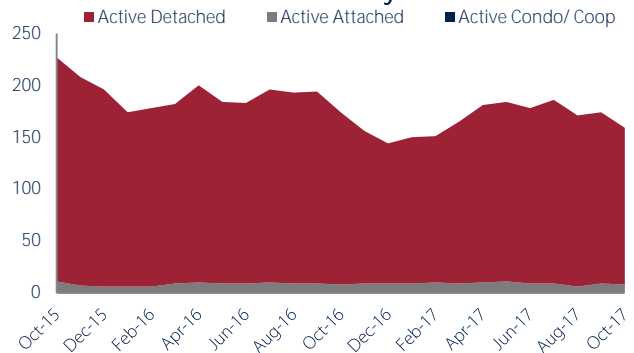
### Units Sold

There was a decrease in total units sold in October, with 40 sold this month in Caroline County versus 53 last month, a decrease of 25%. This month's total units sold was higher than at this time last year, an increase of 25% versus October 2016.

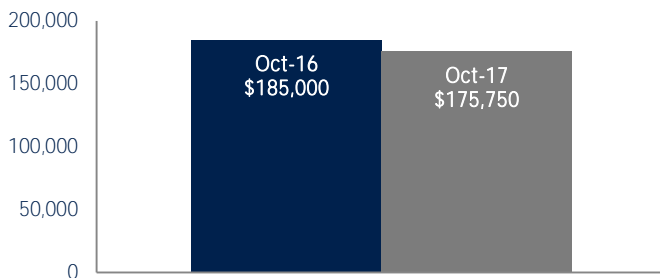
### Active Inventory

Versus last year, the total number of homes available this month is lower by 15 units or 9%. The total number of active inventory this October was 159 compared to 174 in October 2016. This month's total of 159 is lower than the previous month's total supply of available inventory of 174, a decrease of 9%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

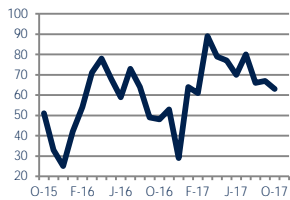
Last October, the median sale price for Caroline County Homes was \$185,000. This October, the median sale price was \$175,750, a decrease of 5% or \$9,250 compared to last year. The current median sold price is 21% lower than in September.

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



### New Listings

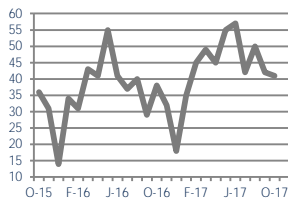
63



Up 31%  
Vs. Year Ago

### Current Contracts

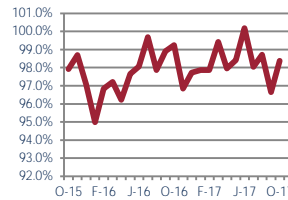
41



Up 8%  
Vs. Year Ago

### Sold Vs. List Price

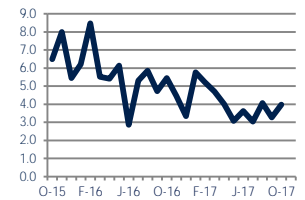
98.4%



Down -0.9%  
Vs. Year Ago

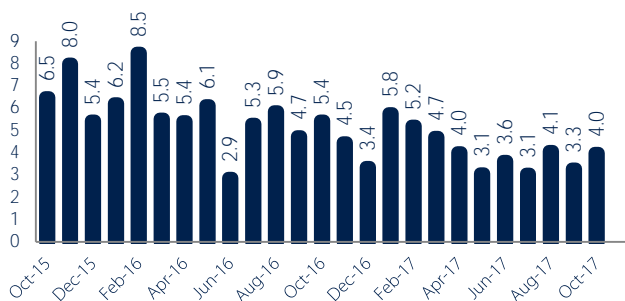
### Months of Supply

4.0



Down -27%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

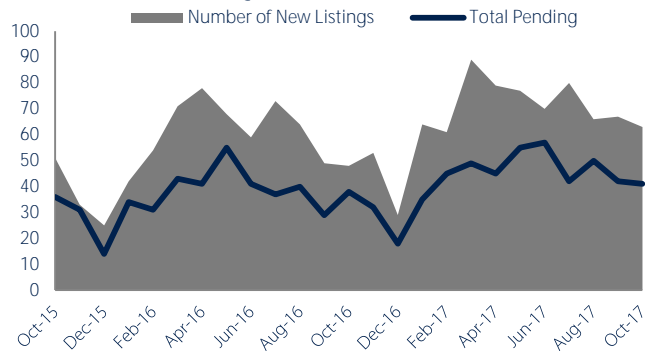
In October, there was 4.0 months of supply available in Caroline County, compared to 5.4 in October 2016. That is a decrease of 27% versus a year ago.

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.

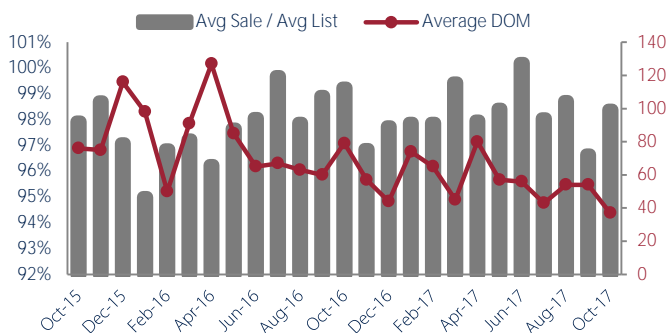
### New Listings & Current Contracts

This month there were 63 homes newly listed for sale in Caroline County compared to 48 in October 2016, an increase of 31%. There were 41 current contracts pending sale this October compared to 38 a year ago. The number of current contracts is 8% higher than last October.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In October, the average sale price in Caroline County was 98.4% of the average list price, which is 0.9% lower than at this time last year.

### Days On Market

This month, the average number of days on market was 37, lower than the average last year, which was 79, a decrease of 53%.