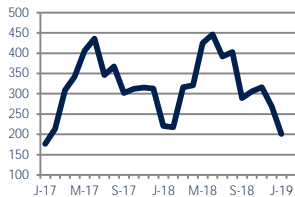


### Units Sold

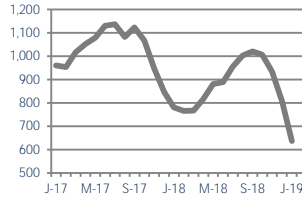
201



Down -9%  
Vs. Year Ago

### Active Inventory

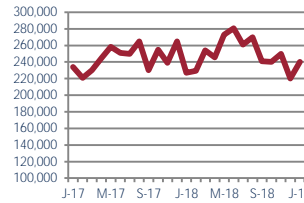
637



Down -18%  
Vs. Year Ago

### Median Sale Price

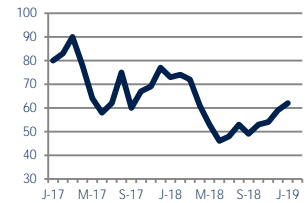
\$240,000



Up 6%  
Vs. Year Ago

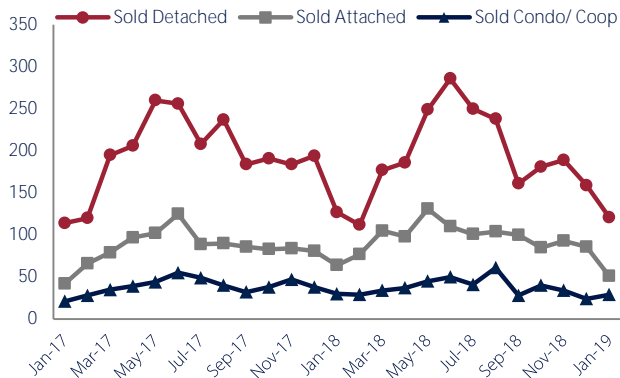
### Days On Market

62



Down -15%  
Vs. Year Ago

### Units Sold\*



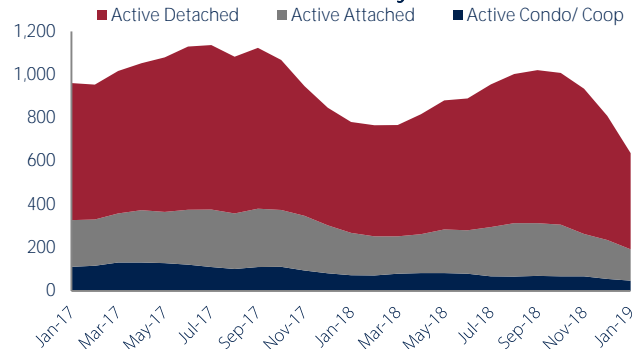
### Units Sold

There was a decrease in total units sold in January, with 201 sold this month in Harford County versus 269 last month, a decrease of 25%. This month's total units sold was lower than at this time last year, a decrease of 9% versus January 2018.

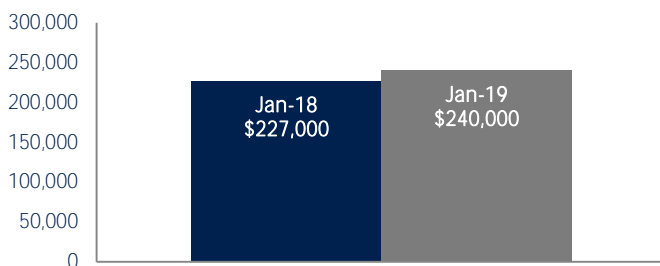
### Active Inventory

Versus last year, the total number of homes available this month is lower by 144 units or 18%. The total number of active inventory this January was 637 compared to 781 in January 2018. This month's total of 637 is lower than the previous month's total supply of available inventory of 809, a decrease of 21%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last January, the median sale price for Harford County Homes was \$227,000. This January, the median sale price was \$240,000, an increase of 6% or \$13,000 compared to last year. The current median sold price is 9% higher than in December.

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



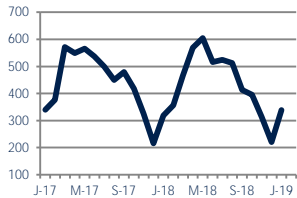
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by BRIGHTMLS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





### New Listings

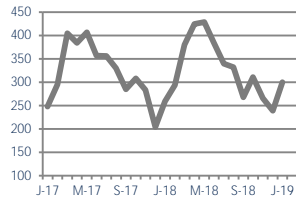
339



Up 6%  
Vs. Year Ago

### Current Contracts

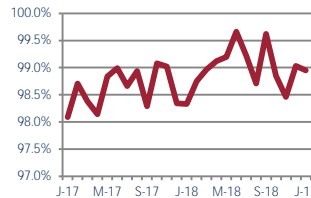
300



Up 16%  
Vs. Year Ago

### Sold Vs. List Price

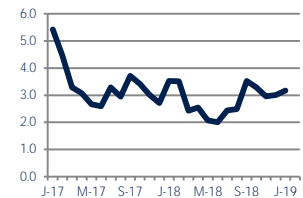
99.0%



Up 0.6%  
Vs. Year Ago

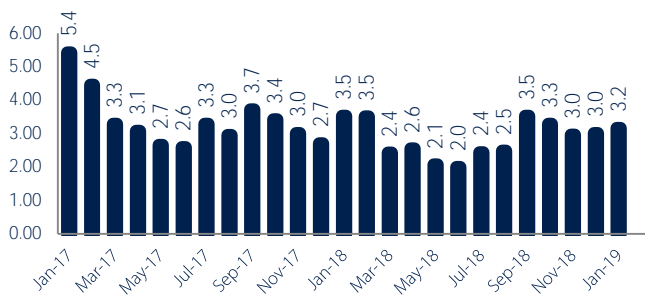
### Months of Supply

3.2



Down -10%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

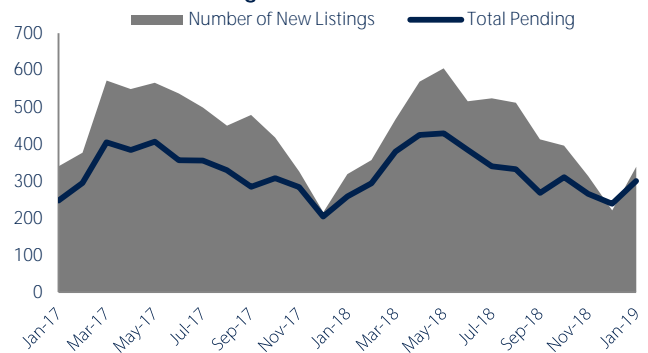
In January, there was 3.2 months of supply available in Harford County, compared to 3.5 in January 2018. That is a decrease of 10% versus a year ago.

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.

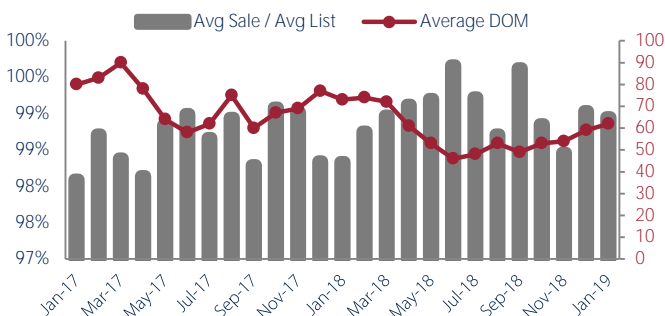
### New Listings & Current Contracts

This month there were 339 homes newly listed for sale in Harford County compared to 319 in January 2018, an increase of 6%. There were 300 current contracts pending sale this January compared to 259 a year ago. The number of current contracts is 16% higher than last January.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In January, the average sale price in Harford County was 99.0% of the average list price, which is 0.6% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 62, lower than the average last year, which was 73, a decrease of 15%.



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