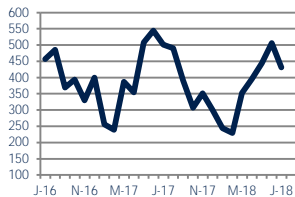


### Units Sold

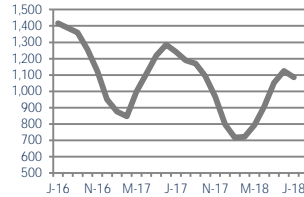
431



Down -14%  
Vs. Year Ago

### Active Inventory

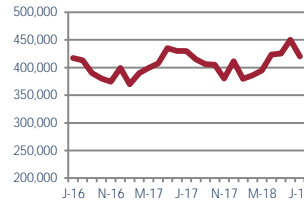
1,085



Down -13%  
Vs. Year Ago

### Median Sale Price

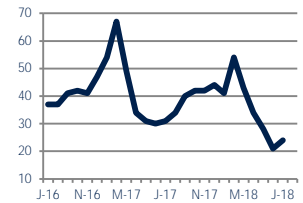
\$420,000



Down -2%  
Vs. Year Ago

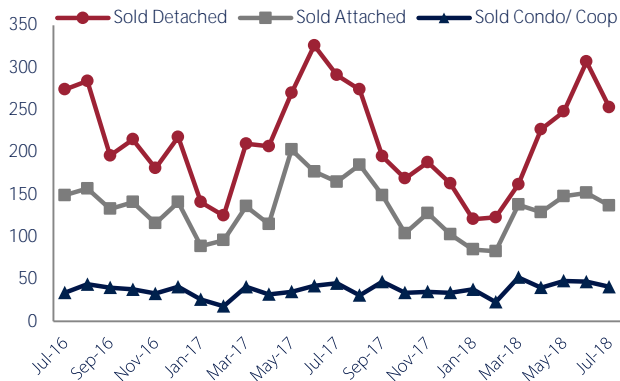
### Days On Market

24



Down -23%  
Vs. Year Ago

### Units Sold\*



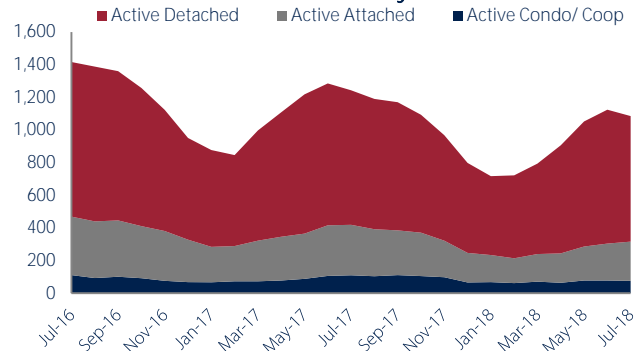
### Units Sold

There was a decrease in total units sold in July, with 431 sold this month in Howard County versus 506 last month, a decrease of 15%. This month's total units sold was lower than at this time last year, a decrease of 14% versus July 2017.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 158 units or 13%. The total number of active inventory this July was 1,085 compared to 1,243 in July 2017. This month's total of 1,085 is lower than the previous month's total supply of available inventory of 1,124, a decrease of 3%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last July, the median sale price for Howard County Homes was \$430,000. This July, the median sale price was \$420,000, a decrease of 2% or \$10,000 compared to last year. The current median sold price is 7% lower than in June.

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

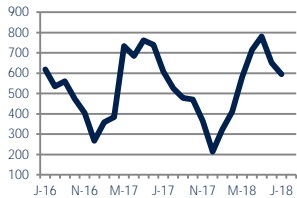


\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

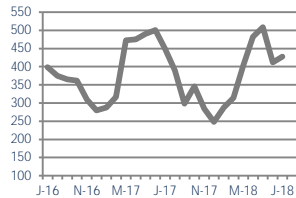
595



Down -2%  
Vs. Year Ago

### Current Contracts

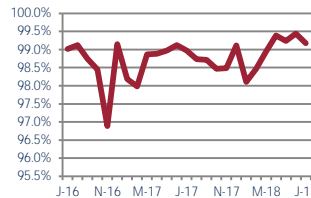
428



Down -5%  
Vs. Year Ago

### Sold Vs. List Price

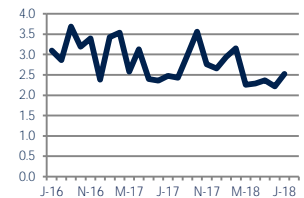
99.2%



No Change  
Vs. Year Ago

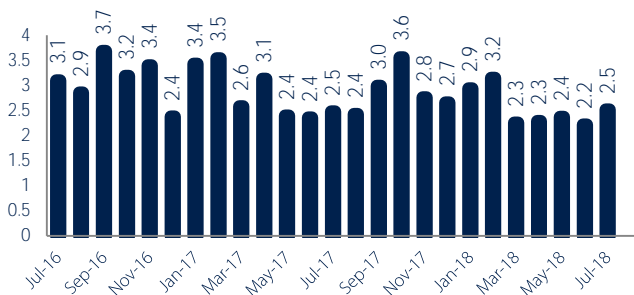
### Months of Supply

2.5



No Change  
Vs. Year Ago

### Months Of Supply



### Months of Supply

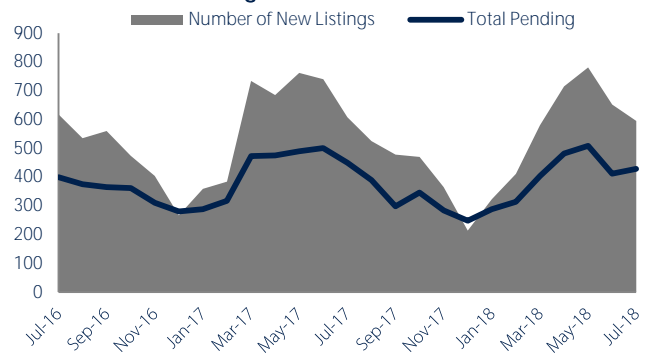
In July, there was 2.5 months of supply available in Howard County. The amount of supply is similar compared to a year ago.

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.

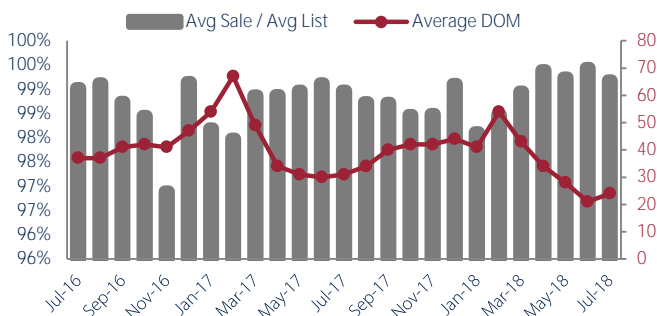
### New Listings & Current Contracts

This month there were 595 homes newly listed for sale in Howard County compared to 608 in July 2017, a decrease of 2%. There were 428 current contracts pending sale this July compared to 450 a year ago. The number of current contracts is 5% lower than last July.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In July, the average sale price in Howard County was 99.2% 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 24, lower than the average last year, which was 31, a decrease of 23%.



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