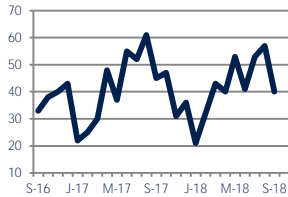


Zip Code(s): 20659, 20637 and 20622

Units Sold

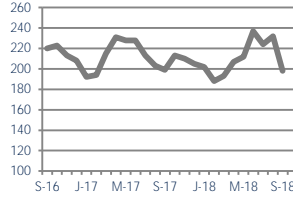
40



Down -11%
Vs. Year Ago

Active Inventory

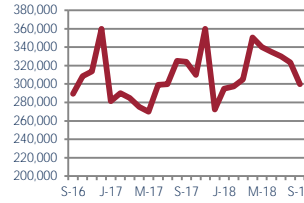
198



Down -1%
Vs. Year Ago

Median Sale Price

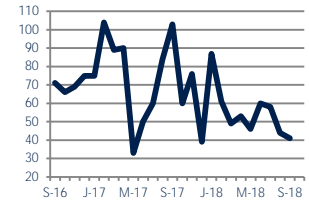
\$299,750



Down -7%
Vs. Year Ago

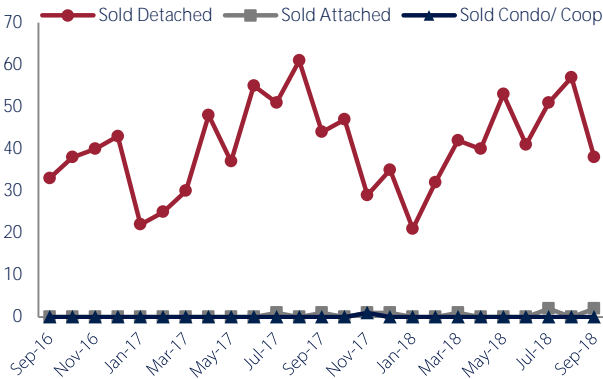
Days On Market

41



Down -60%
Vs. Year Ago

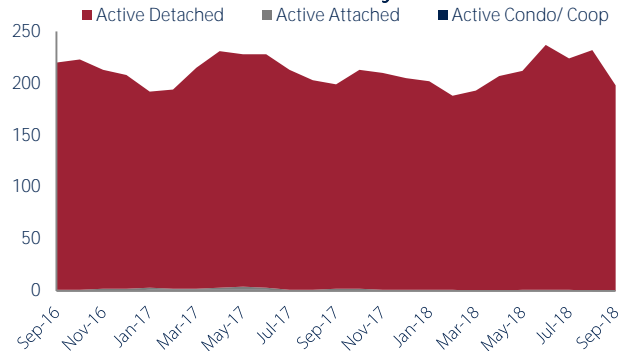
Units Sold*



Units Sold

There was a decrease in total units sold in September, with 40 sold this month in Mechanicsville, Hughesville, and Charlotte Hall versus 57 last month, a decrease of 30%. This month's total units sold was lower than at this time last year, a decrease of 11% versus September 2017.

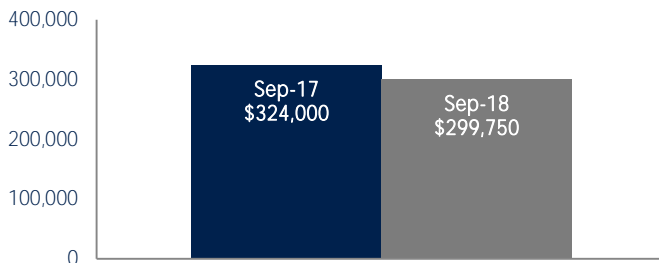
Active Inventory*



Active Inventory

Versus last year, the total number of homes available this month is lower by 1 units or 1%. The total number of active inventory this September was 198 compared to 199 in September 2017. This month's total of 198 is lower than the previous month's total supply of available inventory of 232, a decrease of 15%.

Median Sale Price



Median Sale Price

Last September, the median sale price for Mechanicsville, Hughesville, and Charlotte Hall Homes was \$324,000. This September, the median sale price was \$299,750, a decrease of 7% or \$24,250 compared to last year. The current median sold price is 7% 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.



Mechanicsville, Hughesville, and Charlotte Hall are defined as properties listed in zip code/s 20659, 20637 and 20622.

*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.

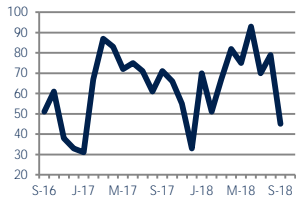
Information included in this report is based on data supplied by MRIS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of MRIS or Long & Foster Real Estate, Inc.



Zip Code(s): 20659, 20637 and 20622

New Listings

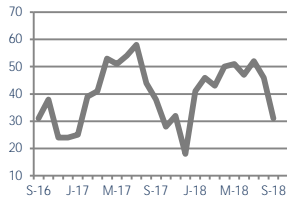
45



Down -37%
Vs. Year Ago

Current Contracts

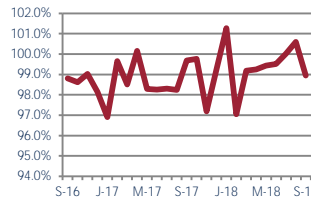
31



Down -18%
Vs. Year Ago

Sold Vs. List Price

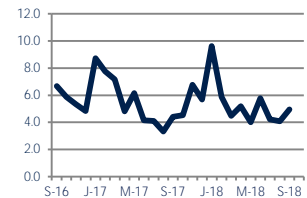
99.0%



Down -0.7%
Vs. Year Ago

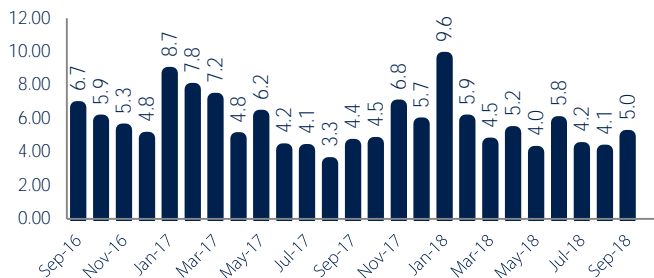
Months of Supply

5.0



Up 12%
Vs. Year Ago

Months Of Supply



Months of Supply

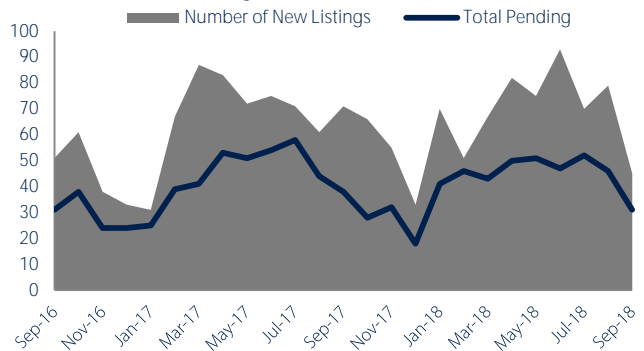
In September, there was 5.0 months of supply available in Mechanicsville, Hughesville, and Charlotte Hall, compared to 4.4 in September 2017. That is an increase of 12% versus a year ago.

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.

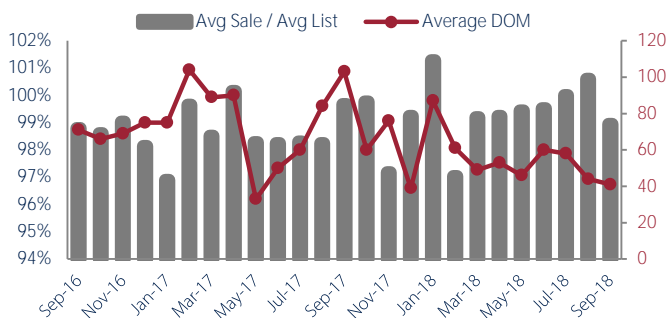
New Listings & Current Contracts

This month there were 45 homes newly listed for sale in Mechanicsville, Hughesville, and Charlotte Hall compared to 71 in September 2017, a decrease of 37%. There were 31 current contracts pending sale this September compared to 38 a year ago. The number of current contracts is 18% 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 Mechanicsville, Hughesville, and Charlotte Hall was 99.0% of the average list price, which is 0.7% lower than at this time last year.

Days On Market

This month, the average number of days on market was 41, lower than the average last year, which was 103, a decrease of 60%.



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