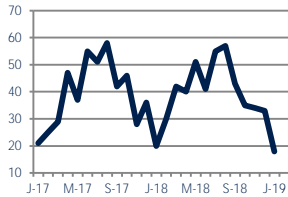


Zip Code(s): 20659, 20637 and 20622

Units Sold

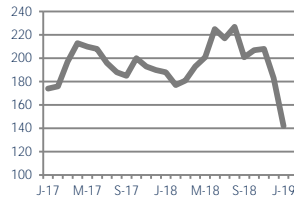
18



Down
Vs. Year Ago

Active Inventory

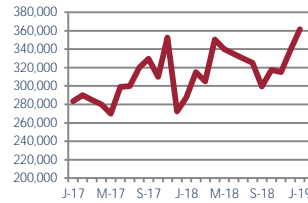
142



Down -24%
Vs. Year Ago

Median Sale Price

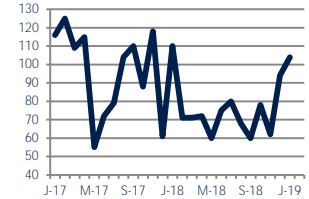
\$361,500



Up
Vs. Year Ago

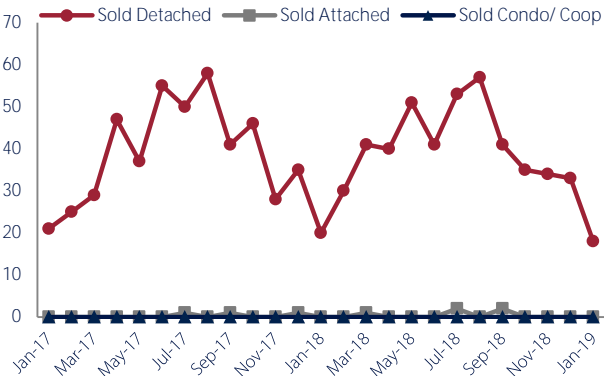
Days On Market

104



Down -5%
Vs. Year Ago

Units Sold*



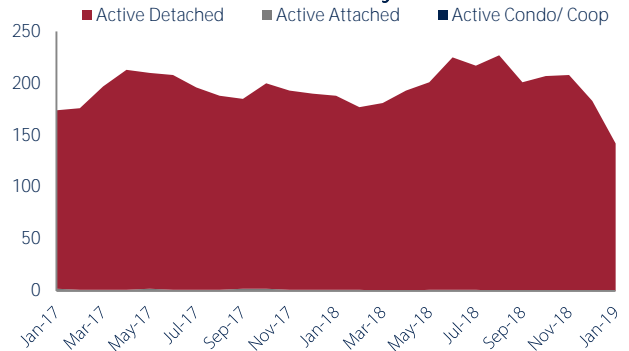
Units Sold

With relatively few transactions, there was a decrease in total units sold in January, with 18 sold this month in Mechanicsville, Hughesville, and Charlotte Hall. This month's total units sold was lower than at this time last year, a decrease from January 2018.

Active Inventory

Versus last year, the total number of homes available this month is lower by 46 units or 24%. The total number of active inventory this January was 142 compared to 188 in January 2018. This month's total of 142 is lower than the previous month's total supply of available inventory of 183, a decrease of 22%.

Active Inventory*



Median Sale Price



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last January, the median sale price for Mechanicsville, Hughesville, and Charlotte Hall Homes was \$287,500. This January, the median sale price was \$361,500, an increase of \$74,000 compared to last year. The current median sold price is 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.



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.

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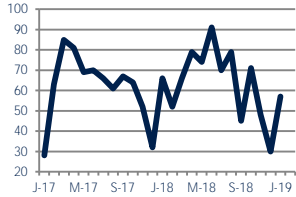




Zip Code(s): 20659, 20637 and 20622

New Listings

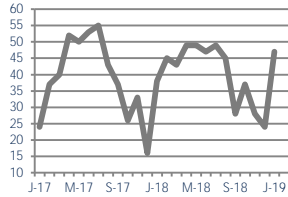
57



Down -14%
Vs. Year Ago

Current Contracts

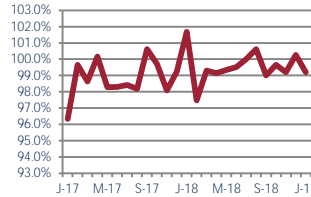
47



Up 24%
Vs. Year Ago

Sold Vs. List Price

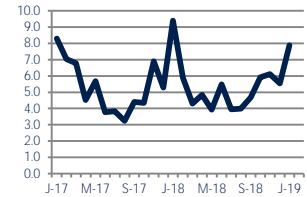
99.2%



Down -2.4%
Vs. Year Ago

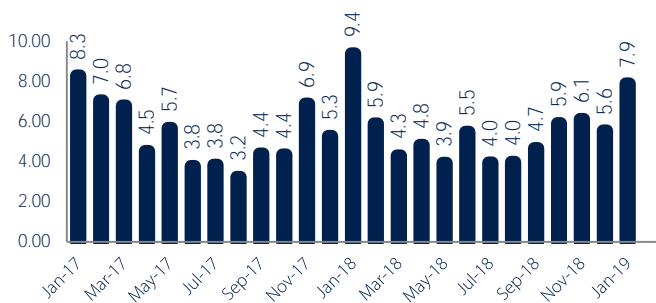
Months of Supply

7.9



Down -16%
Vs. Year Ago

Months Of Supply



Months of Supply

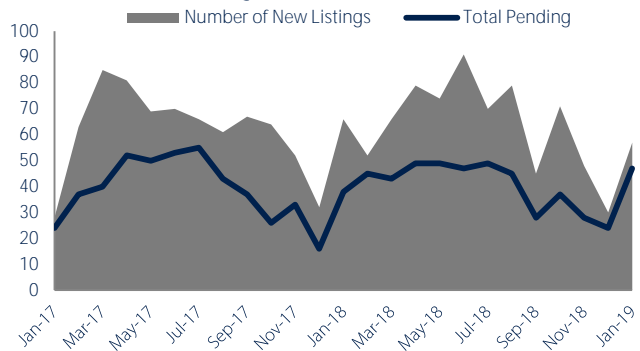
In January, there was 7.9 months of supply available in Mechanicsville, Hughesville, and Charlotte Hall, compared to 9.4 in January 2018. That is a decrease of 16% versus a year ago.

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.

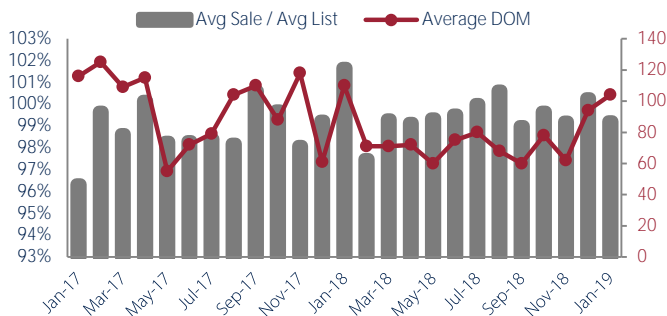
New Listings & Current Contracts

This month there were 57 homes newly listed for sale in Mechanicsville, Hughesville, and Charlotte Hall compared to 66 in January 2018, a decrease of 14%. There were 47 current contracts pending sale this January compared to 38 a year ago. The number of current contracts is 24% 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 Mechanicsville, Hughesville, and Charlotte Hall was 99.2% of the average list price, which is 2.5% lower than at this time last year.

Days On Market

This month, the average number of days on market was 104, lower than the average last year, which was 110, a decrease of 5%.



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