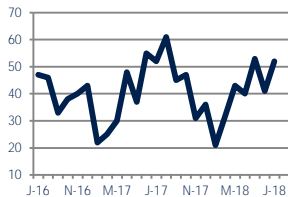


Zip Code(s): 20659, 20637 and 20622

Units Sold

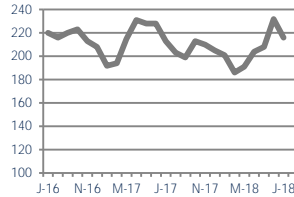
52



No Change
Vs. Year Ago

Active Inventory

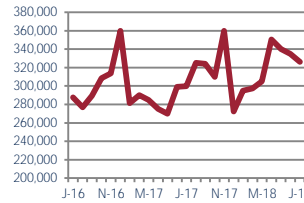
216



Up 1%
Vs. Year Ago

Median Sale Price

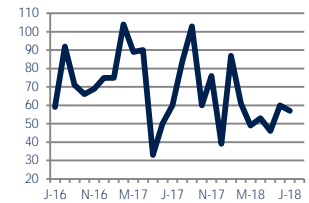
\$326,000



Up 9%
Vs. Year Ago

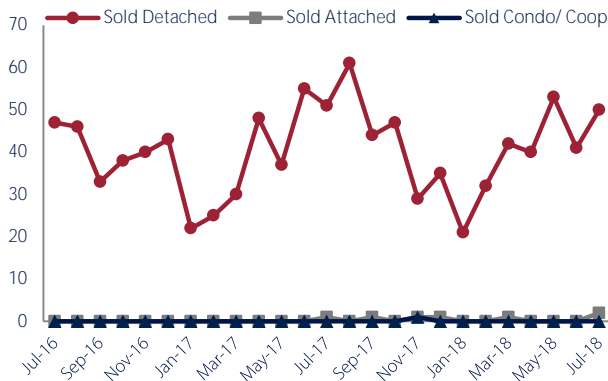
Days On Market

57



Down -5%
Vs. Year Ago

Units Sold*



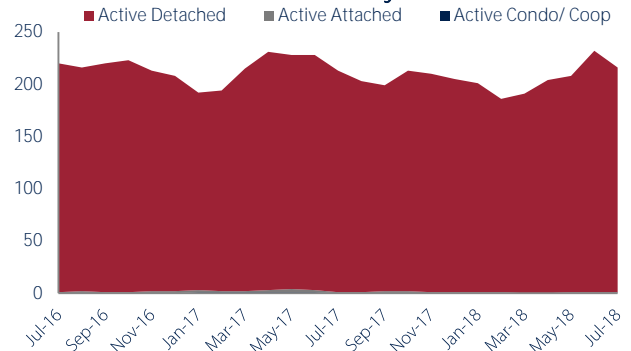
Units Sold

There was an increase in total units sold in July, with 52 sold this month in Mechanicsville, Hughesville, and Charlotte Hall, an increase of 27%. This month's total units sold is similar compared to a year ago.

Active Inventory

Versus last year, the total number of homes available this month is higher by 3 units or 1%. The total number of active inventory this July was 216 compared to 213 in July 2017. This month's total of 216 is lower than the previous month's total supply of available inventory of 232, a decrease of 7%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Mechanicsville, Hughesville, and Charlotte Hall Homes was \$299,938. This July, the median sale price was \$326,000, an increase of 9% or \$26,062 compared to last year. The current median sold price is 3% 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.



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.

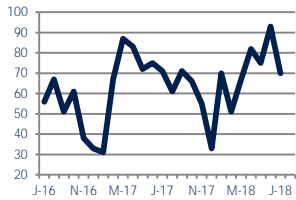
Information included in this report is based on data supplied by MRIS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently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



Zip Code(s): 20659, 20637 and 20622

New Listings

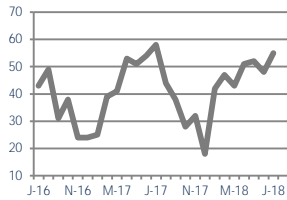
70



Down -1%
Vs. Year Ago

Current Contracts

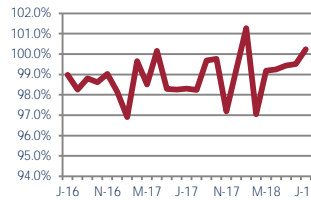
55



Down -5%
Vs. Year Ago

Sold Vs. List Price

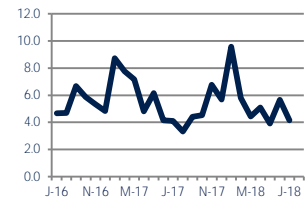
100.2%



Up 2%
Vs. Year Ago

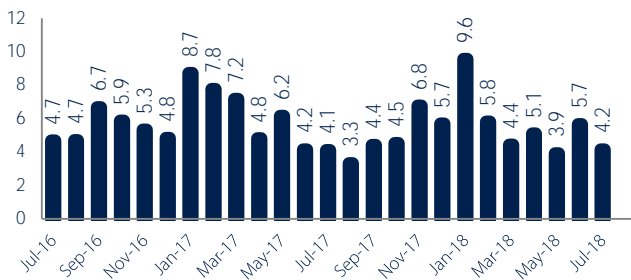
Months of Supply

4.2



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

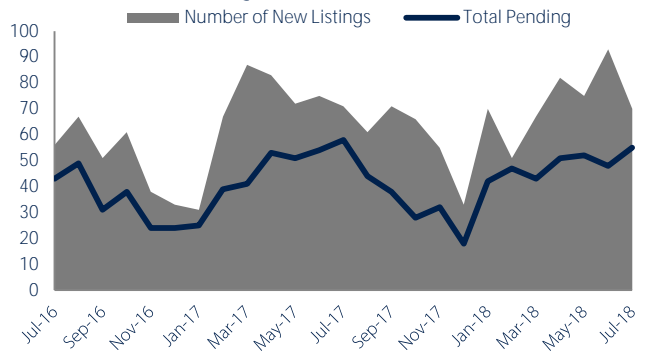
In July, there was 4.2 months of supply available in Mechanicsville, Hughesville, and Charlotte Hall. The amount of supply is similar compared to a year ago.

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.

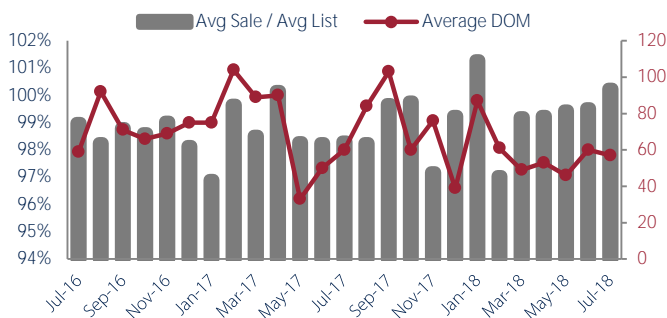
New Listings & Current Contracts

This month there were 70 homes newly listed for sale in Mechanicsville, Hughesville, and Charlotte Hall compared to 71 in July 2017, a decrease of 1%. There were 55 current contracts pending sale this July compared to 58 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 Mechanicsville, Hughesville, and Charlotte Hall was 100.2% of the average list price, which is 1.9% higher than at this time last year.

Days On Market

This month, the average number of days on market was 57, lower than the average last year, which was 60, a decrease of 5%.



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