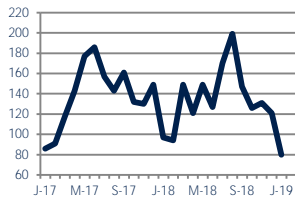




### Units Sold

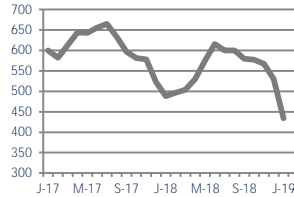
80



Down -18%  
Vs. Year Ago

### Active Inventory

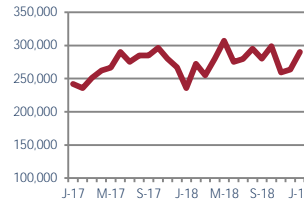
434



Down -11%  
Vs. Year Ago

### Median Sale Price

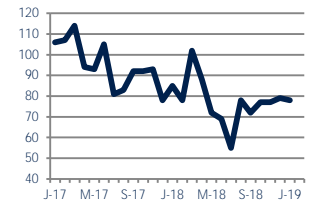
\$290,000



Up 23%  
Vs. Year Ago

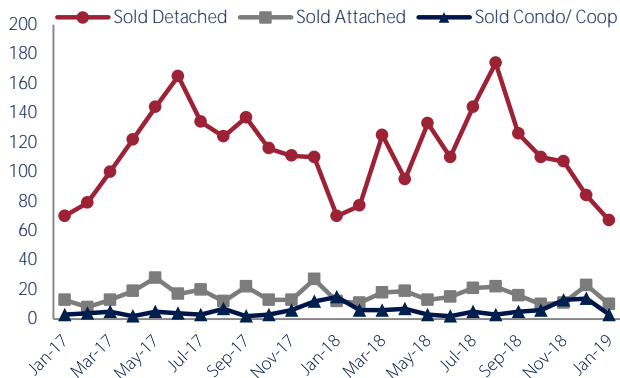
### Days On Market

78



Down -8%  
Vs. Year Ago

### Units Sold\*



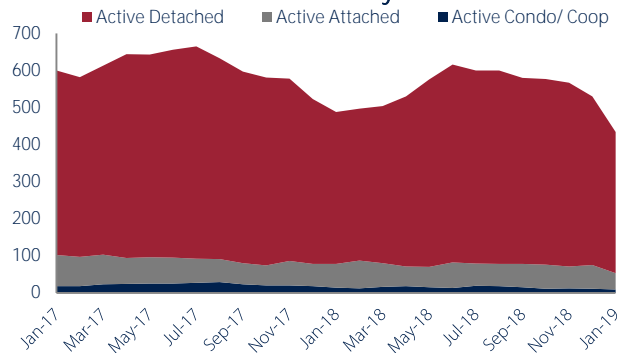
### Units Sold

There was a decrease in total units sold in January, with 80 sold this month in Saint Mary's County versus 121 last month, a decrease of 34%. This month's total units sold was lower than at this time last year, a decrease of 18% versus January 2018.

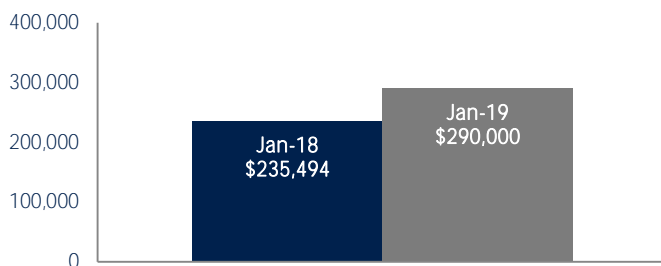
### Active Inventory

Versus last year, the total number of homes available this month is lower by 54 units or 11%. The total number of active inventory this January was 434 compared to 488 in January 2018. This month's total of 434 is lower than the previous month's total supply of available inventory of 530, a decrease of 18%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last January, the median sale price for Saint Mary's County Homes was \$235,494. This January, the median sale price was \$290,000, an increase of 23% or \$54,506 compared to last year. The current median sold price is 10% 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.

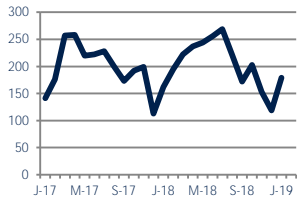


\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by BRIGHTMLS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

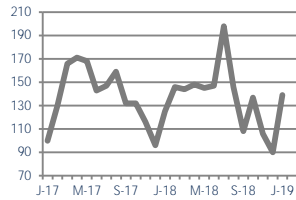
179



Up 10%  
Vs. Year Ago

### Current Contracts

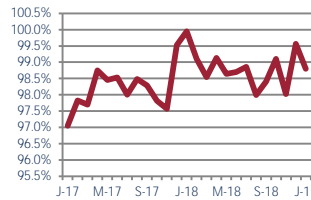
139



Up 11%  
Vs. Year Ago

### Sold Vs. List Price

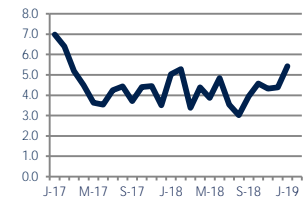
98.8%



Down -1.2%  
Vs. Year Ago

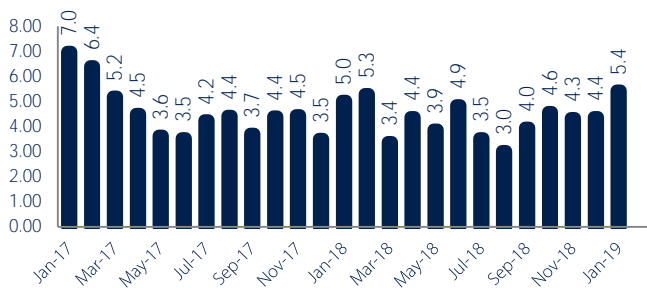
### Months of Supply

5.4



Up 8%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

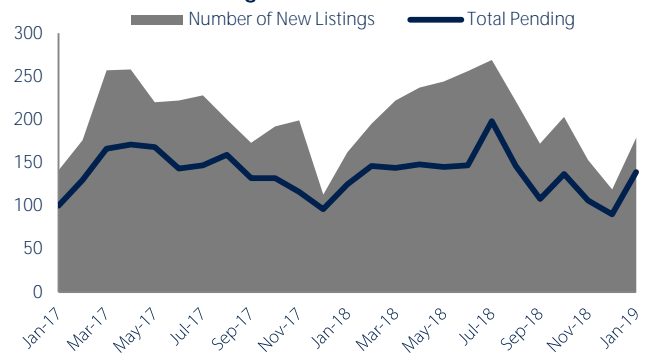
In January, there was 5.4 months of supply available in Saint Mary's County, compared to 5.0 in January 2018. That is an increase of 8% versus a year ago.

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.

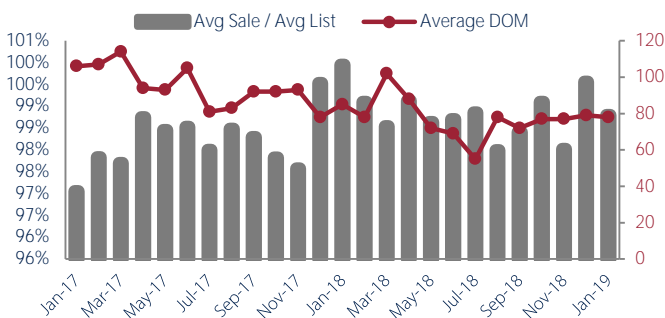
### New Listings & Current Contracts

This month there were 179 homes newly listed for sale in Saint Mary's County compared to 162 in January 2018, an increase of 10%. There were 139 current contracts pending sale this January compared to 125 a year ago. The number of current contracts is 11% 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 Saint Mary's County was 98.8% of the average list price, which is 1.2% lower than at this time last year.

### Days On Market

This month, the average number of days on market was 78, lower than the average last year, which was 85, a decrease of 8%.



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