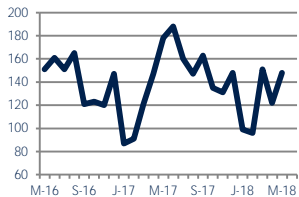




Units Sold

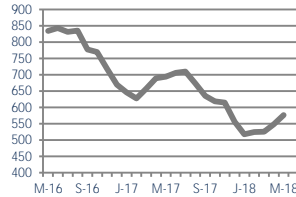
148



Down -17%
Vs. Year Ago

Active Inventory

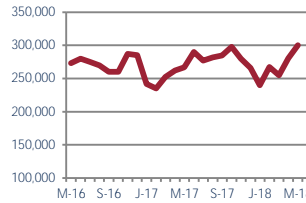
577



Down -17%
Vs. Year Ago

Median Sale Price

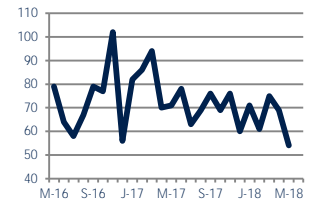
\$300,000



Up 12%
Vs. Year Ago

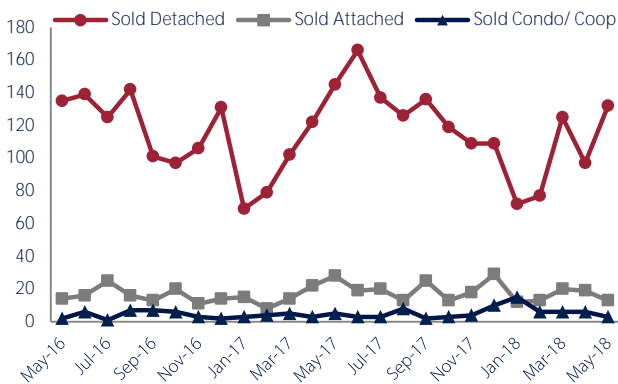
Days On Market

54



Down -24%
Vs. Year Ago

Units Sold*



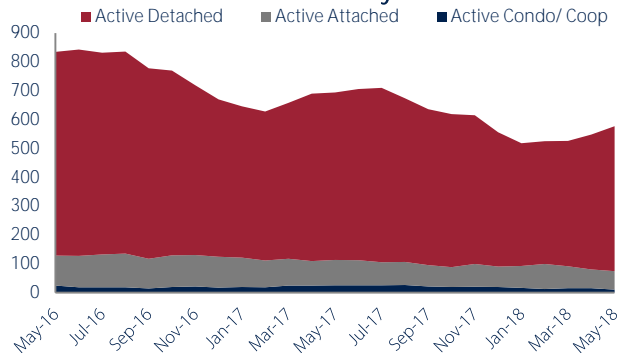
Units Sold

There was an increase in total units sold in May, with 148 sold this month in Saint Mary's County versus 122 last month, an increase of 21%. This month's total units sold was lower than at this time last year, a decrease of 17% versus May 2017.

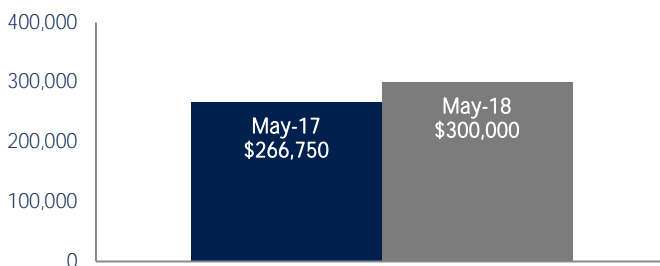
Active Inventory

Versus last year, the total number of homes available this month is lower by 117 units or 17%. The total number of active inventory this May was 577 compared to 694 in May 2017. This month's total of 577 is higher than the previous month's total supply of available inventory of 548, an increase of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for Saint Mary's County Homes was \$266,750. This May, the median sale price was \$300,000, an increase of 12% or \$33,250 compared to last year. The current median sold price is 7% higher than in April.

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

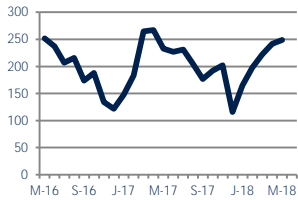


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

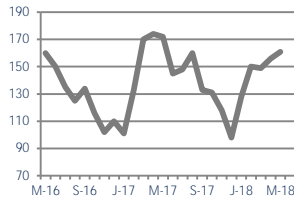
249



Up 7%
Vs. Year Ago

Current Contracts

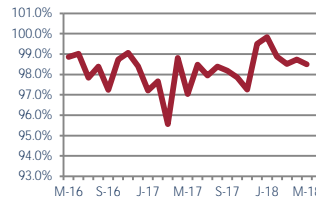
161



Down -6%
Vs. Year Ago

Sold Vs. List Price

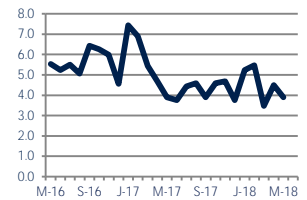
98.5%



Up 1.5%
Vs. Year Ago

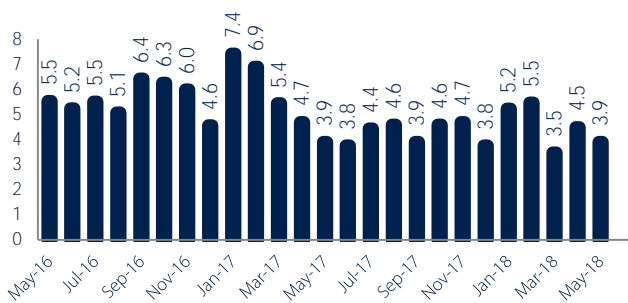
Months of Supply

3.9



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

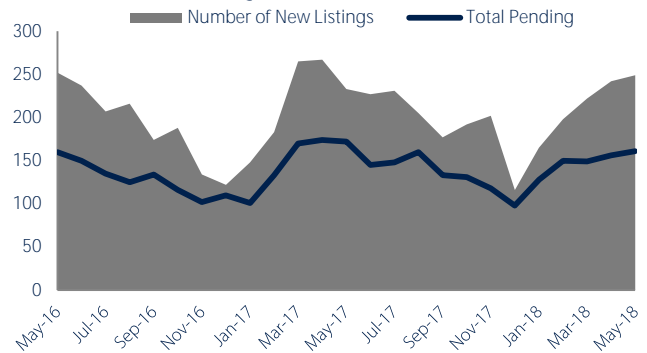
In May, there was 3.9 months of supply available in Saint Mary's County. The amount of supply is similar compared to a year ago.

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.

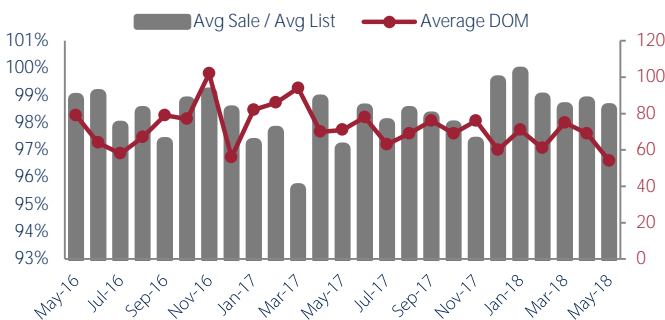
New Listings & Current Contracts

This month there were 249 homes newly listed for sale in Saint Mary's County compared to 233 in May 2017, an increase of 7%. There were 161 current contracts pending sale this May compared to 172 a year ago. The number of current contracts is 6% lower than last May.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In May, the average sale price in Saint Mary's County was 98.5% of the average list price, which is 1.5% higher than at this time last year.

Days On Market

This month, the average number of days on market was 54, lower than the average last year, which was 71, a decrease of 24%.



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