

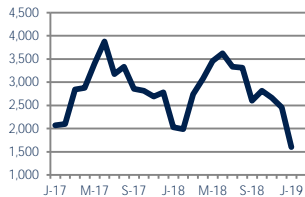


The Long & Foster Market Minute™

Focus On: Suburban Maryland Housing Market

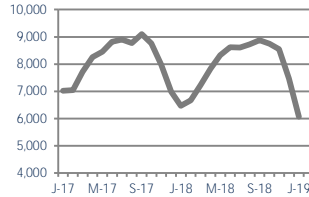
January 2019

Units Sold
1,605



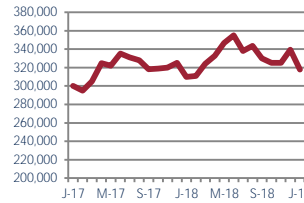
Down -21%
Vs. Year Ago

Active Inventory
6,072



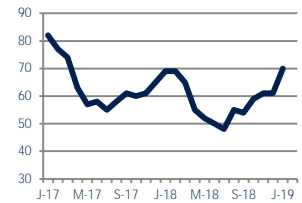
Down -6%
Vs. Year Ago

Median Sale Price
\$318,000



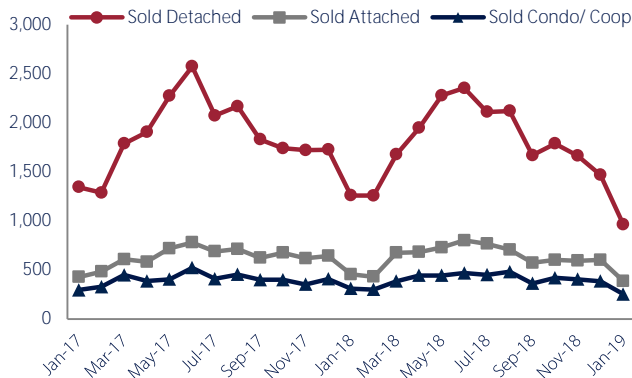
Up 3%
Vs. Year Ago

Days On Market
70



Up 1%
Vs. Year Ago

Units Sold*



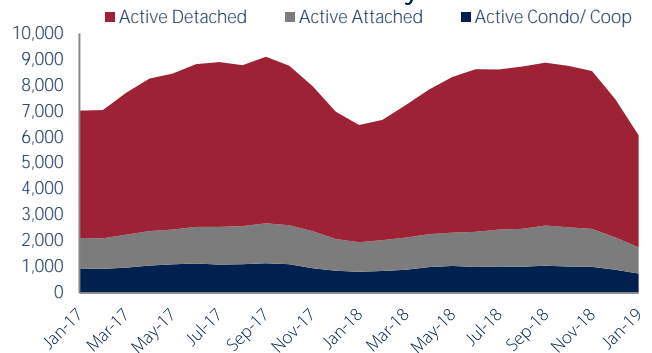
Units Sold

There was a decrease in total units sold in January, with 1,605 sold this month in Suburban Maryland versus 2,457 last month, a decrease of 35%. This month's total units sold was lower than at this time last year, a decrease of 21% versus January 2018.

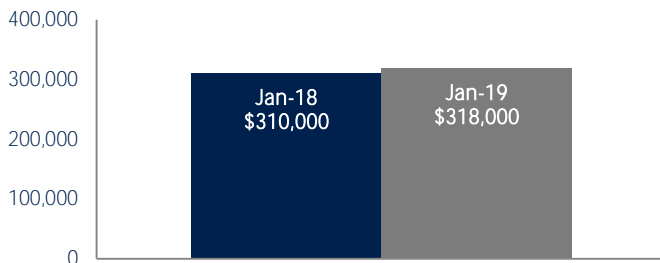
Active Inventory

Versus last year, the total number of homes available this month is lower by 398 units or 6%. The total number of active inventory this January was 6,072 compared to 6,470 in January 2018. This month's total of 6,072 is lower than the previous month's total supply of available inventory of 7,464, a decrease of 19%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Suburban Maryland Homes was \$310,000. This January, the median sale price was \$318,000, an increase of 3% or \$8,000 compared to last year. The current median sold price is 6% lower 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.



*Defined as the counties of Calvert, Charles, Frederick, Montgomery, Prince Georges, and Saint Marys in MD

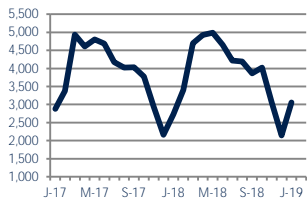
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

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

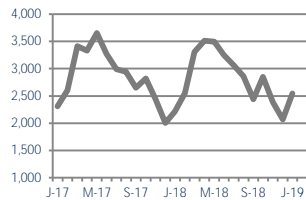
3,058



Up 12%
Vs. Year Ago

Current Contracts

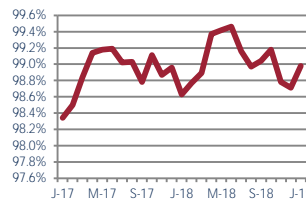
2,547



Up 15%
Vs. Year Ago

Sold Vs. List Price

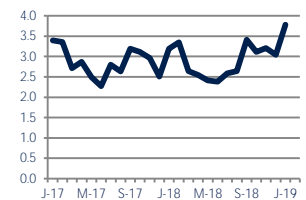
99.0%



No Change
Vs. Year Ago

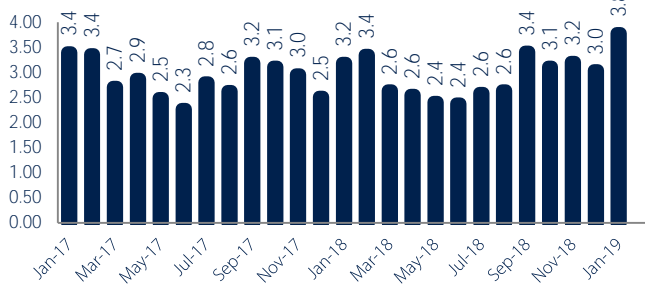
Months of Supply

3.8



Up 18%
Vs. Year Ago

Months Of Supply



Months of Supply

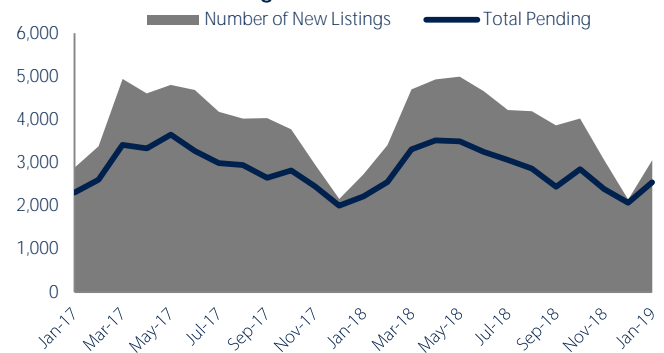
In January, there was 3.8 months of supply available in Suburban Maryland, compared to 3.2 in January 2018. That is an increase of 18% versus a year ago.

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.

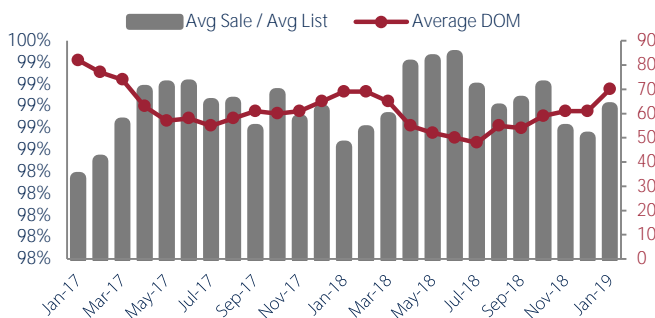
New Listings & Current Contracts

This month there were 3,058 homes newly listed for sale in Suburban Maryland compared to 2,728 in January 2018, an increase of 12%. There were 2,547 current contracts pending sale this January compared to 2,215 a year ago. The number of current contracts is 15% 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 Suburban Maryland was 99.0% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 70, higher than the average last year, which was 69, an increase of 1%.



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