



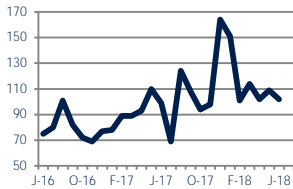
The Long & Foster Market Minute™

Focus On: Bolton Hill, Union Square, and Hanlon Park Housing Market

June 2018

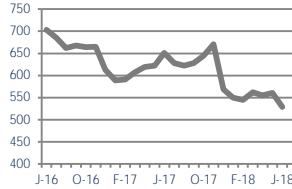
Zip Code(s): 21223, 21217 and 21216

Units Sold
102



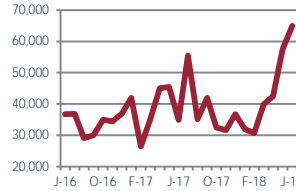
Up 3%
Vs. Year Ago

Active Inventory
529



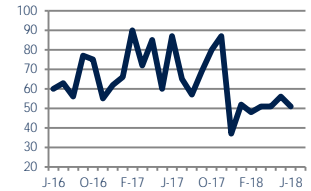
Down -19%
Vs. Year Ago

Median Sale Price
\$65,000



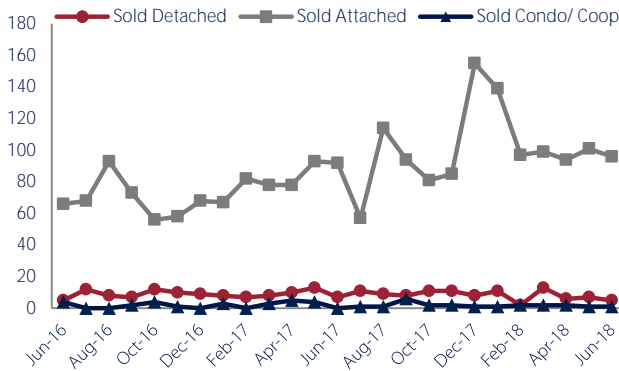
Up
Vs. Year Ago

Days On Market
51



Down -41%
Vs. Year Ago

Units Sold*



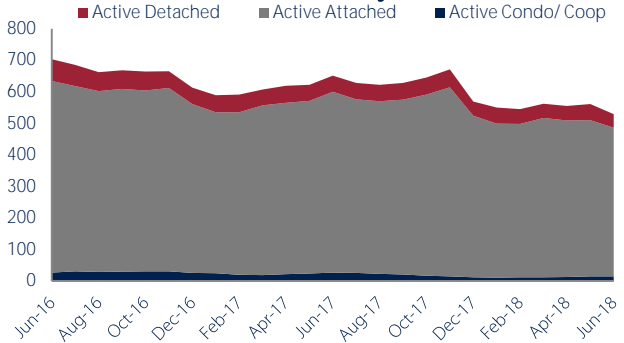
Units Sold

There was a decrease in total units sold in June, with 102 sold this month in Bolton Hill, Union Square, and Hanlon Park versus 109 last month, a decrease of 6%. This month's total units sold was higher than at this time last year, an increase of 3% versus June 2017.

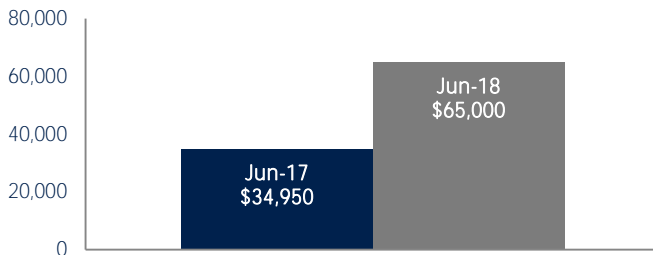
Active Inventory

Versus last year, the total number of homes available this month is lower by 122 units or 19%. The total number of active inventory this June was 529 compared to 651 in June 2017. This month's total of 529 is lower than the previous month's total supply of available inventory of 561, a decrease of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Bolton Hill, Union Square, and Hanlon Park Homes was \$34,950. This June, the median sale price was \$65,000, an increase of \$30,050 compared to last year. The current median sold price is higher than in May.

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

Bolton Hill, Union Square, and Hanlon Park are defined as properties listed in zip code/s 21223, 21217 and 21216.

*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.

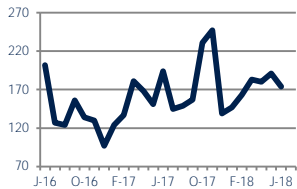


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INTERNATIONAL REAL ESTATE



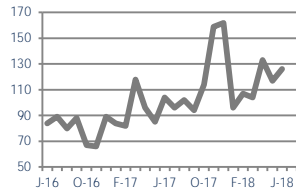
Zip Code(s): 21223, 21217 and 21216

New Listings
174



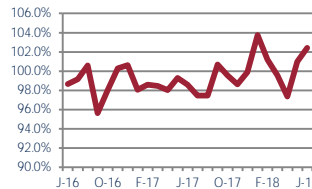
Down -10%
Vs. Year Ago

Current Contracts
126



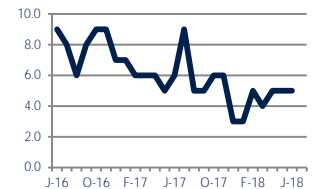
Up 21%
Vs. Year Ago

Sold Vs. List Price
102.4%



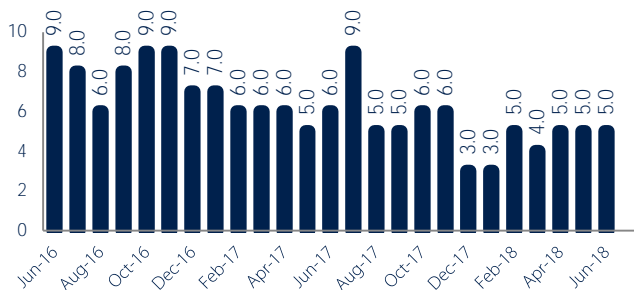
Up 3.9%
Vs. Year Ago

Months of Supply
5.0



Down -17%
Vs. Year Ago

Months Of Supply



Months of Supply

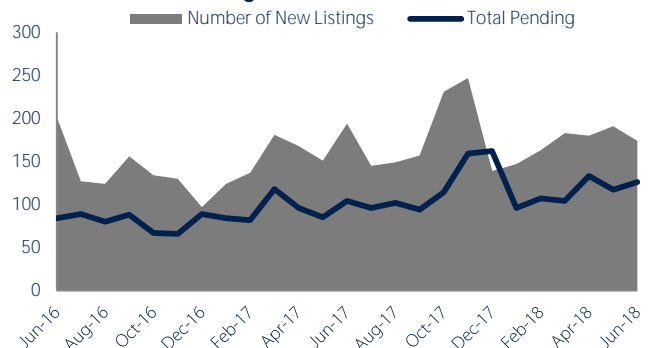
In June, there was 5.2 months of supply available in Bolton Hill, Union Square, and Hanlon Park, compared to 6.6 in June 2017. That is a decrease of 21% versus a year ago.

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.

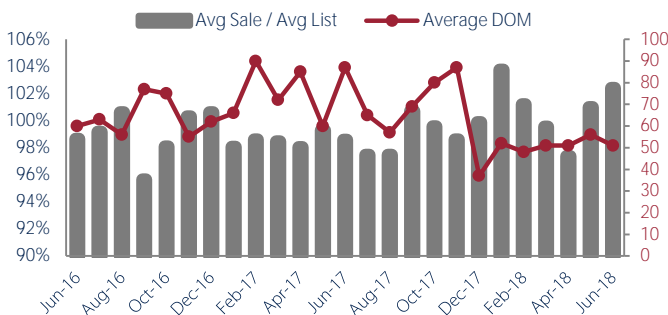
New Listings & Current Contracts

This month there were 174 homes newly listed for sale in Bolton Hill, Union Square, and Hanlon Park compared to 194 in June 2017, a decrease of 10%. There were 126 current contracts pending sale this June compared to 104 a year ago. The number of current contracts is 21% higher than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Bolton Hill, Union Square, and Hanlon Park was 102.4% of the average list price, which is 3.8% higher than at this time last year.

Days On Market

This month, the average number of days on market was 51, lower than the average last year, which was 87, a decrease of 41%.



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