



The Long & Foster Market Minute™

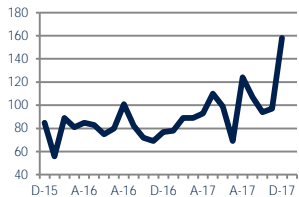
Focus On: Bolton Hill, Union Square, and Hanlon Park Housing Market

December 2017

Zip Code(s): 21223, 21217 and 21216

Units Sold

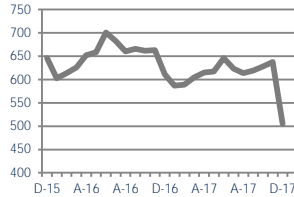
158



Up
Vs. Year Ago

Active Inventory

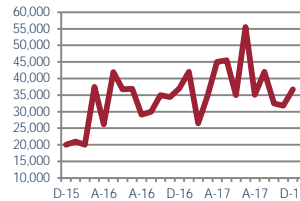
505



Down -17%
Vs. Year Ago

Median Sale Price

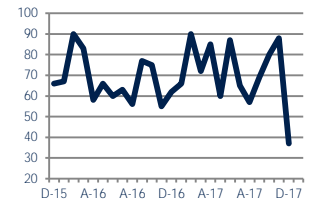
\$36,750



Down -1%
Vs. Year Ago

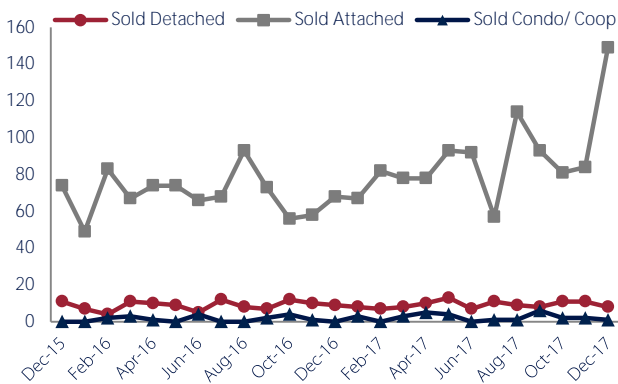
Days On Market

37



Down -40%
Vs. Year Ago

Units Sold*



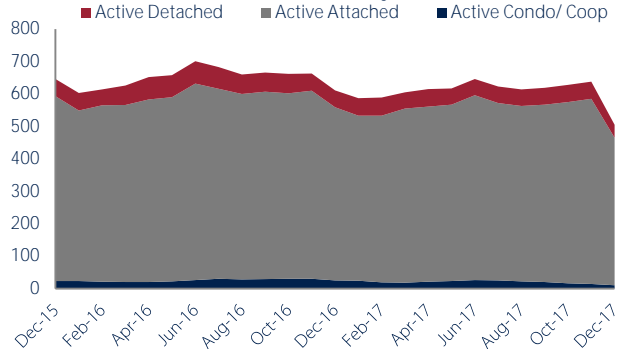
Units Sold

There was an increase in total units sold in December, with 158 sold this month in Bolton Hill, Union Square, and Hanlon Park. This month's total units sold was higher than at this time last year.

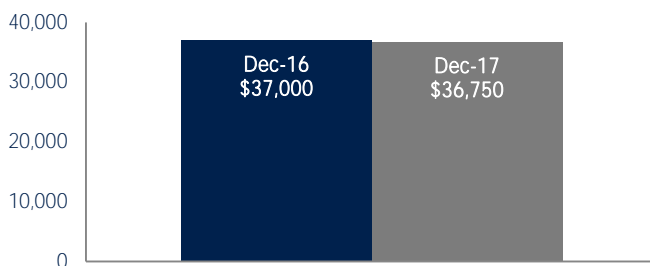
Active Inventory

Versus last year, the total number of homes available this month is lower by 106 units or 17%. The total number of active inventory this December was 505 compared to 611 in December 2016. This month's total of 505 is lower than the previous month's total supply of available inventory of 638, a decrease of 21%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for Bolton Hill, Union Square, and Hanlon Park Homes was \$37,000. This December, the median sale price was \$36,750, a decrease of 1% or \$250 compared to last year. The current median sold price is 16% higher than in November.

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.

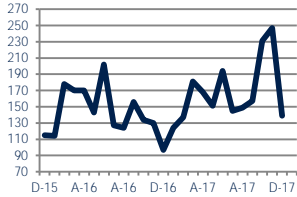
Information included in this report is based on data supplied by MRIS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently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



Zip Code(s): 21223, 21217 and 21216

New Listings

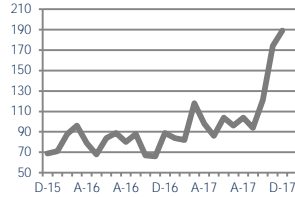
139



Up 43%
Vs. Year Ago

Current Contracts

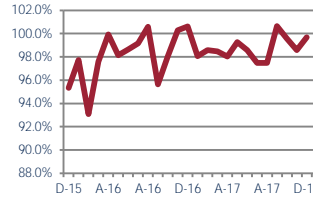
189



Up 112%
Vs. Year Ago

Sold Vs. List Price

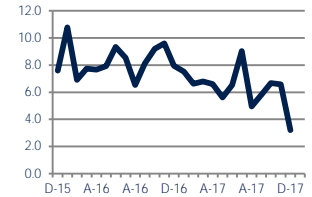
99.7%



Down -0.9%
Vs. Year Ago

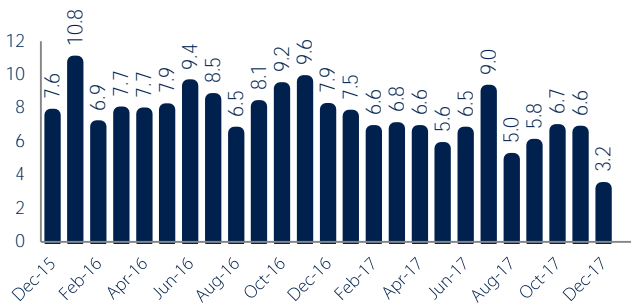
Months of Supply

3.2



Down -60%
Vs. Year Ago

Months Of Supply



Months of Supply

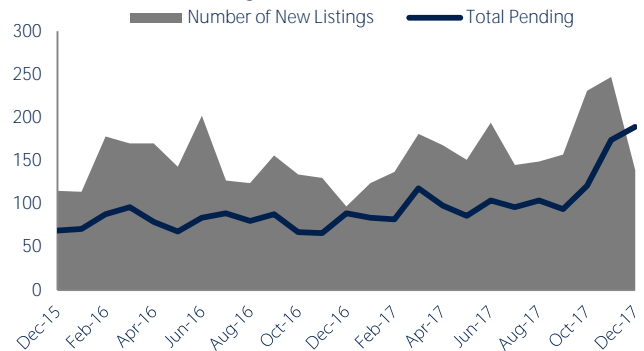
In December, there was 3.2 months of supply available in Bolton Hill, Union Square, and Hanlon Park, compared to 7.9 in December 2016. That is a decrease of 60% versus a year ago.

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.

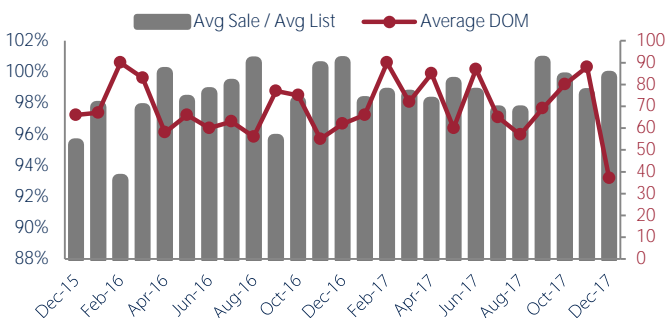
New Listings & Current Contracts

This month there were 139 homes newly listed for sale in Bolton Hill, Union Square, and Hanlon Park compared to 97 in December 2016, an increase of 43%. There were 189 current contracts pending sale this December compared to 89 a year ago. The number of current contracts is 112% higher than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Bolton Hill, Union Square, and Hanlon Park was 99.7% of the average list price, which is 0.9% lower than at this time last year.

Days On Market

This month, the average number of days on market was 37, lower than the average last year, which was 62, a decrease of 40%.



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.

