



The Long & Foster Market Minute™

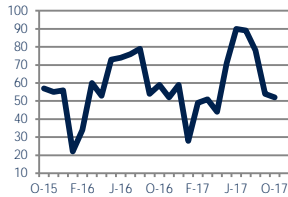
Focus On: Clarksville, Woodstock, and Western Howard County Housing Market

October 2017

Zip Code(s): 21029, 21797, 20777, 20759, 21036, 21737, 21738, 21794, 21723, 21765 and 21163

Units Sold

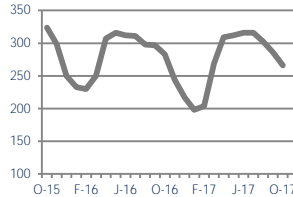
52



Down -12%
Vs. Year Ago

Active Inventory

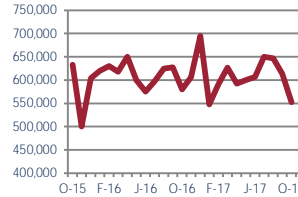
266



Down -6%
Vs. Year Ago

Median Sale Price

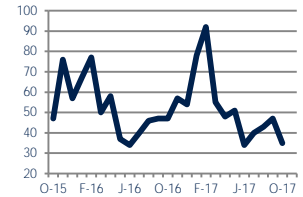
\$552,500



Down -5%
Vs. Year Ago

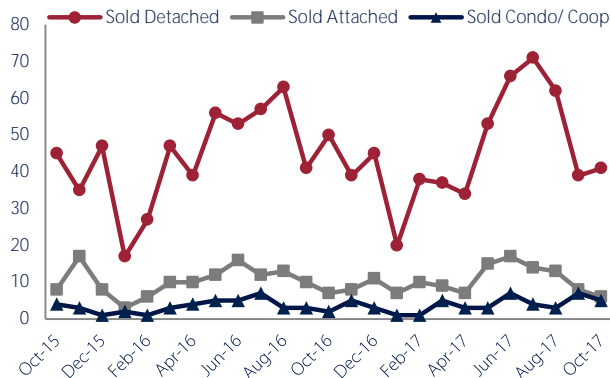
Days On Market

35



Down -26%
Vs. Year Ago

Units Sold*



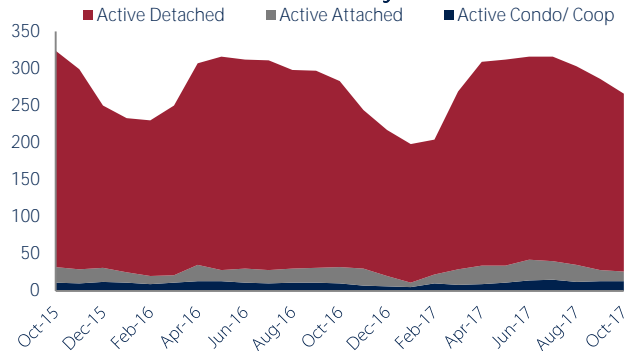
Units Sold

There was a decrease in total units sold in October, with 52 sold this month in Clarksville, Woodstock, and Western Howard County versus 54 last month, a decrease of 4%. This month's total units sold was lower than at this time last year, a decrease of 12% versus October 2016.

Active Inventory

Versus last year, the total number of homes available this month is lower by 17 units or 6%. The total number of active inventory this October was 266 compared to 283 in October 2016. This month's total of 266 is lower than the previous month's total supply of available inventory of 286, a decrease of 7%.

Active Inventory*



Median Sale Price



Median Sale Price

Last October, the median sale price for Clarksville, Woodstock, and Western Howard County Homes was \$580,000. This October, the median sale price was \$552,500, a decrease of 5% or \$27,500 compared to last year. The current median sold price is 10% lower than in September.

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

LONG & FOSTER
REAL ESTATE

CHRISTIE'S
INTERNATIONAL REAL ESTATE

Clarksville, Woodstock, and Western Howard County are defined as properties listed in zip code/s 21029, 21797, 20777, 20759, 21036, 21737, 21738, 21794, 21723, 21765 and 21163.

*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.

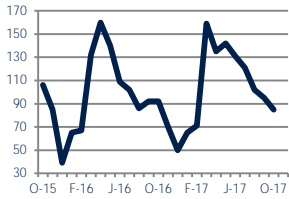




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New Listings

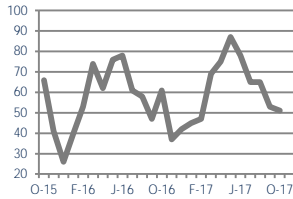
85



Down -8%
Vs. Year Ago

Current Contracts

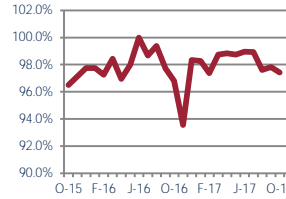
51



Down -16%
Vs. Year Ago

Sold Vs. List Price

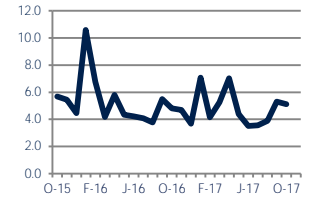
97.4%



Up 0.6%
Vs. Year Ago

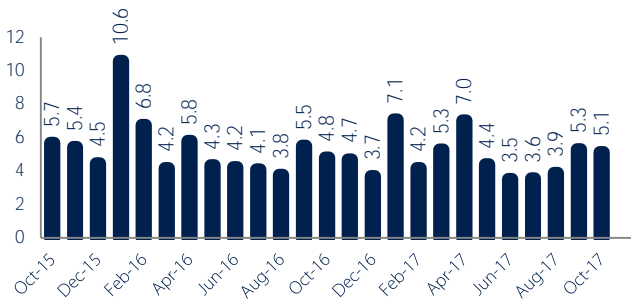
Months of Supply

5.1



Up 7%
Vs. Year Ago

Months Of Supply



Months of Supply

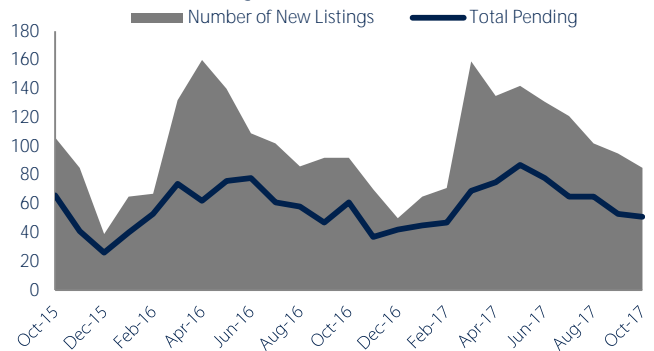
In October, there was 5.1 months of supply available in Clarksville, Woodstock, and Western Howard County, compared to 4.8 in October 2016. That is an increase of 7% versus a year ago.

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.

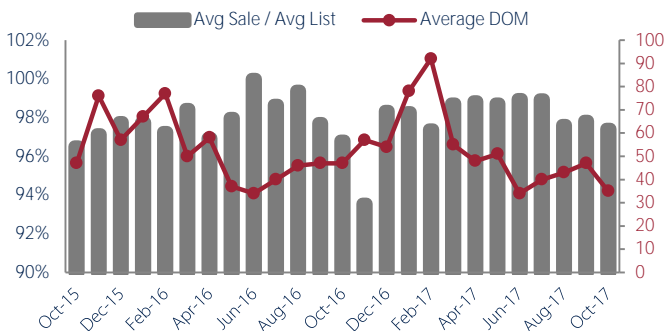
New Listings & Current Contracts

This month there were 85 homes newly listed for sale in Clarksville, Woodstock, and Western Howard County compared to 92 in October 2016, a decrease of 8%. There were 51 current contracts pending sale this October compared to 61 a year ago. The number of current contracts is 16% lower than last October.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In October, the average sale price in Clarksville, Woodstock, and Western Howard County was 97.4% of the average list price, which is 0.6% higher than at this time last year.

Days On Market

This month, the average number of days on market was 35, lower than the average last year, which was 47, a decrease of 26%.