



The Long & Foster Market Minute™

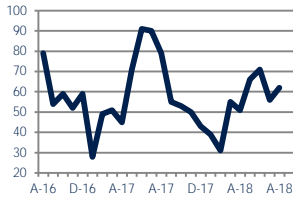
Focus On: Clarksville, Woodstock, and Western Howard County Housing Market

August 2018

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

Units Sold

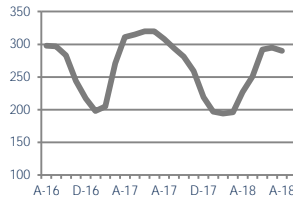
62



Down -22%
Vs. Year Ago

Active Inventory

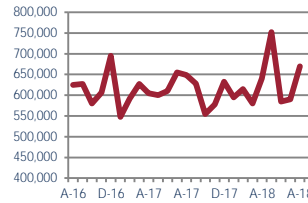
290



Down -6%
Vs. Year Ago

Median Sale Price

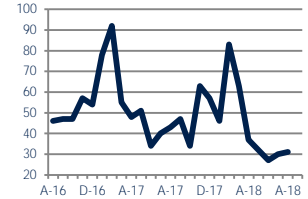
\$669,500



Up 3%
Vs. Year Ago

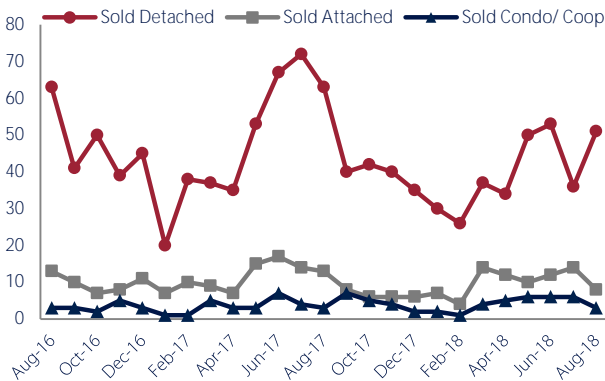
Days On Market

31



Down -28%
Vs. Year Ago

Units Sold*



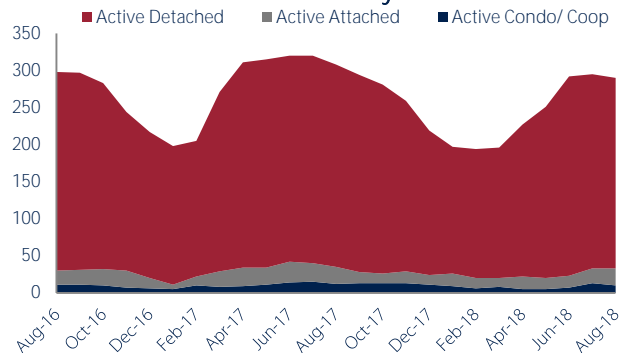
Units Sold

There was an increase in total units sold in August, with 62 sold this month in Clarksville, Woodstock, and Western Howard County versus 56 last month, an increase of 11%. This month's total units sold was lower than at this time last year, a decrease of 22% versus August 2017.

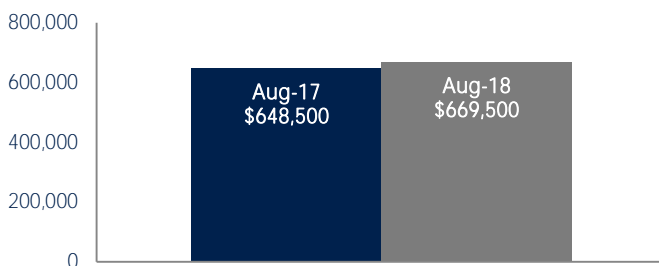
Active Inventory

Versus last year, the total number of homes available this month is lower by 18 units or 6%. The total number of active inventory this August was 290 compared to 308 in August 2017. This month's total of 290 is lower than the previous month's total supply of available inventory of 295, a decrease of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last August, the median sale price for Clarksville, Woodstock, and Western Howard County Homes was \$648,500. This August, the median sale price was \$669,500, an increase of 3% or \$21,000 compared to last year. The current median sold price is 13% higher than in July.

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



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*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.



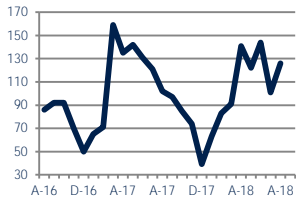
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New Listings

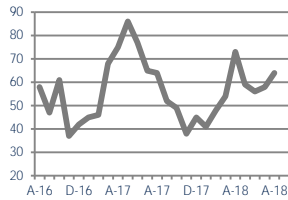
126



Up 24%
Vs. Year Ago

Current Contracts

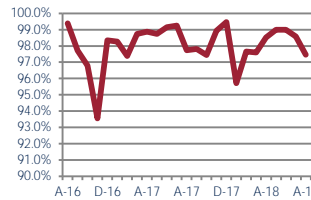
64



No Change
Vs. Year Ago

Sold Vs. List Price

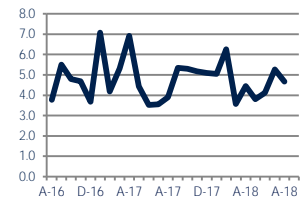
97.5%



No Change
Vs. Year Ago

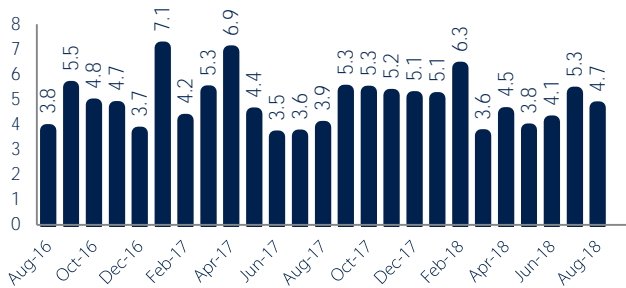
Months of Supply

4.7



Up 20%
Vs. Year Ago

Months Of Supply



Months of Supply

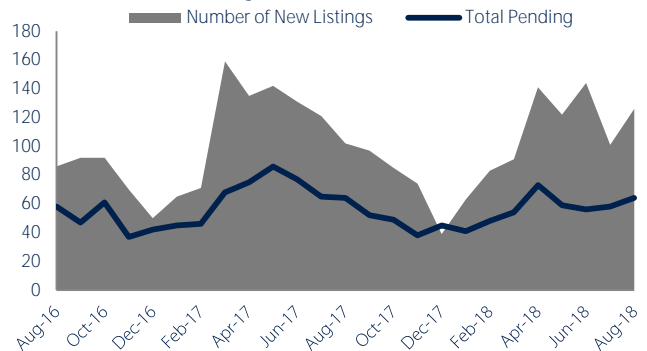
In August, there was 4.7 months of supply available in Clarksville, Woodstock, and Western Howard County, compared to 3.9 in August 2017. That is an increase of 20% versus a year ago.

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.

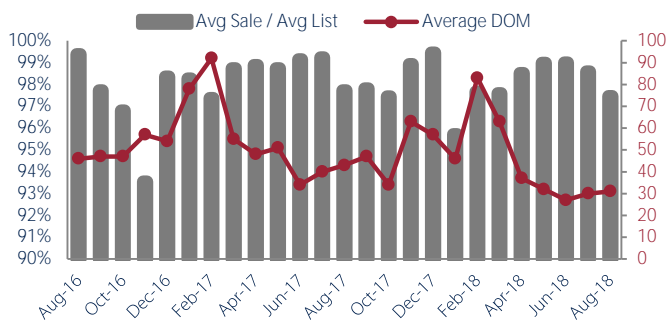
New Listings & Current Contracts

This month there were 126 homes newly listed for sale in Clarksville, Woodstock, and Western Howard County compared to 102 in August 2017, an increase of 24%. There were 64 current contracts pending sale this August, consistent with the volume a year ago. The number of current contracts is 10% higher than last month.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In August, the average sale price in Clarksville, Woodstock, and Western Howard County was 97.5% 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 31, lower than the average last year, which was 43, a decrease of 28%.



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