



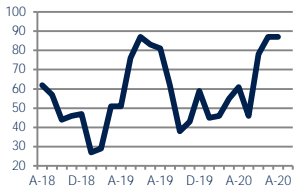
# The Long & Foster Market Minute™

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

August 2020

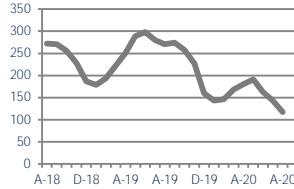
Zip Code(s): 21029, 21797, 20777, 20759, 21036, 21737, 21738, 21794, 21723, 21765 and 21163

Units Sold  
87



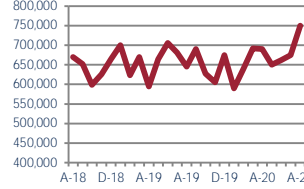
Up 7%  
Vs. Year Ago

Active Inventory  
117



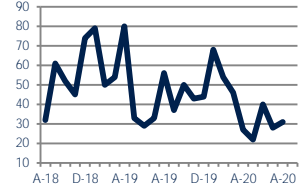
Down -57%  
Vs. Year Ago

Median Sale Price  
\$750,000



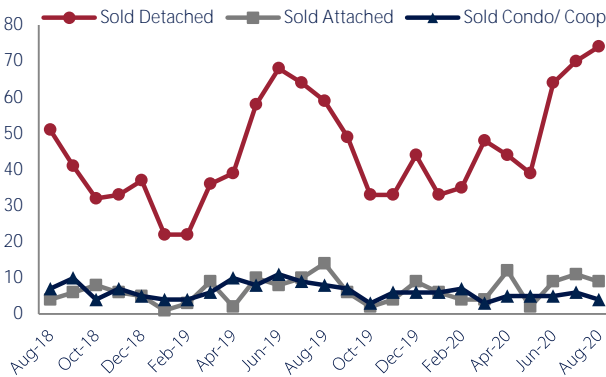
Up 16%  
Vs. Year Ago

Days On Market  
31



Down -45%  
Vs. Year Ago

### Units Sold\*



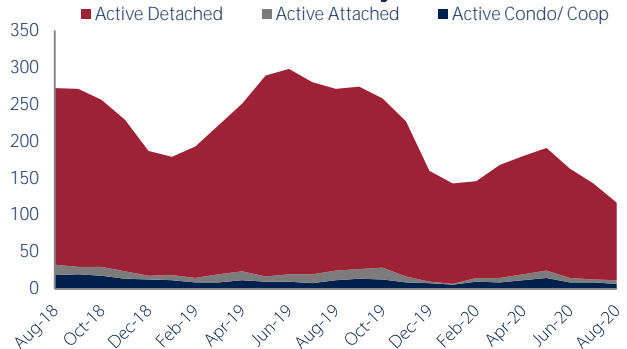
### Units Sold

The number of units sold remained stable in August, with 87 sold this month in Clarksville, Woodstock, and Western Howard County. This month's total units sold was higher than at this time last year, an increase of 7% versus August 2019.

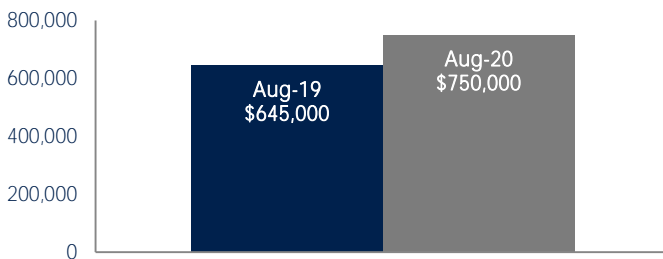
### Active Inventory

Versus last year, the total number of homes available this month is lower by 154 units or 57%. The total number of active inventory this August was 117 compared to 271 in August 2019. This month's total of 117 is lower than the previous month's total supply of available inventory of 143, a decrease of 18%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last August, the median sale price for Clarksville, Woodstock, and Western Howard County Homes was \$645,000. This August, the median sale price was \$750,000, an increase of 16% or \$105,000 compared to last year. The current median sold price is 11% 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.



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 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.





# The Long & Foster Market Minute™

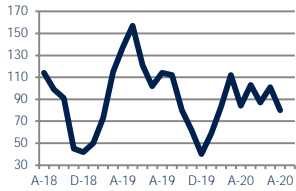
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## New Listings

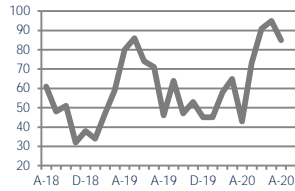
80



Down -30%  
Vs. Year Ago

## Current Contracts

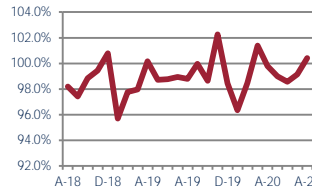
85



Up 85%  
Vs. Year Ago

## Sold Vs. List Price

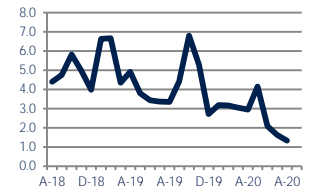
100.4%



Up 1.6%  
Vs. Year Ago

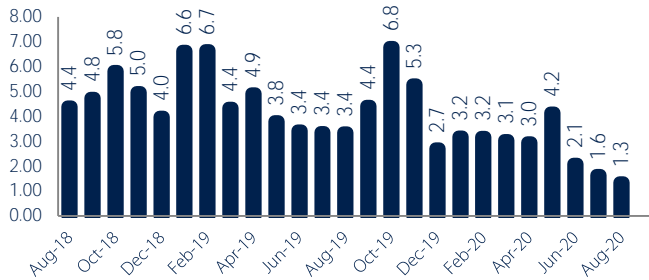
## Months of Supply

1.3



Down -60%  
Vs. Year Ago

## Months Of Supply



## New Listings & Current Contracts

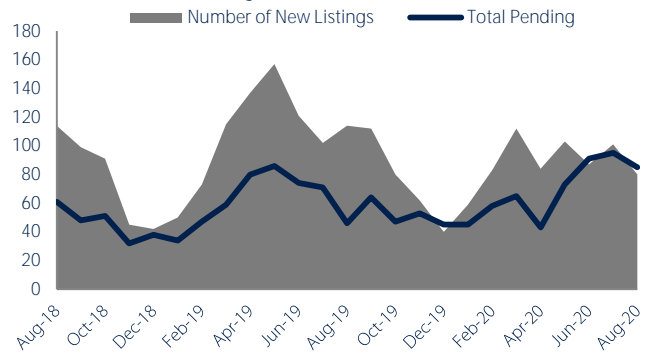
This month there were 80 homes newly listed for sale in Clarksville, Woodstock, and Western Howard County compared to 114 in August 2019, a decrease of 30%. There were 85 current contracts pending sale this August compared to 46 a year ago. The number of current contracts is 85% higher than last August.

## Months of Supply

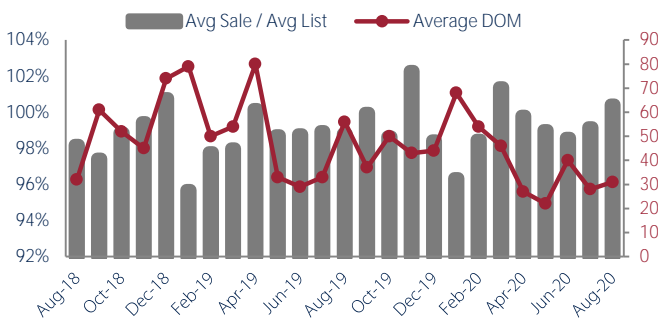
In August, there was 1.3 months of supply available in Clarksville, Woodstock, and Western Howard County, compared to 3.3 in August 2019. That is a decrease of 60% versus a year ago.

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



## 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 100.4% of the average list price, which is 1.6% higher than at this time last year.

## Days On Market

This month, the average number of days on market was 31, lower than the average last year, which was 56, a decrease of 45%.



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