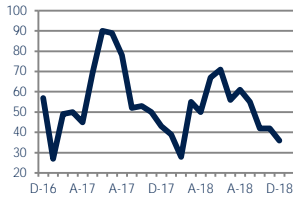


Units Sold

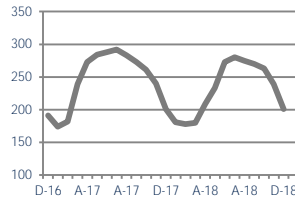
36



Down -16%
Vs. Year Ago

Active Inventory

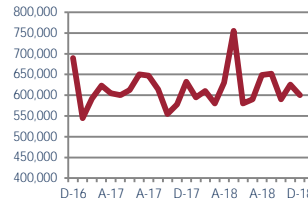
201



No Change
Vs. Year Ago

Median Sale Price

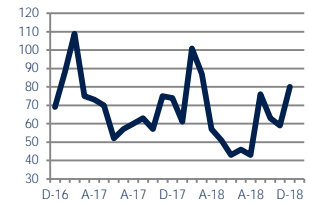
\$600,000



Down -5%
Vs. Year Ago

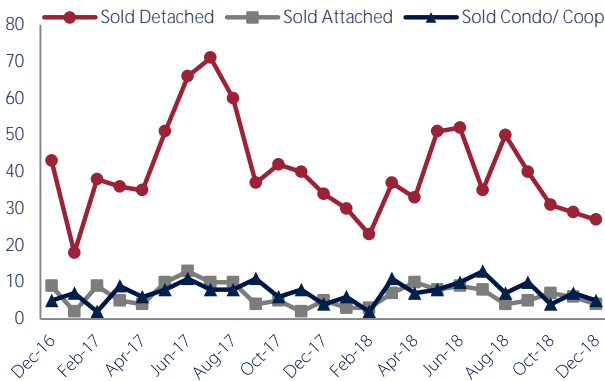
Days On Market

80



Up 8%
Vs. Year Ago

Units Sold*



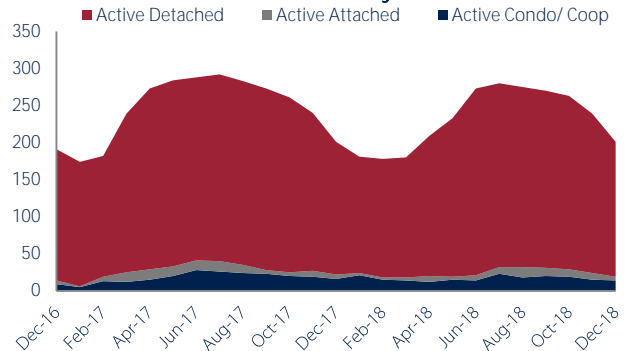
Units Sold

There was a decrease in total units sold in December, with 36 sold this month in Clarksville, Woodstock, and Western Howard County versus 42 last month, a decrease of 14%. This month's total units sold was lower than at this time last year, a decrease of 16% versus December 2017.

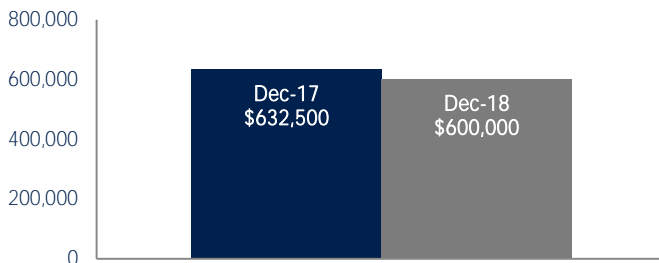
Active Inventory

The total number of homes available this month is 201 units, which is similar compared to a year ago. This month's total of 201 is lower than the previous month's total supply of available inventory of 239, a decrease of 16%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for Clarksville, Woodstock, and Western Howard County Homes was \$632,500. This December, the median sale price was \$600,000, a decrease of 5% or \$32,500 compared to last year. The current median sold price is 4% lower 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.



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™

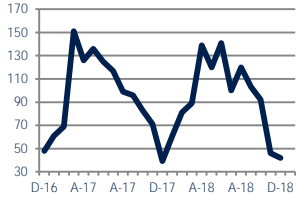
Focus On: Clarksville, Woodstock, and Western Howard County Housing Market

December 2018

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

New Listings

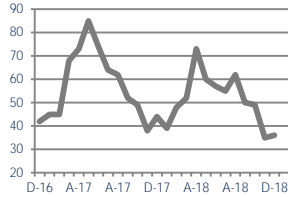
42



Up 8%
Vs. Year Ago

Current Contracts

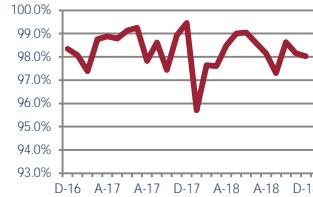
36



Down -18%
Vs. Year Ago

Sold Vs. List Price

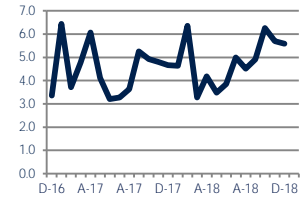
98.0%



Down -1.4%
Vs. Year Ago

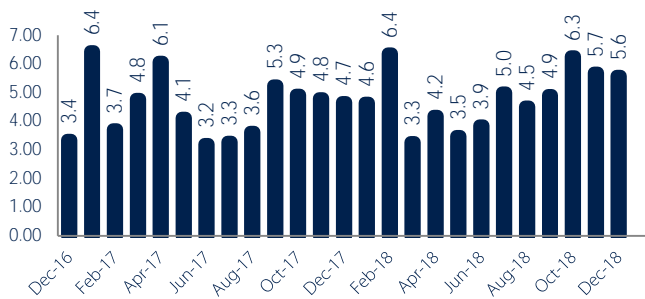
Months of Supply

5.6



Up 19%
Vs. Year Ago

Months Of Supply



Months of Supply

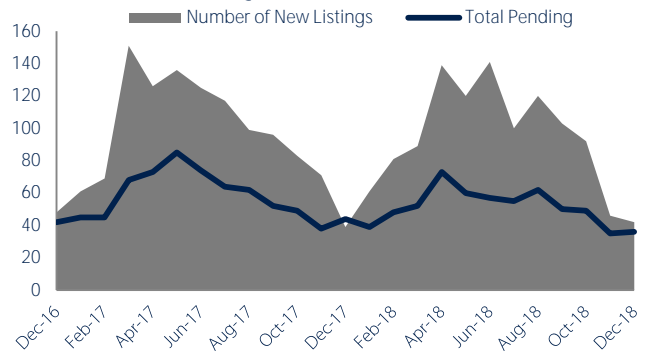
In December, there was 5.6 months of supply available in Clarksville, Woodstock, and Western Howard County, compared to 4.7 in December 2017. That is an increase of 19% versus a year ago.

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.

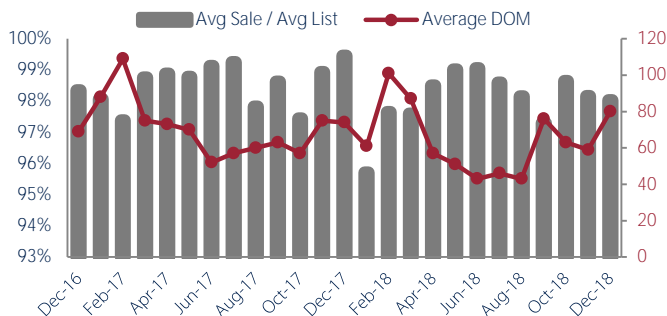
New Listings & Current Contracts

This month there were 42 homes newly listed for sale in Clarksville, Woodstock, and Western Howard County compared to 39 in December 2017, an increase of 8%. There were 36 current contracts pending sale this December compared to 44 a year ago. The number of current contracts is 18% lower 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 Clarksville, Woodstock, and Western Howard County was 98.0% of the average list price, which is 1.4% lower than at this time last year.

Days On Market

This month, the average number of days on market was 80, higher than the average last year, which was 74, an increase of 8%.



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