



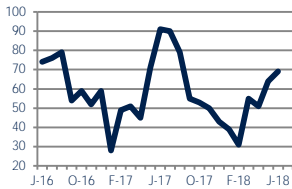
The Long & Foster Market Minute™

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

June 2018

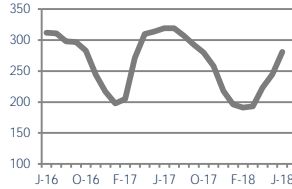
Zip Code(s): 21029, 21797, 20777, 20759, 21036, 21737, 21738, 21794, 21723, 21765 and 21163

Units Sold
69



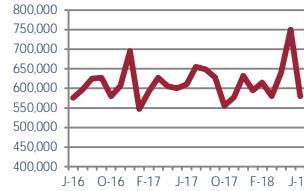
Down -24%
Vs. Year Ago

Active Inventory
281



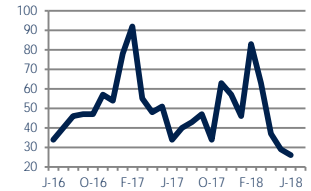
Down -12%
Vs. Year Ago

Median Sale Price
\$580,000



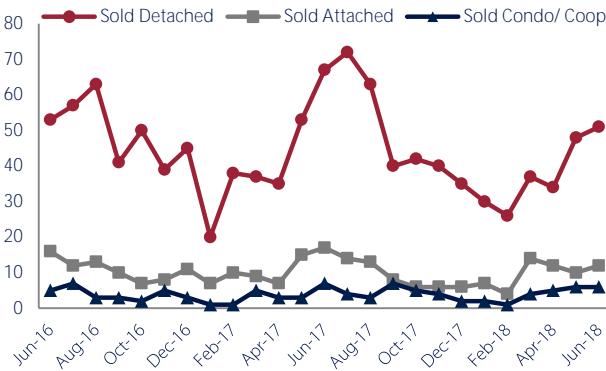
Down -5%
Vs. Year Ago

Days On Market
26



Down -24%
Vs. Year Ago

Units Sold*



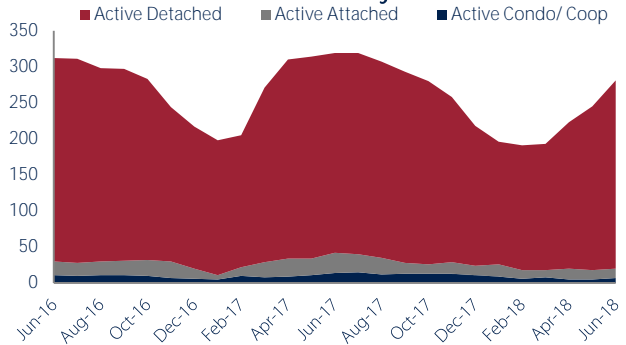
Units Sold

There was an increase in total units sold in June, with 69 sold this month in Clarksville, Woodstock, and Western Howard County versus 64 last month, an increase of 8%. This month's total units sold was lower than at this time last year, a decrease of 24% versus June 2017.

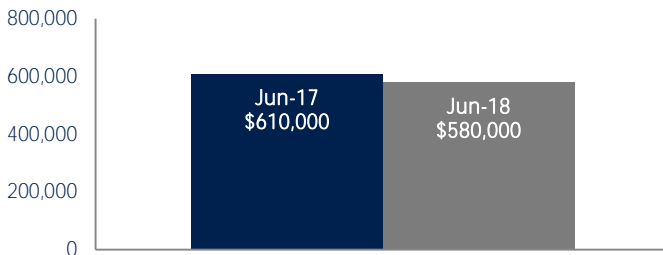
Active Inventory

Versus last year, the total number of homes available this month is lower by 38 units or 12%. The total number of active inventory this June was 281 compared to 319 in June 2017. This month's total of 281 is higher than the previous month's total supply of available inventory of 245, an increase of 15%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Clarksville, Woodstock, and Western Howard County Homes was \$610,000. This June, the median sale price was \$580,000, a decrease of 5% or \$30,000 compared to last year. The current median sold price is 23% lower than in May.

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 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.

CHRISTIE'S
INTERNATIONAL REAL ESTATE

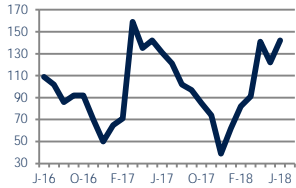




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New Listings

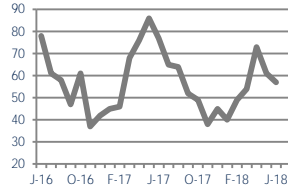
142



Up 8%
Vs. Year Ago

Current Contracts

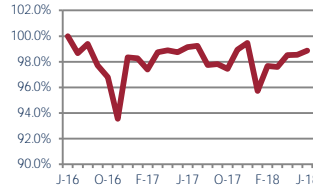
57



Down -26%
Vs. Year Ago

Sold Vs. List Price

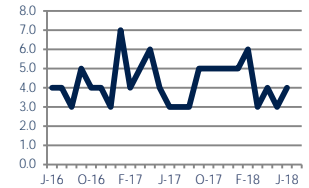
98.9%



No Change
Vs. Year Ago

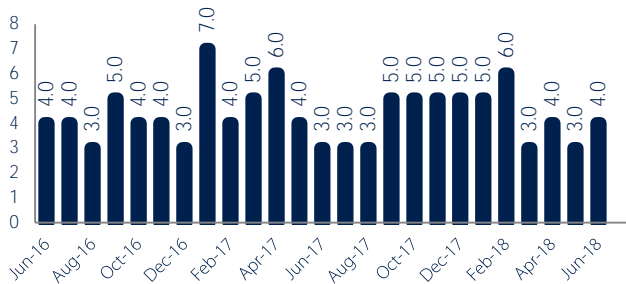
Months of Supply

4.0



Up 33%
Vs. Year Ago

Months Of Supply



New Listings & Current Contracts

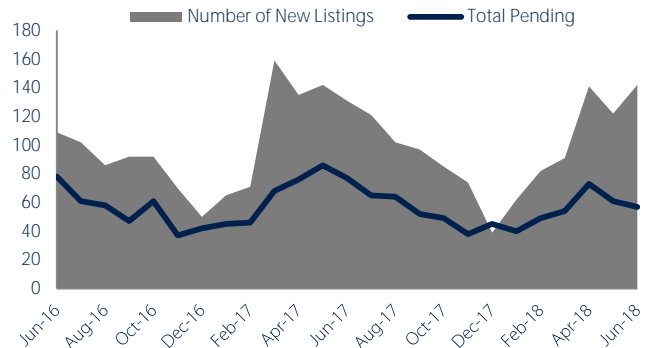
This month there were 142 homes newly listed for sale in Clarksville, Woodstock, and Western Howard County compared to 131 in June 2017, an increase of 8%. There were 57 current contracts pending sale this June compared to 77 a year ago. The number of current contracts is 26% lower than last June.

Months of Supply

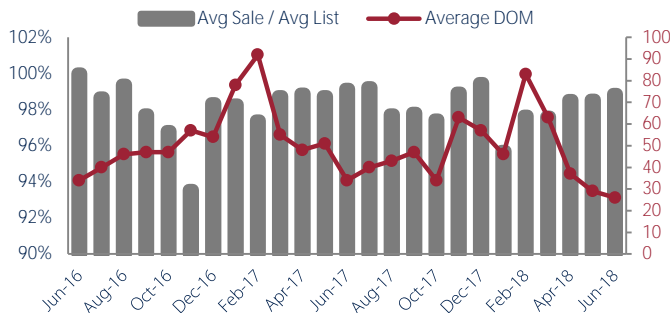
In June, there was 4.1 months of supply available in Clarksville, Woodstock, and Western Howard County, compared to 3.5 in June 2017. That is an increase of 16% versus a year ago.

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 June, the average sale price in Clarksville, Woodstock, and Western Howard County was 98.9% 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 26, lower than the average last year, which was 34, a decrease of 24%.



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