



The Long & Foster Market Minute™

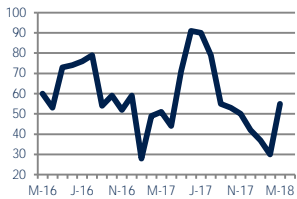
Focus On: Clarksville, Woodstock, and Western Howard County Housing Market

March 2018

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

Units Sold

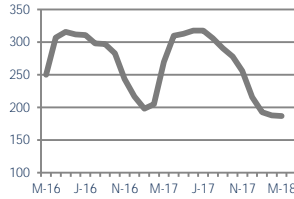
55



Up 8%
Vs. Year Ago

Active Inventory

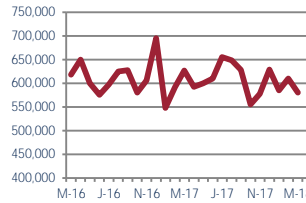
187



Down -31%
Vs. Year Ago

Median Sale Price

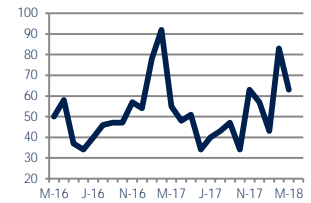
\$580,000



Down -7%
Vs. Year Ago

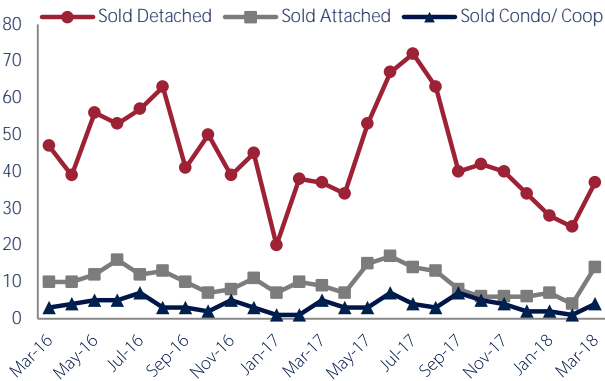
Days On Market

63



Up 15%
Vs. Year Ago

Units Sold*



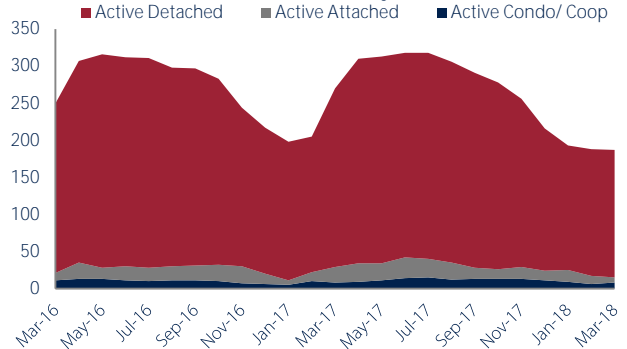
Units Sold

There was an increase in total units sold in March, with 55 sold this month in Clarksville, Woodstock, and Western Howard County. This month's total units sold was higher than at this time last year.

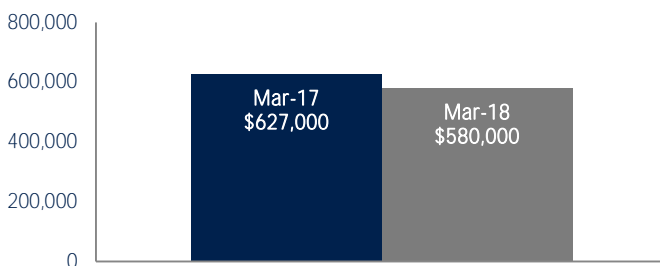
Active Inventory

Versus last year, the total number of homes available this month is lower by 83 units or 31%. The total number of active inventory this March was 187 compared to 270 in March 2017. This month's total of 187 is lower than the previous month's total supply of available inventory of 188, a decrease of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Clarksville, Woodstock, and Western Howard County Homes was \$627,000. This March, the median sale price was \$580,000, a decrease of 7% or \$47,000 compared to last year. The current median sold price is 5% lower than in February.

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.

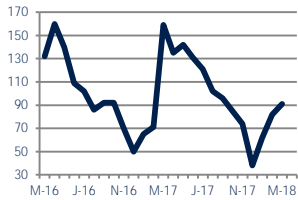
Information included in this report is based on data supplied by MRIS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of MRIS or Long & Foster Real Estate, Inc.



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New Listings

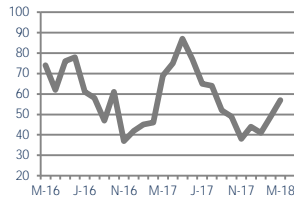
91



Down -43%
Vs. Year Ago

Current Contracts

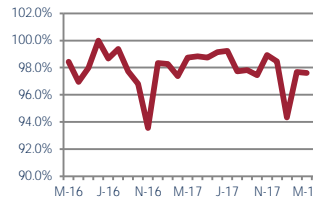
57



Down -17%
Vs. Year Ago

Sold Vs. List Price

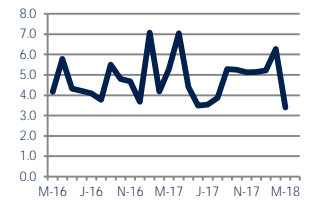
97.6%



Down -1.1%
Vs. Year Ago

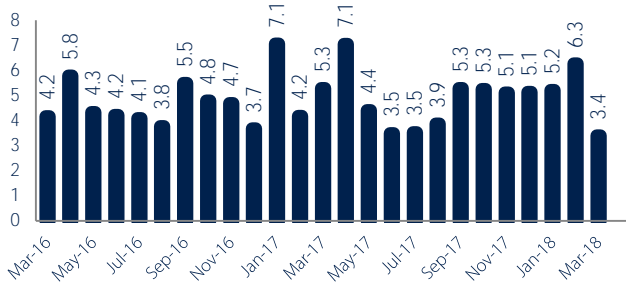
Months of Supply

3.4



Down -36%
Vs. Year Ago

Months Of Supply



Months of Supply

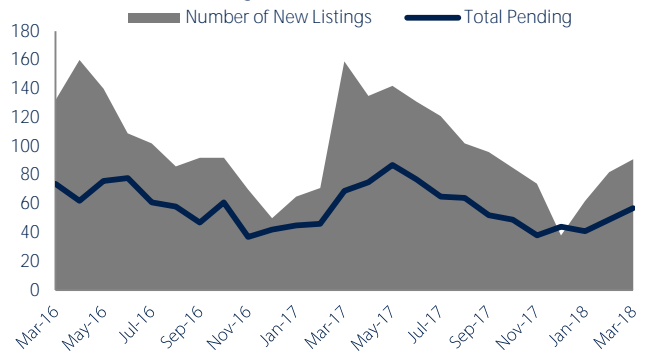
In March, there was 3.4 months of supply available in Clarksville, Woodstock, and Western Howard County, compared to 5.3 in March 2017. That is a decrease of 36% versus a year ago.

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.

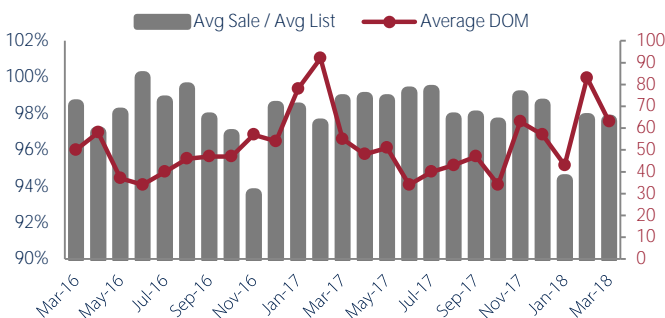
New Listings & Current Contracts

This month there were 91 homes newly listed for sale in Clarksville, Woodstock, and Western Howard County compared to 159 in March 2017, a decrease of 43%. There were 57 current contracts pending sale this March compared to 69 a year ago. The number of current contracts is 17% lower than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Clarksville, Woodstock, and Western Howard County was 97.6% of the average list price, which is 1.1% lower than at this time last year.

Days On Market

This month, the average number of days on market was 63, higher than the average last year, which was 55, an increase of 15%.



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