



# The Long & Foster Market Minute™

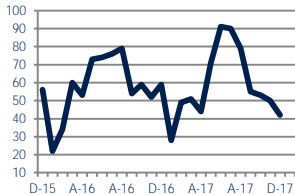
**Focus On:** Clarksville, Woodstock, and Western Howard County Housing Market

December 2017

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

## Units Sold

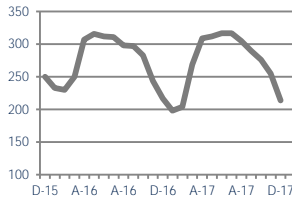
42



Down -29%  
Vs. Year Ago

## Active Inventory

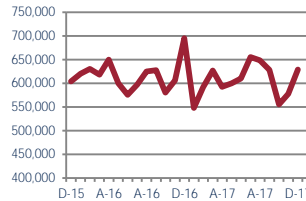
214



Down -1%  
Vs. Year Ago

## Median Sale Price

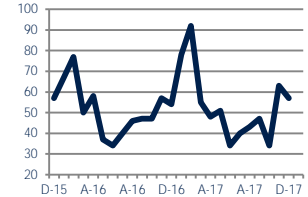
\$628,750



Down -10%  
Vs. Year Ago

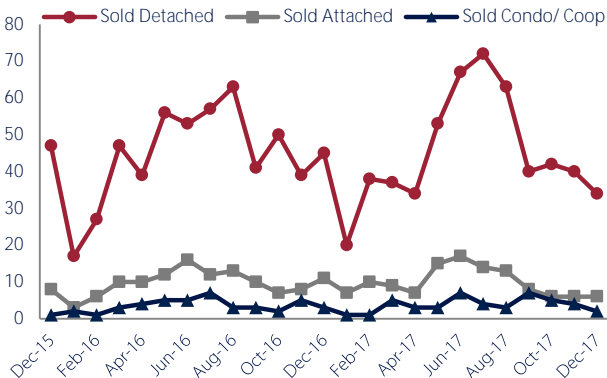
## Days On Market

57



Up 6%  
Vs. Year Ago

## Units Sold\*



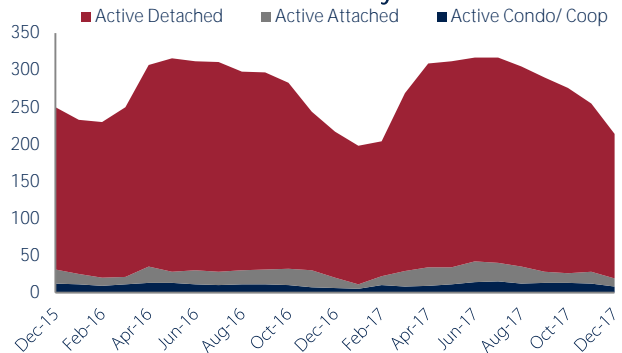
## Units Sold

There was a decrease in total units sold in December, with 42 sold this month in Clarksville, Woodstock, and Western Howard County versus 50 last month, a decrease of 16%. This month's total units sold was lower than at this time last year, a decrease of 29% versus December 2016.

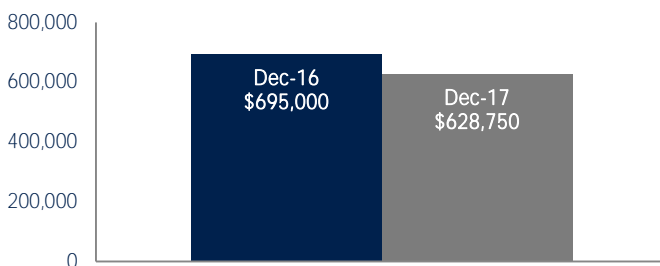
## Active Inventory

Versus last year, the total number of homes available this month is lower by 3 units or 1%. The total number of active inventory this December was 214 compared to 217 in December 2016. This month's total of 214 is lower than the previous month's total supply of available inventory of 255, 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 \$695,000. This December, the median sale price was \$628,750, a decrease of 10% or \$66,250 compared to last year. The current median sold price is 9% higher 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.



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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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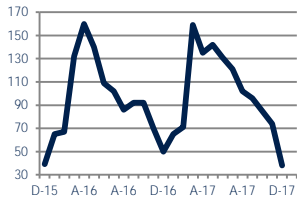
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## New Listings

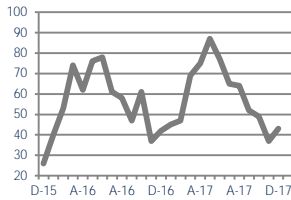
38



**Down -24%**  
Vs. Year Ago

## Current Contracts

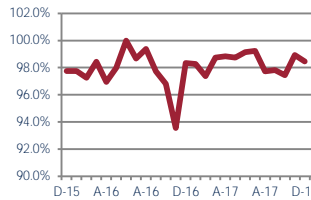
43



**Up 2%**  
Vs. Year Ago

## Sold Vs. List Price

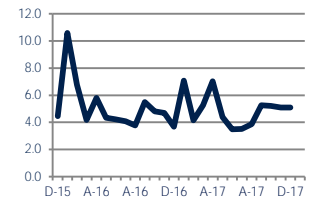
98.5%



**No Change**  
Vs. Year Ago

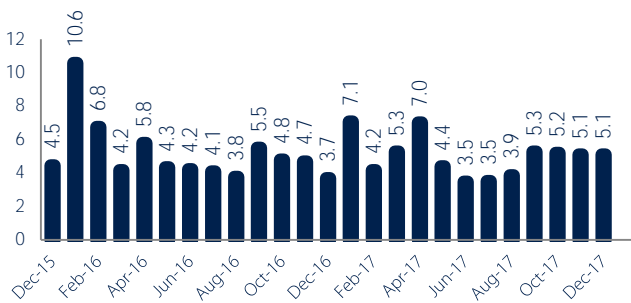
## Months of Supply

5.1



**Up 39%**  
Vs. Year Ago

## Months Of Supply



## Months of Supply

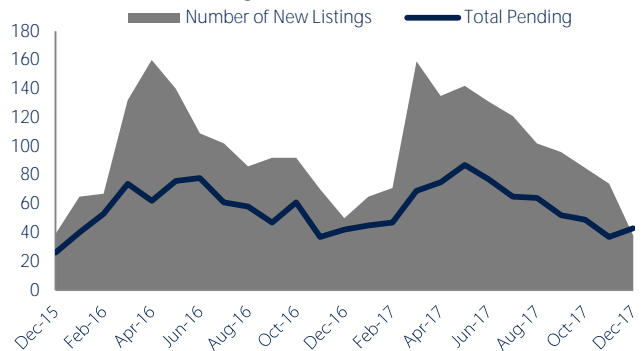
In December, there was 5.1 months of supply available in Clarksville, Woodstock, and Western Howard County, compared to 3.7 in December 2016. That is an increase of 39% versus a year ago.

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.

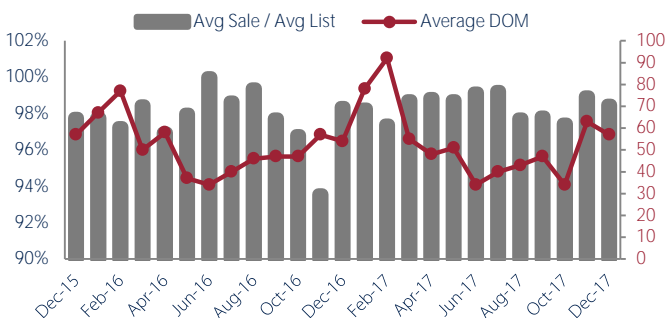
## New Listings & Current Contracts

This month there were 38 homes newly listed for sale in Clarksville, Woodstock, and Western Howard County compared to 50 in December 2016, a decrease of 24%. There were 43 current contracts pending sale this December compared to 42 a year ago. The number of current contracts is 2% higher 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 98.5% 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 57, higher than the average last year, which was 54, an increase of 6%.



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