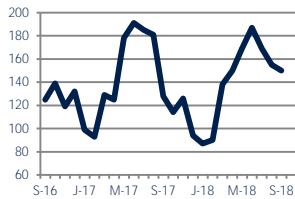


Focus On: Columbia and Clarksville Housing Market

September 2018

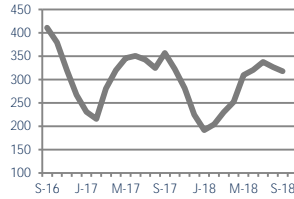
Zip Code(s): 21044, 21045, 21046 and 21029

Units Sold
150



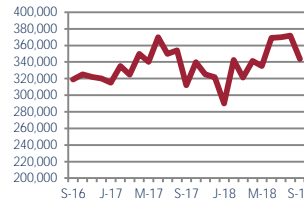
Up 17%
Vs. Year Ago

Active Inventory
318



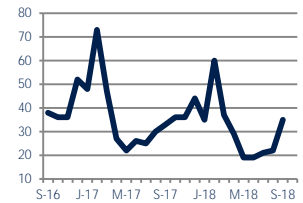
Down -11%
Vs. Year Ago

Median Sale Price
\$343,750



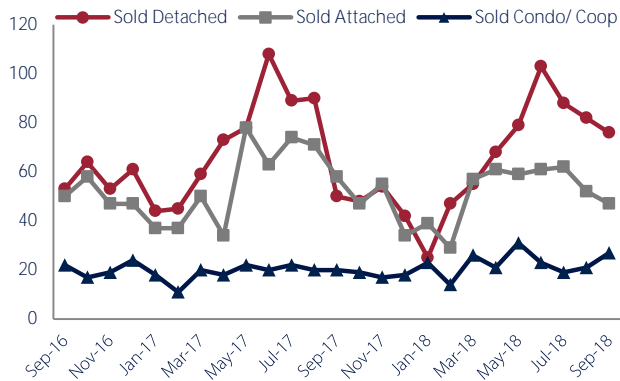
Up 10%
Vs. Year Ago

Days On Market
35



Up 6%
Vs. Year Ago

Units Sold*



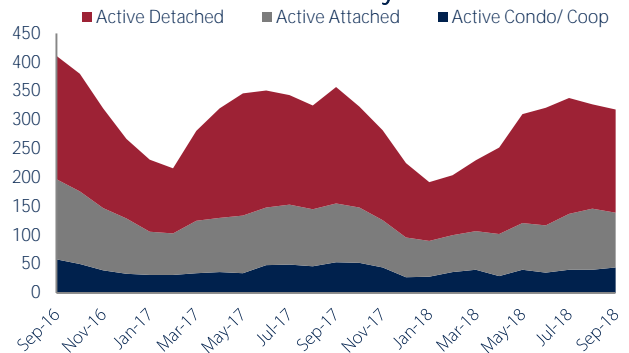
Units Sold

There was a decrease in total units sold in September, with 150 sold this month in Columbia and Clarksville versus 155 last month, a decrease of 3%. This month's total units sold was higher than at this time last year, an increase of 17% versus September 2017.

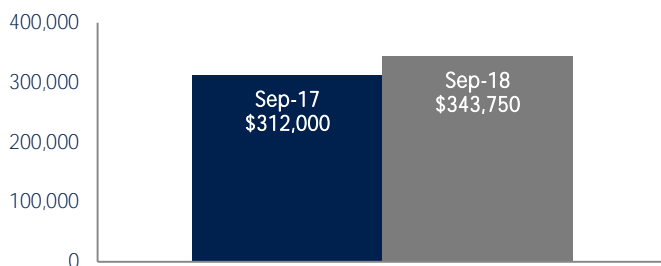
Active Inventory

Versus last year, the total number of homes available this month is lower by 39 units or 11%. The total number of active inventory this September was 318 compared to 357 in September 2017. This month's total of 318 is lower than the previous month's total supply of available inventory of 327, a decrease of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Columbia and Clarksville Homes was \$312,000. This September, the median sale price was \$343,750, an increase of 10% or \$31,750 compared to last year. The current median sold price is 8% lower than in August.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



Columbia and Clarksville are defined as properties listed in zip code/s 21044, 21045, 21046 and 21029.

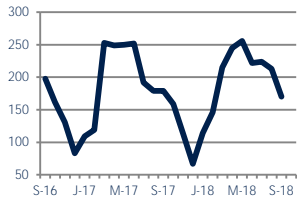
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

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.

Zip Code(s): 21044, 21045, 21046 and 21029

New Listings

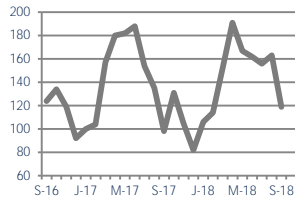
170



Down -5%
Vs. Year Ago

Current Contracts

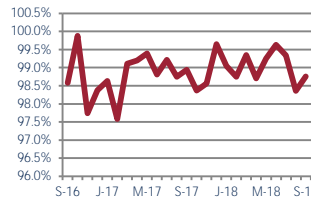
119



Up 21%
Vs. Year Ago

Sold Vs. List Price

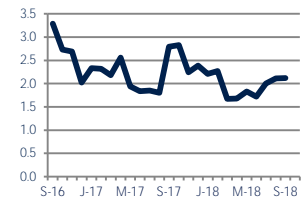
98.8%



No Change
Vs. Year Ago

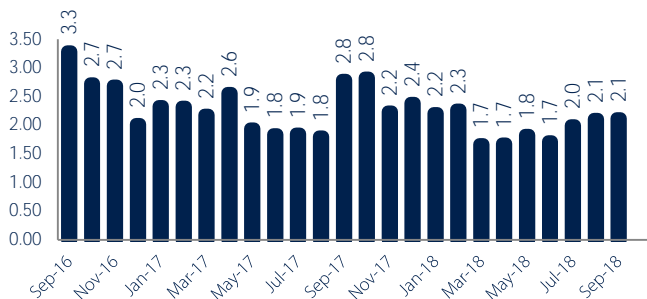
Months of Supply

2.1



Down -24%
Vs. Year Ago

Months Of Supply



Months of Supply

In September, there was 2.1 months of supply available in Columbia and Clarksville, compared to 2.8 in September 2017. That is a decrease of 24% versus a year ago.

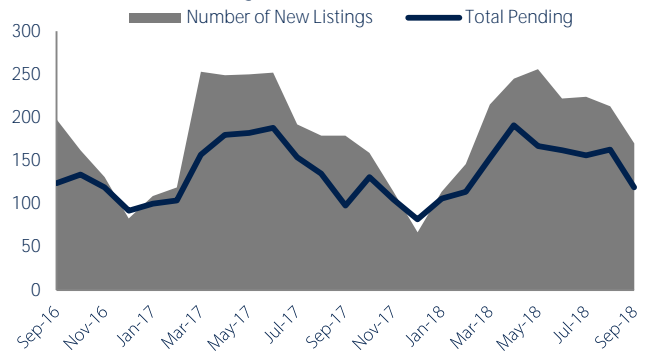
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

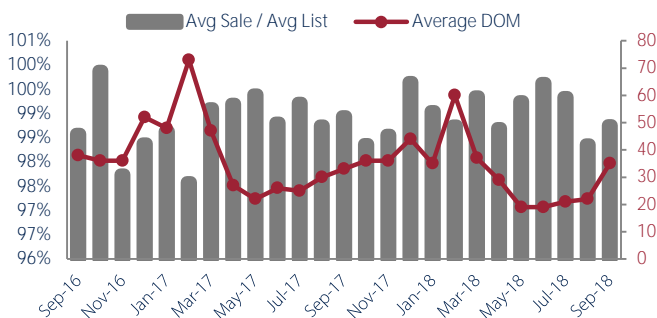
This month there were 170 homes newly listed for sale in Columbia and Clarksville compared to 179 in September 2017, a decrease of 5%.

There were 119 current contracts pending sale this September compared to 98 a year ago. The number of current contracts is 21% higher than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Columbia and Clarksville was 98.8% 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 35, higher than the average last year, which was 33, an increase of 6%.



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