



The Long & Foster Market Minute™

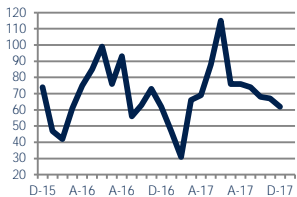
Focus On: Crofton, Crownsville, and Gambrills Housing Market

December 2017

Zip Code(s): 21114, 21032 and 21054

Units Sold

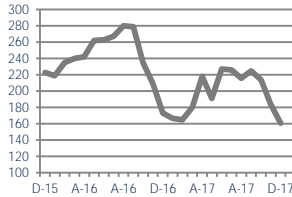
62



No Change
Vs. Year Ago

Active Inventory

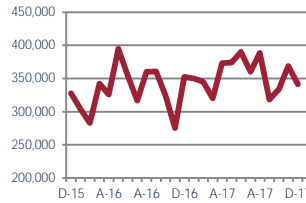
161



Down -7%
Vs. Year Ago

Median Sale Price

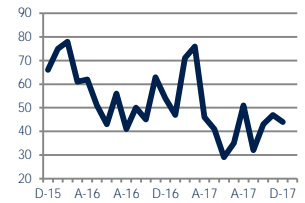
\$341,500



Down -3%
Vs. Year Ago

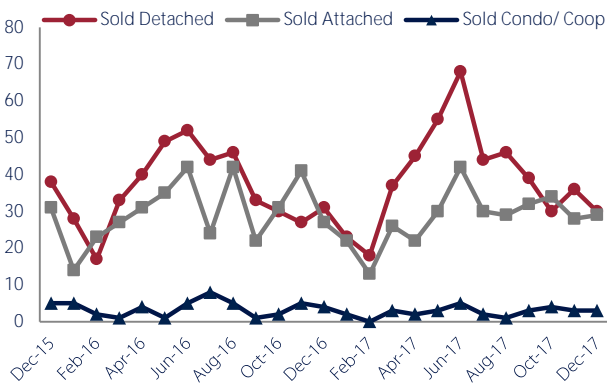
Days On Market

44



Down -19%
Vs. Year Ago

Units Sold*



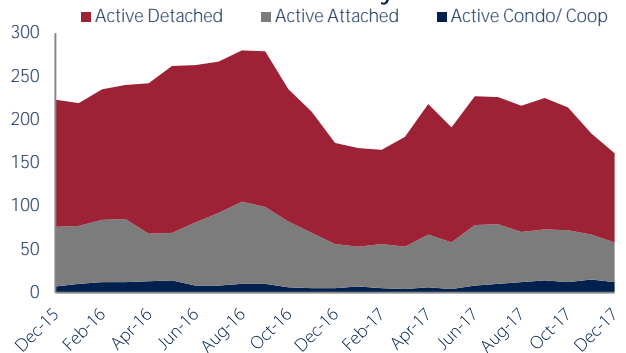
Units Sold

There was a decrease in total units sold in December, with 62 sold this month in Crofton, Crownsville, and Gambrills, a decrease of 7%. This month's total units sold is similar compared to a year ago.

Active Inventory

Versus last year, the total number of homes available this month is lower by 12 units or 7%. The total number of active inventory this December was 161 compared to 173 in December 2016. This month's total of 161 is lower than the previous month's total supply of available inventory of 184, a decrease of 13%.

Active Inventory*

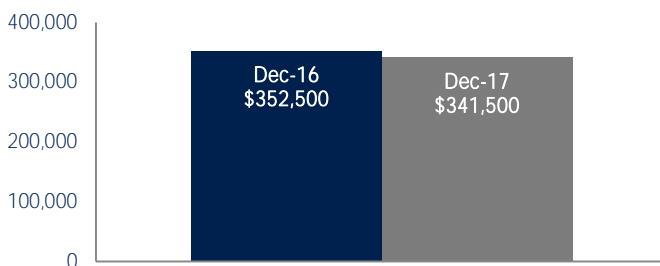


Median Sale Price

Last December, the median sale price for Crofton, Crownsville, and Gambrills Homes was \$352,500. This December, the median sale price was \$341,500, a decrease of 3% or \$11,000 compared to last year. The current median sold price is 7% 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.

Median Sale Price



Crofton, Crownsville, and Gambrills are defined as properties listed in zip code/s 21114, 21032 and 21054.

*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

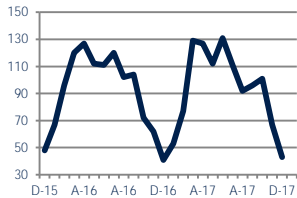




Zip Code(s): 21114, 21032 and 21054

New Listings

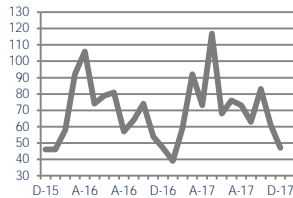
43



Up 5%
Vs. Year Ago

Current Contracts

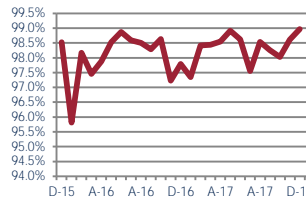
47



No Change
Vs. Year Ago

Sold Vs. List Price

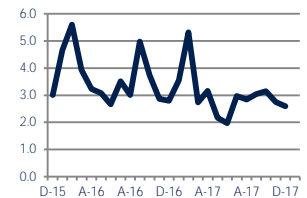
99.0%



Up 1.2%
Vs. Year Ago

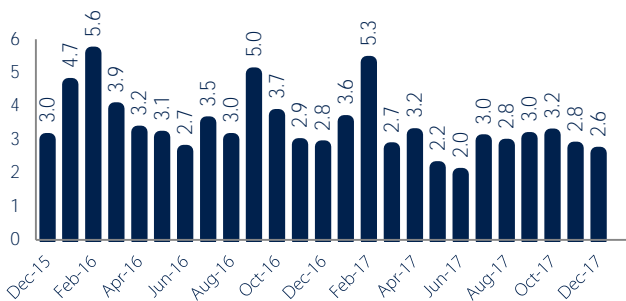
Months of Supply

2.6



Down -7%
Vs. Year Ago

Months Of Supply



Months of Supply

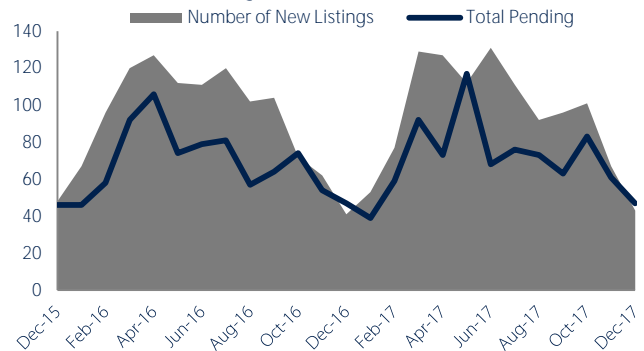
In December, there was 2.6 months of supply available in Crofton, Crownsville, and Gambrills, compared to 2.8 in December 2016. That is a decrease of 7% versus a year ago.

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.

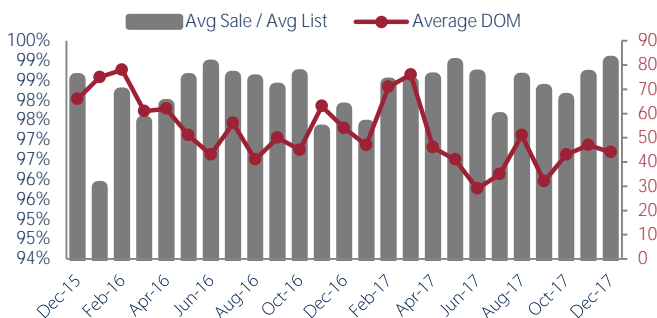
New Listings & Current Contracts

This month there were 43 homes newly listed for sale in Crofton, Crownsville, and Gambrills compared to 41 in December 2016, an increase of 5%. There were 47 current contracts pending sale this December, consistent with the volume a year ago. The number of current contracts is 23% lower than last month.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Crofton, Crownsville, and Gambrills was 99.0% of the average list price, which is 1.2% higher than at this time last year.

Days On Market

This month, the average number of days on market was 44, lower than the average last year, which was 54, a decrease of 19%.



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