



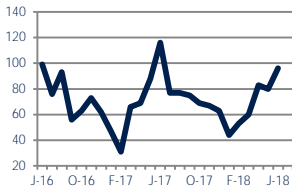
The Long & Foster Market Minute™

Focus On: Crofton, Crownsville, and Gambrills Housing Market

June 2018

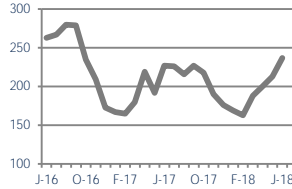
Zip Code(s): 21114, 21032 and 21054

Units Sold
96



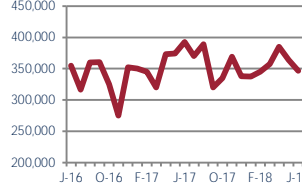
Down -17%
Vs. Year Ago

Active Inventory
237



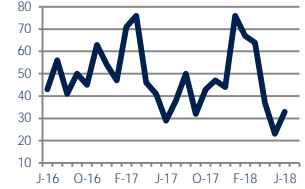
Up 4%
Vs. Year Ago

Median Sale Price
\$346,500



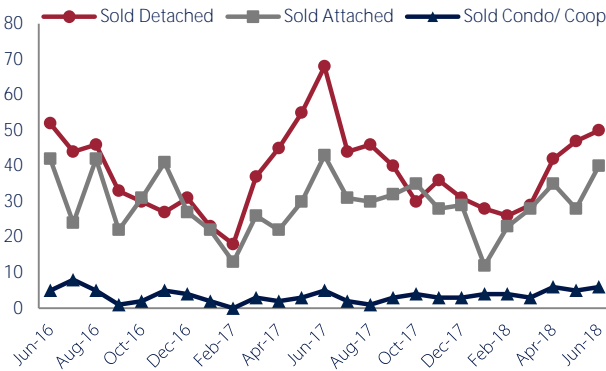
Down -12%
Vs. Year Ago

Days On Market
33



Up 14%
Vs. Year Ago

Units Sold*



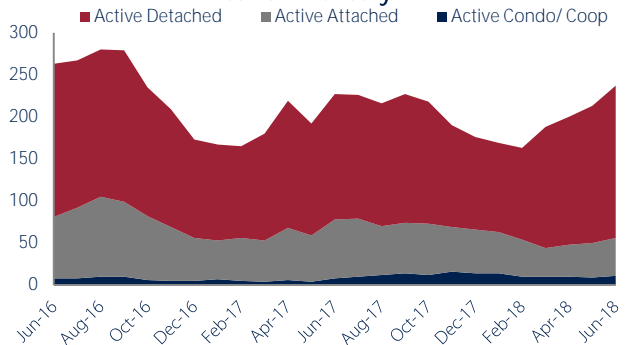
Units Sold

There was an increase in total units sold in June, with 96 sold this month in Crofton, Crownsville, and Gambrills versus 80 last month, an increase of 20%. This month's total units sold was lower than at this time last year, a decrease of 17% versus June 2017.

Active Inventory

Versus last year, the total number of homes available this month is higher by 10 units or 4%. The total number of active inventory this June was 237 compared to 227 in June 2017. This month's total of 237 is higher than the previous month's total supply of available inventory of 213, an increase of 11%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Crofton, Crownsville, and Gambrills Homes was \$392,500. This June, the median sale price was \$346,500, a decrease of 12% or \$46,000 compared to last year. The current median sold price is 5% 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.

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

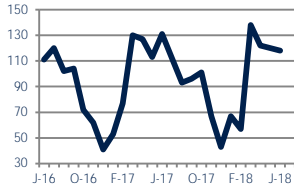




Zip Code(s): 21114, 21032 and 21054

New Listings

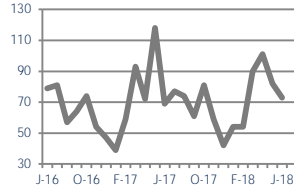
118



Down -10%
Vs. Year Ago

Current Contracts

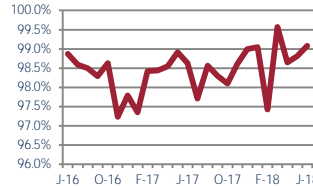
73



Up 6%
Vs. Year Ago

Sold Vs. List Price

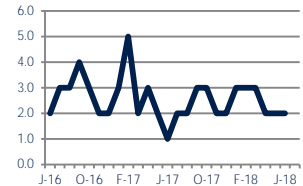
99.1%



No Change
Vs. Year Ago

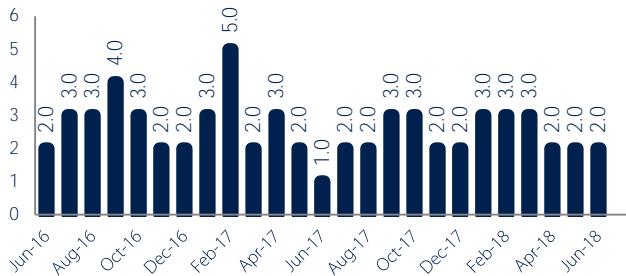
Months of Supply

2.0



Up 100%
Vs. Year Ago

Months Of Supply



Months of Supply

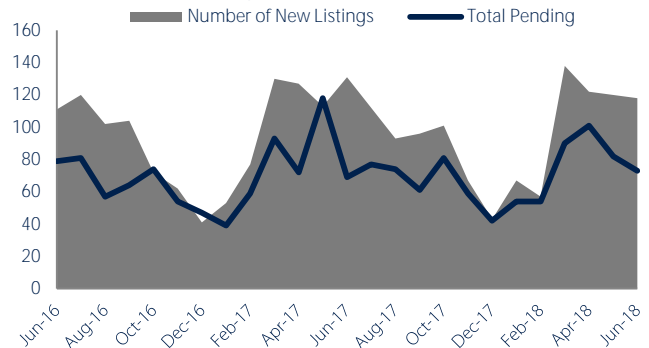
In June, there was 2.5 months of supply available in Crofton, Crownsville, and Gambrills, compared to 2.0 in June 2017. That is an increase of 26% versus a year ago.

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.

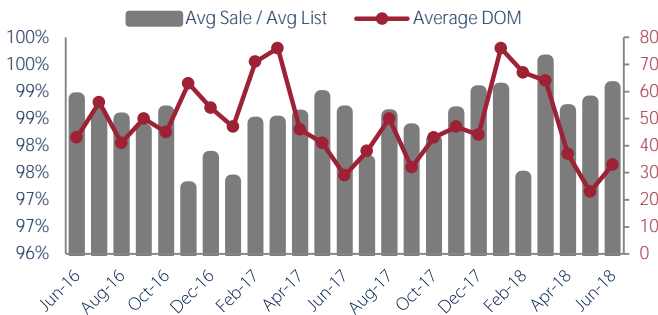
New Listings & Current Contracts

This month there were 118 homes newly listed for sale in Crofton, Crownsville, and Gambrills compared to 131 in June 2017, a decrease of 10%. There were 73 current contracts pending sale this June compared to 69 a year ago. The number of current contracts is 6% higher than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Crofton, Crownsville, and Gambrills was 99.1% 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 33, higher than the average last year, which was 29, an increase of 14%.



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