



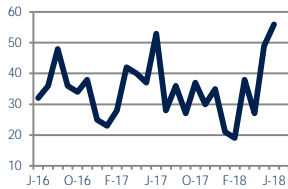
The Long & Foster Market Minute™

Focus On: Fallston and Joppa Housing Market

June 2018

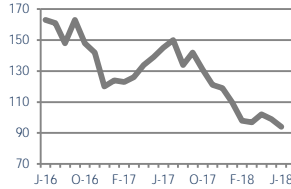
Zip Code(s): 21047 and 21085

Units Sold
56



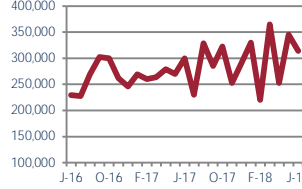
Up 6%
Vs. Year Ago

Active Inventory
94



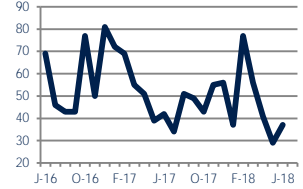
Down -35%
Vs. Year Ago

Median Sale Price
\$313,850



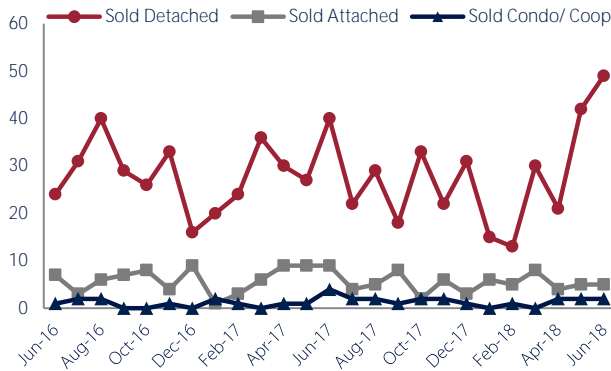
Up 5%
Vs. Year Ago

Days On Market
37



Down -12%
Vs. Year Ago

Units Sold*



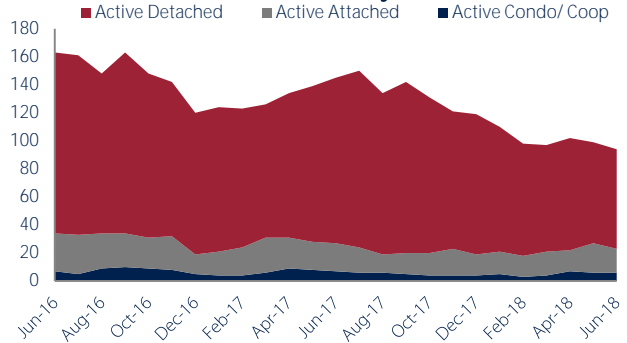
Units Sold

There was an increase in total units sold in June, with 56 sold this month in Fallston and Joppa versus 49 last month, an increase of 14%. This month's total units sold was higher than at this time last year, an increase of 6% versus June 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 51 units or 35%. The total number of active inventory this June was 94 compared to 145 in June 2017. This month's total of 94 is lower than the previous month's total supply of available inventory of 99, a decrease of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Fallston and Joppa Homes was \$299,900. This June, the median sale price was \$313,850, an increase of 5% or \$13,950 compared to last year. The current median sold price is 9% 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.

Fallston and Joppa are defined as properties listed in zip code/s 21047 and 21085.

*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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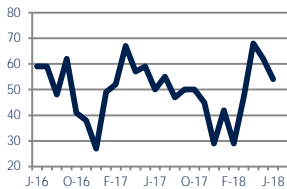
Focus On: Fallston and Joppa Housing Market

June 2018

Zip Code(s): 21047 and 21085

New Listings

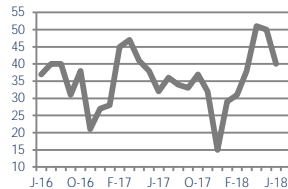
54



Up 8%
Vs. Year Ago

Current Contracts

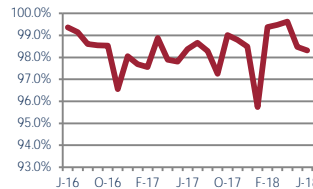
40



Up 25%
Vs. Year Ago

Sold Vs. List Price

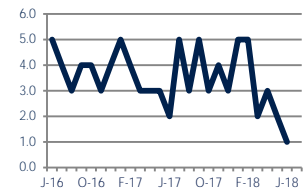
98.3%



No Change
Vs. Year Ago

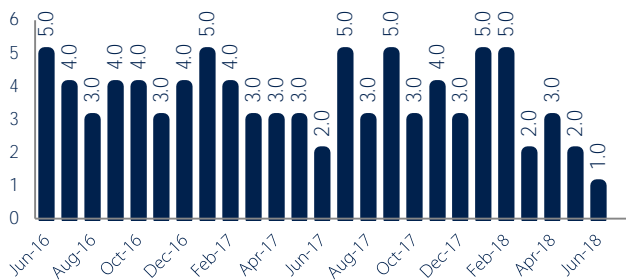
Months of Supply

1.0



Down -50%
Vs. Year Ago

Months Of Supply



Months of Supply

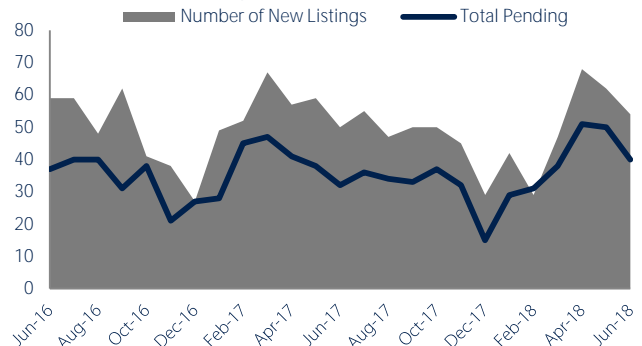
In June, there was 1.7 months of supply available in Fallston and Joppa, compared to 2.7 in June 2017. That is a decrease of 39% versus a year ago.

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.

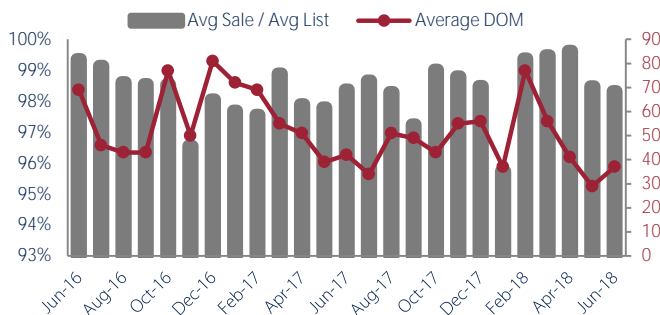
New Listings & Current Contracts

This month there were 54 homes newly listed for sale in Fallston and Joppa compared to 50 in June 2017, an increase of 8%. There were 40 current contracts pending sale this June compared to 32 a year ago. The number of current contracts is 25% 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 Fallston and Joppa was 98.3% 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 37, lower than the average last year, which was 42, a decrease of 12%.



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