



The Long & Foster Market Minute™

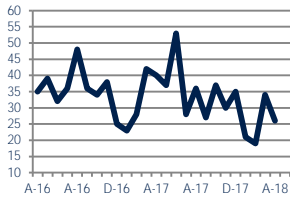
Focus On: Fallston and Joppa Housing Market

April 2018

Zip Code(s): 21047 and 21085

Units Sold

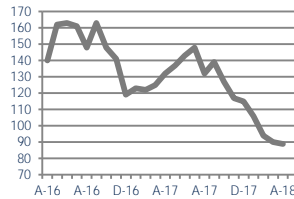
26



Down
Vs. Year Ago

Active Inventory

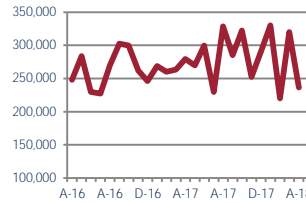
89



Down -33%
Vs. Year Ago

Median Sale Price

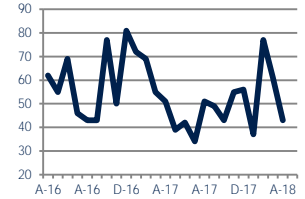
\$236,500



Down
Vs. Year Ago

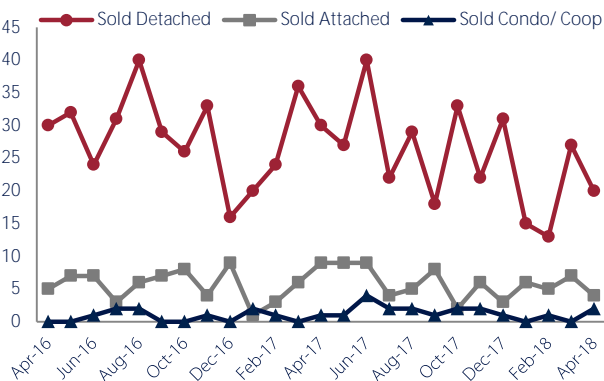
Days On Market

43



Down -16%
Vs. Year Ago

Units Sold*



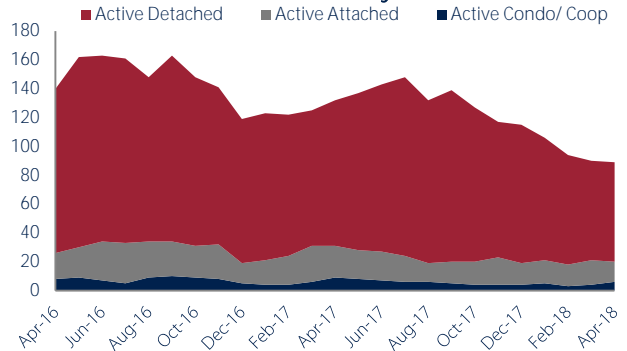
Units Sold

With relatively few transactions, there was a decrease in total units sold in April, with 26 sold this month in Fallston and Joppa. This month's total units sold was lower than at this time last year, a decrease from April 2017.

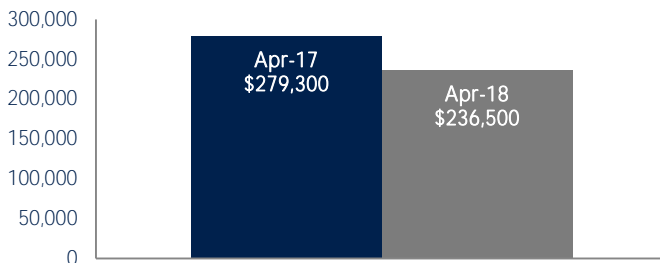
Active Inventory

Versus last year, the total number of homes available this month is lower by 43 units or 33%. The total number of active inventory this April was 89 compared to 132 in April 2017. This month's total of 89 is lower than the previous month's total supply of available inventory of 90, a decrease of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last April, the median sale price for Fallston and Joppa Homes was \$279,300. This April, the median sale price was \$236,500, a decrease of \$42,800 compared to last year. The current median sold price is lower than in March.

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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INTERNATIONAL REAL ESTATE





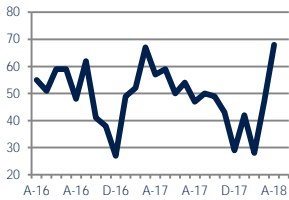
Focus On: Fallston and Joppa Housing Market

April 2018

Zip Code(s): 21047 and 21085

New Listings

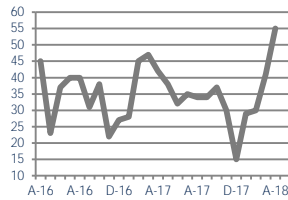
68



Up 19%
Vs. Year Ago

Current Contracts

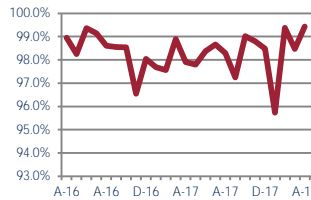
55



Up 31%
Vs. Year Ago

Sold Vs. List Price

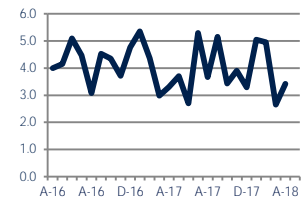
99.4%



Up 1.6%
Vs. Year Ago

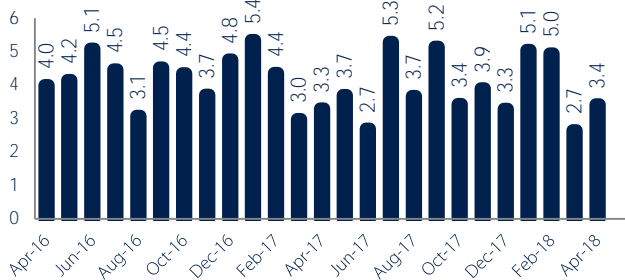
Months of Supply

3.4



Up 4%
Vs. Year Ago

Months Of Supply



Months of Supply

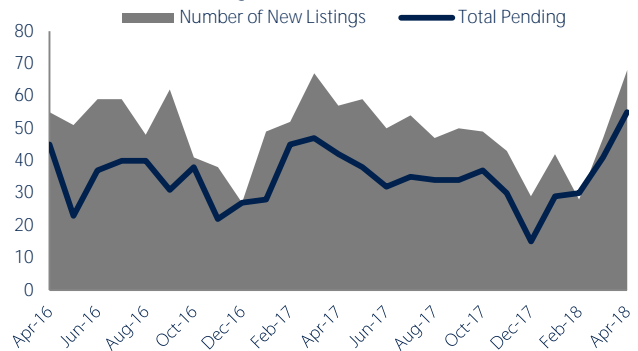
In April, there was 3.4 months of supply available in Fallston and Joppa, compared to 3.3 in April 2017. That is an increase of 4% versus a year ago.

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.

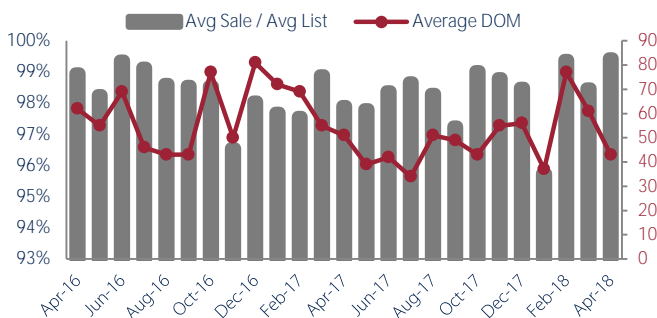
New Listings & Current Contracts

This month there were 68 homes newly listed for sale in Fallston and Joppa compared to 57 in April 2017, an increase of 19%. There were 55 current contracts pending sale this April compared to 42 a year ago. The number of current contracts is 31% higher than last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Fallston and Joppa was 99.4% of the average list price, which is 1.5% higher than at this time last year.

Days On Market

This month, the average number of days on market was 43, lower than the average last year, which was 51, a decrease of 16%.



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