

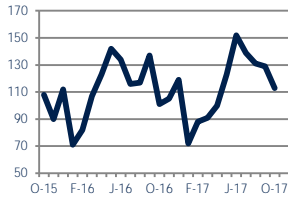


Focus On: Hagerstown Housing Market

October 2017

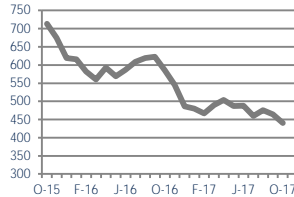
Zip Code(s): 21740 and 21742

Units Sold
113



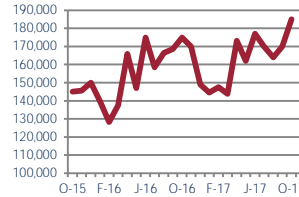
Up 12%
Vs. Year Ago

Active Inventory
440



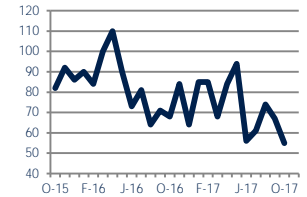
Down -25%
Vs. Year Ago

Median Sale Price
\$185,000



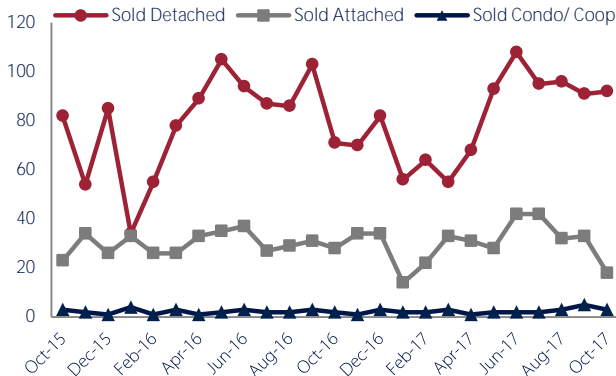
Up 6%
Vs. Year Ago

Days On Market
55



Down -19%
Vs. Year Ago

Units Sold*



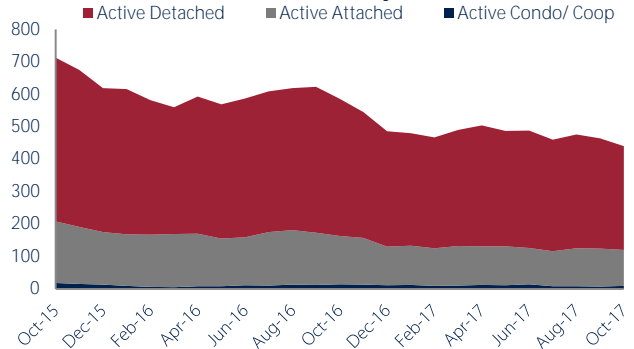
Units Sold

There was a decrease in total units sold in October, with 113 sold this month in Hagerstown versus 129 last month, a decrease of 12%. This month's total units sold was higher than at this time last year, an increase of 12% versus October 2016.

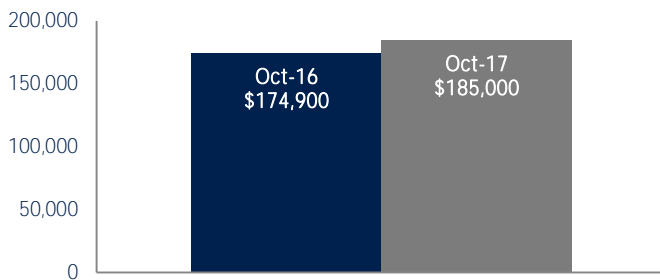
Active Inventory

Versus last year, the total number of homes available this month is lower by 146 units or 25%. The total number of active inventory this October was 440 compared to 586 in October 2016. This month's total of 440 is lower than the previous month's total supply of available inventory of 464, a decrease of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

Last October, the median sale price for Hagerstown Homes was \$174,900. This October, the median sale price was \$185,000, an increase of 6% or \$10,100 compared to last year. The current median sold price is 9% higher than in September.

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

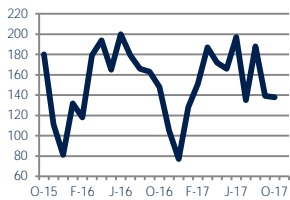
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October 2017

Zip Code(s): 21740 and 21742

New Listings

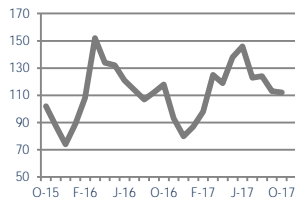
138



Down -7%
Vs. Year Ago

Current Contracts

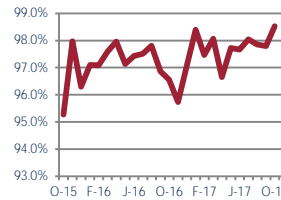
112



Down -5%
Vs. Year Ago

Sold Vs. List Price

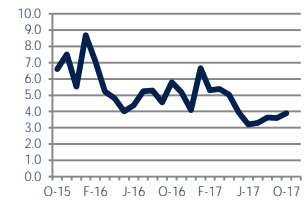
98.5%



Up 2%
Vs. Year Ago

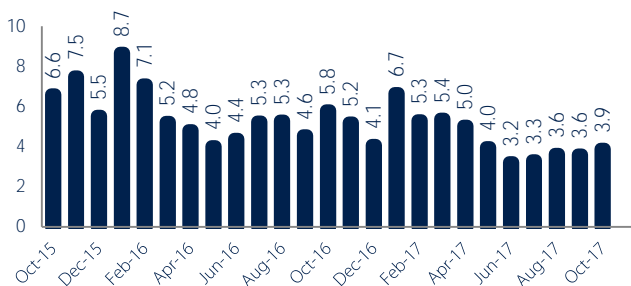
Months of Supply

3.9



Down -33%
Vs. Year Ago

Months Of Supply



Months of Supply

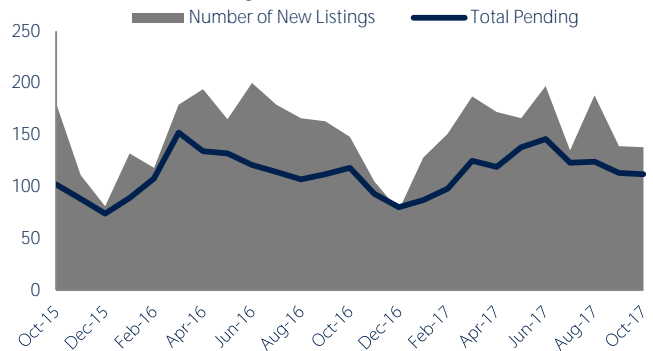
In October, there was 3.9 months of supply available in Hagerstown, compared to 5.8 in October 2016. That is a decrease of 33% versus a year ago.

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.

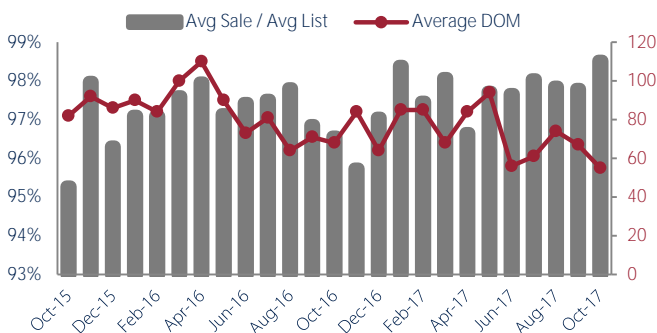
New Listings & Current Contracts

This month there were 138 homes newly listed for sale in Hagerstown compared to 148 in October 2016, a decrease of 7%. There were 112 current contracts pending sale this October compared to 118 a year ago. The number of current contracts is 5% lower than last October.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In October, the average sale price in Hagerstown was 98.5% of the average list price, which is 2.0% higher than at this time last year.

Days On Market

This month, the average number of days on market was 55, lower than the average last year, which was 68, a decrease of 19%.