

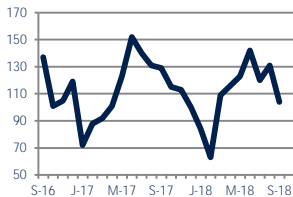
## Focus On: Hagerstown Housing Market

September 2018

Zip Code(s): 21740 and 21742

### Units Sold

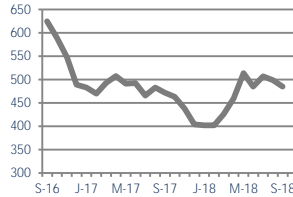
104



Down -19%  
Vs. Year Ago

### Active Inventory

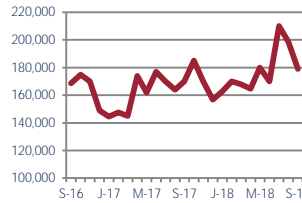
485



Up 3%  
Vs. Year Ago

### Median Sale Price

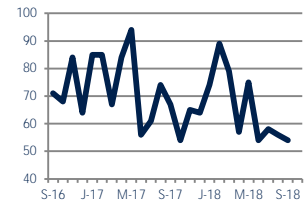
\$179,000



Up 5%  
Vs. Year Ago

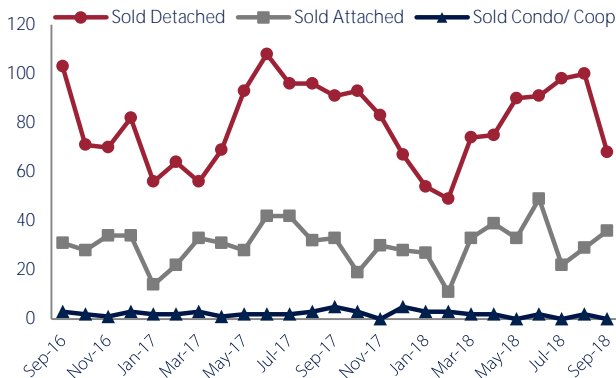
### Days On Market

54



Down -19%  
Vs. Year Ago

### Units Sold\*



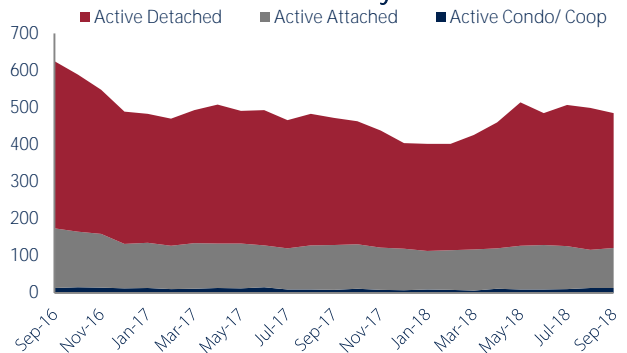
### Units Sold

There was a decrease in total units sold in September, with 104 sold this month in Hagerstown versus 131 last month, a decrease of 21%. This month's total units sold was lower than at this time last year, a decrease of 19% versus September 2017.

### Active Inventory

Versus last year, the total number of homes available this month is higher by 13 units or 3%. The total number of active inventory this September was 485 compared to 472 in September 2017. This month's total of 485 is lower than the previous month's total supply of available inventory of 499, a decrease of 3%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last September, the median sale price for Hagerstown Homes was \$169,900. This September, the median sale price was \$179,000, an increase of 5% or \$9,100 compared to last year. The current median sold price is 10% lower than in August.

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



Hagerstown are defined as properties listed in zip code/s 21740 and 21742.

\*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.

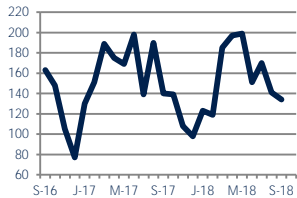
## Focus On: Hagerstown Housing Market

September 2018

Zip Code(s): 21740 and 21742

### New Listings

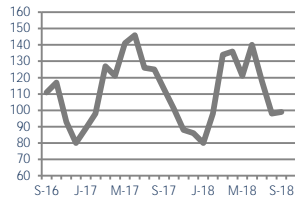
134



Down -4%  
Vs. Year Ago

### Current Contracts

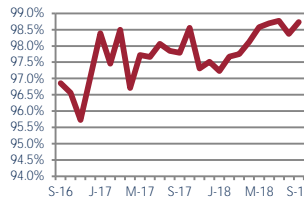
99



Down -12%  
Vs. Year Ago

### Sold Vs. List Price

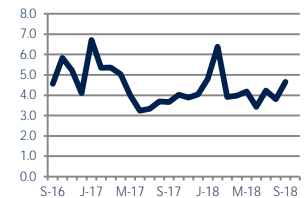
98.7%



Up 1%  
Vs. Year Ago

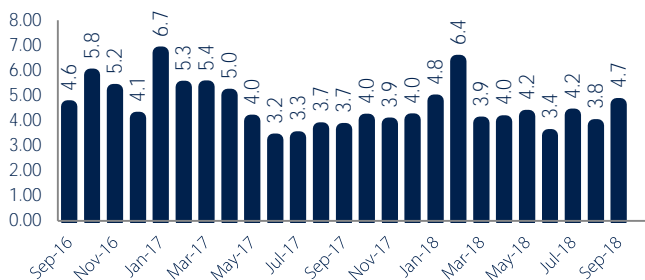
### Months of Supply

4.7



Up 27%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

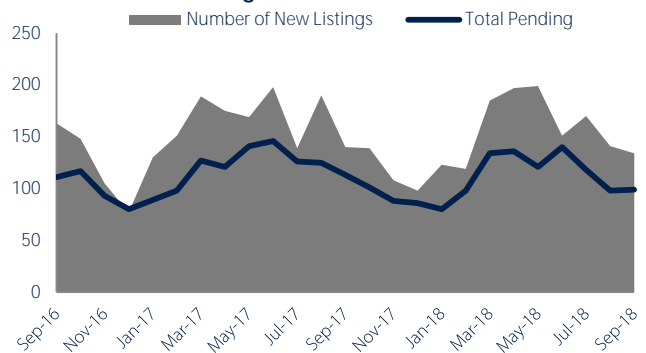
In September, there was 4.7 months of supply available in Hagerstown, compared to 3.7 in September 2017. That is an increase of 27% versus a year ago.

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.

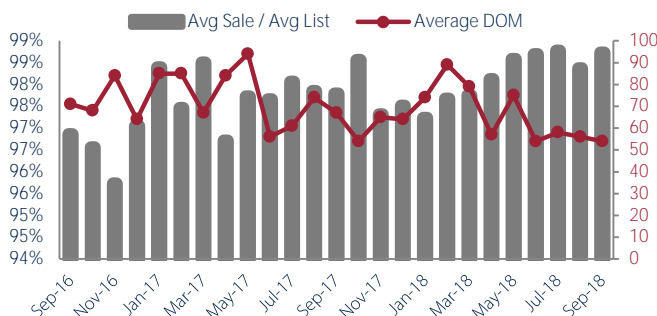
### New Listings & Current Contracts

This month there were 134 homes newly listed for sale in Hagerstown compared to 140 in September 2017, a decrease of 4%. There were 99 current contracts pending sale this September compared to 113 a year ago. The number of current contracts is 12% lower than last September.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In September, the average sale price in Hagerstown was 98.7% of the average list price, which is 0.9% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 54, lower than the average last year, which was 67, a decrease of 19%.



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