



The Long & Foster Market Minute™

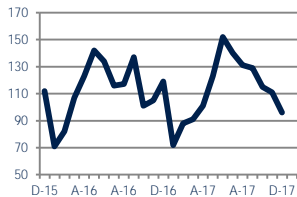
Focus On: Hagerstown Housing Market

December 2017

Zip Code(s): 21740 and 21742

Units Sold

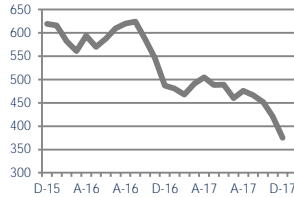
96



Down -19%
Vs. Year Ago

Active Inventory

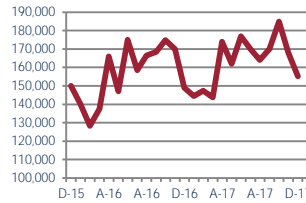
375



Down -23%
Vs. Year Ago

Median Sale Price

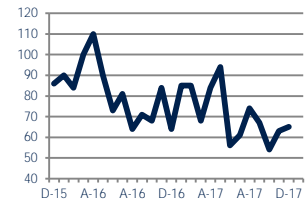
\$155,150



Up 4%
Vs. Year Ago

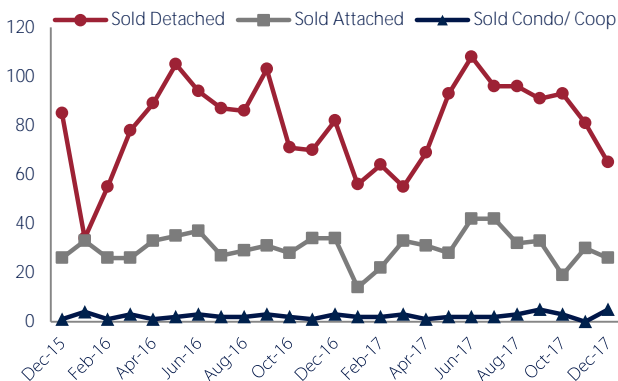
Days On Market

65



Up 2%
Vs. Year Ago

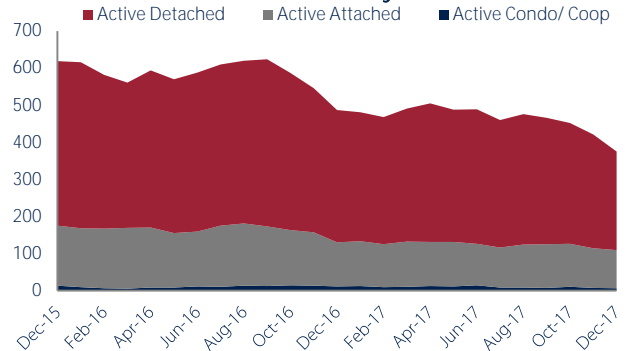
Units Sold*



Units Sold

There was a decrease in total units sold in December, with 96 sold this month in Hagerstown versus 111 last month, a decrease of 14%. This month's total units sold was lower than at this time last year, a decrease of 19% versus December 2016.

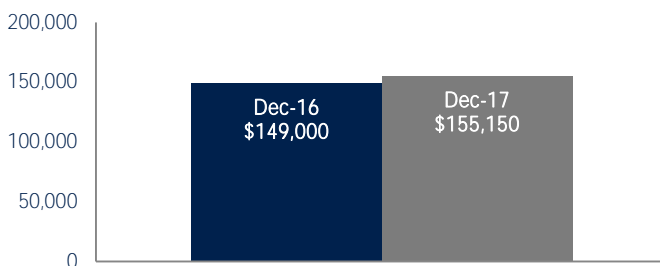
Active Inventory*



Active Inventory

Versus last year, the total number of homes available this month is lower by 112 units or 23%. The total number of active inventory this December was 375 compared to 487 in December 2016. This month's total of 375 is lower than the previous month's total supply of available inventory of 421, a decrease of 11%.

Median Sale Price



Median Sale Price

Last December, the median sale price for Hagerstown Homes was \$149,000. This December, the median sale price was \$155,150, an increase of 4% or \$6,150 compared to last year. The current median sold price is 8% lower than in November.

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.

CHRISTIE'S
INTERNATIONAL REAL ESTATE





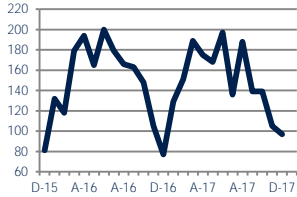
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New Listings

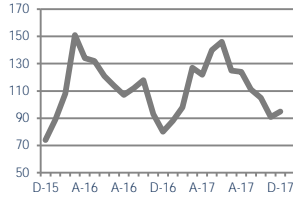
97



Up 26%
Vs. Year Ago

Current Contracts

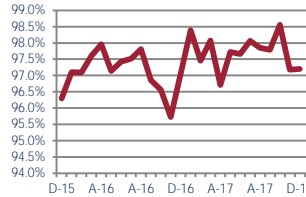
95



Up 19%
Vs. Year Ago

Sold Vs. List Price

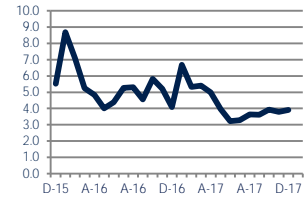
97.2%



No Change
Vs. Year Ago

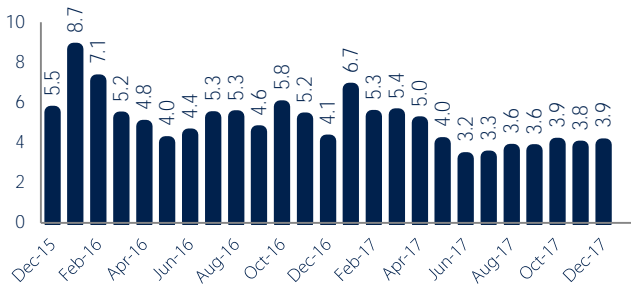
Months of Supply

3.9



Down -4%
Vs. Year Ago

Months Of Supply



Months of Supply

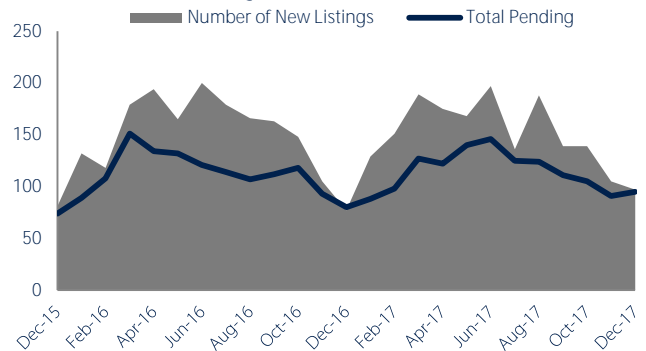
In December, there was 3.9 months of supply available in Hagerstown, compared to 4.1 in December 2016. That is a decrease of 5% versus a year ago.

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.

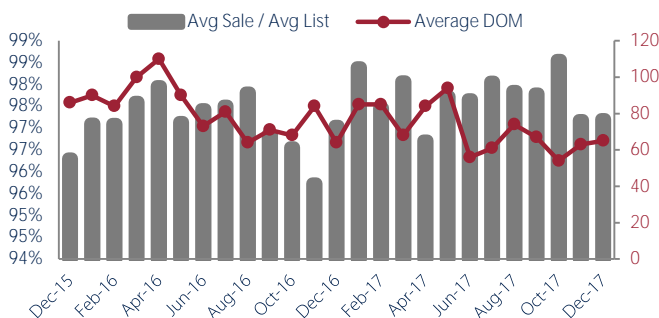
New Listings & Current Contracts

This month there were 97 homes newly listed for sale in Hagerstown compared to 77 in December 2016, an increase of 26%. There were 95 current contracts pending sale this December compared to 80 a year ago. The number of current contracts is 19% higher than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Hagerstown was 97.2% 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 65, higher than the average last year, which was 64, an increase of 2%.



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