



The Long & Foster Market Minute™

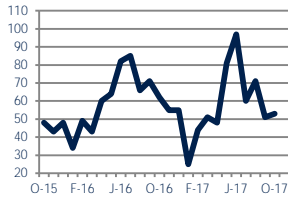
Focus On: Homeland, Roland Park, and Cedarcroft Housing Market

October 2017

Zip Code(s): 21212 and 21210

Units Sold

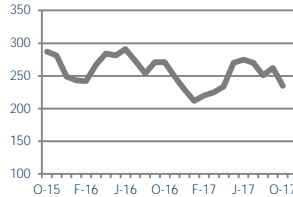
53



Down -15%
Vs. Year Ago

Active Inventory

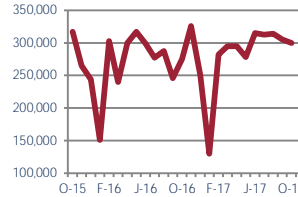
235



Down -13%
Vs. Year Ago

Median Sale Price

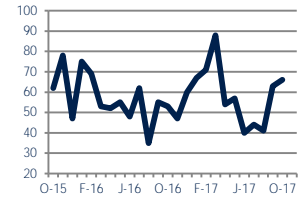
\$299,900



Up 9%
Vs. Year Ago

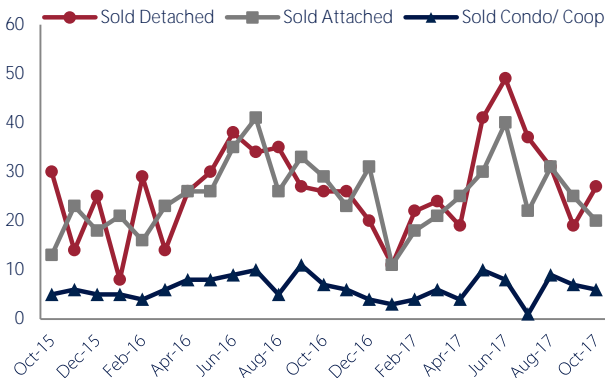
Days On Market

66



Up 25%
Vs. Year Ago

Units Sold*



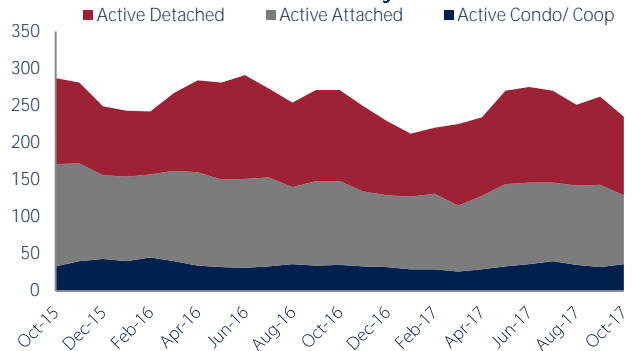
Units Sold

There was an increase in total units sold in October, with 53 sold this month in Homeland, Roland Park, and Cedarcroft versus 51 last month, an increase of 4%. This month's total units sold was lower than at this time last year, a decrease of 15% versus October 2016.

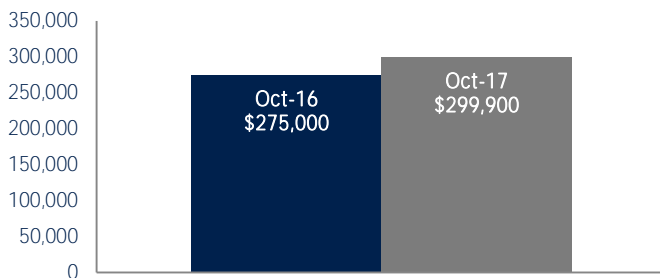
Active Inventory

Versus last year, the total number of homes available this month is lower by 36 units or 13%. The total number of active inventory this October was 235 compared to 271 in October 2016. This month's total of 235 is lower than the previous month's total supply of available inventory of 262, a decrease of 10%.

Active Inventory*



Median Sale Price



Median Sale Price

Last October, the median sale price for Homeland, Roland Park, and Cedarcroft Homes was \$275,000. This October, the median sale price was \$299,900, an increase of 9% or \$24,900 compared to last year. The current median sold price is 2% lower 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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Homeland, Roland Park, and Cedarcroft are defined as properties listed in zip code/s 21212 and 21210.

*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.

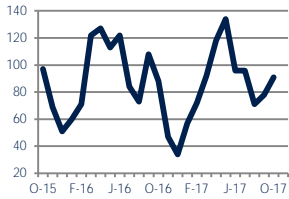




Zip Code(s): 21212 and 21210

New Listings

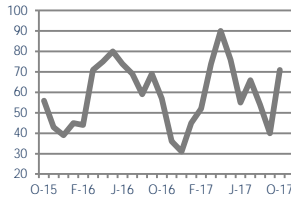
91



Up 3%
Vs. Year Ago

Current Contracts

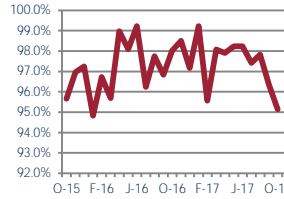
71



Up 25%
Vs. Year Ago

Sold Vs. List Price

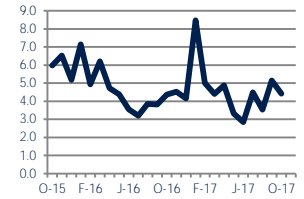
95.1%



Down -2.9%
Vs. Year Ago

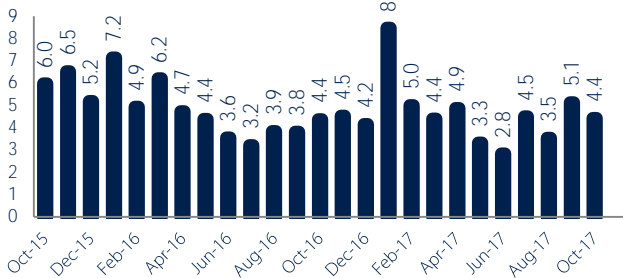
Months of Supply

4.4



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

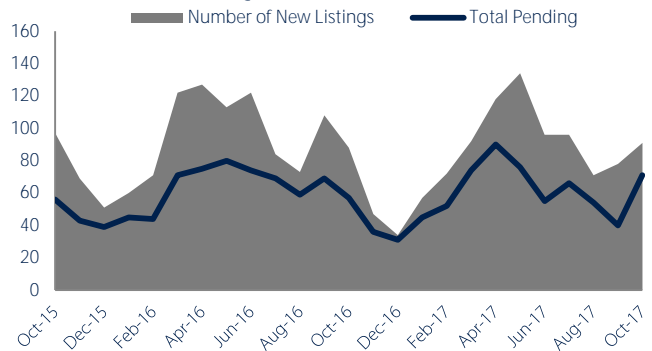
In October, there was 4.4 months of supply available in Homeland, Roland Park, and Cedarcroft. The amount of supply is similar compared to a year ago.

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.

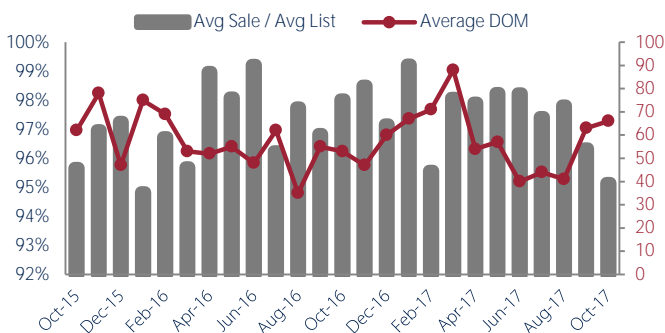
New Listings & Current Contracts

This month there were 91 homes newly listed for sale in Homeland, Roland Park, and Cedarcroft compared to 88 in October 2016, an increase of 3%. There were 71 current contracts pending sale this October compared to 57 a year ago. The number of current contracts is 25% higher 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 Homeland, Roland Park, and Cedarcroft was 95.1% of the average list price, which is 2.9% lower than at this time last year.

Days On Market

This month, the average number of days on market was 66, higher than the average last year, which was 53, an increase of 25%.