



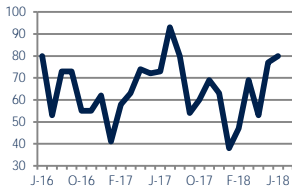
The Long & Foster Market Minute™

Focus On: La Plata, Indian Head, and Bryans Road Housing Market

June 2018

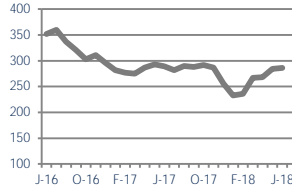
Zip Code(s): 20646, 20640, 20616, 20658, 20677, 20662, 20693 and 20675

Units Sold
80



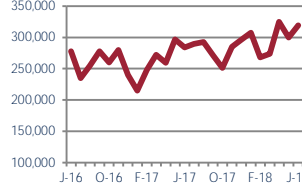
Up 10%
Vs. Year Ago

Active Inventory
286



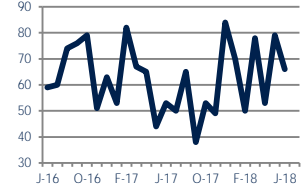
Down -1%
Vs. Year Ago

Median Sale Price
\$319,000



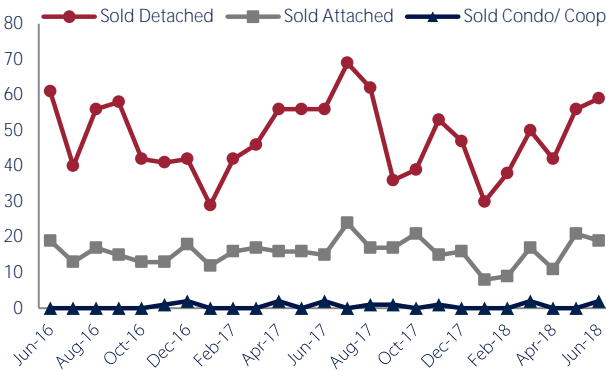
Up 12%
Vs. Year Ago

Days On Market
66



Up 25%
Vs. Year Ago

Units Sold*



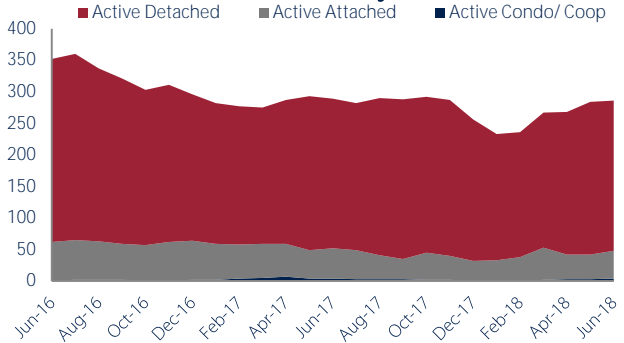
Units Sold

There was an increase in total units sold in June, with 80 sold this month in La Plata, Indian Head, and Bryans Road versus 77 last month, an increase of 4%. This month's total units sold was higher than at this time last year, an increase of 10% versus June 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 3 units or 1%. The total number of active inventory this June was 286 compared to 289 in June 2017. This month's total of 286 is higher than the previous month's total supply of available inventory of 284, an increase of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for La Plata, Indian Head, and Bryans Road Homes was \$283,900. This June, the median sale price was \$319,000, an increase of 12% or \$35,100 compared to last year. The current median sold price is 6% higher than in May.

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

La Plata, Indian Head, and Bryans Road are defined as properties listed in zip code/s 20646, 20640, 20616, 20658, 20677, 20662, 20693 and 20675.

*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





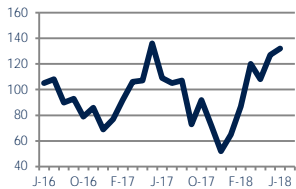
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June 2018

Zip Code(s): 20646, 20640, 20616, 20658, 20677, 20662, 20693 and 20675

New Listings

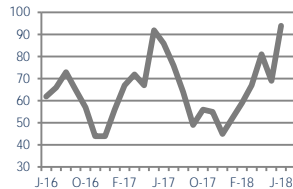
132



Up 21%
Vs. Year Ago

Current Contracts

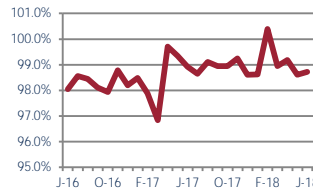
94



Up 9%
Vs. Year Ago

Sold Vs. List Price

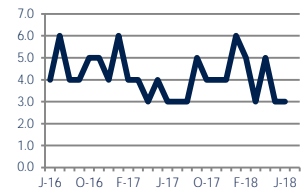
98.7%



No Change
Vs. Year Ago

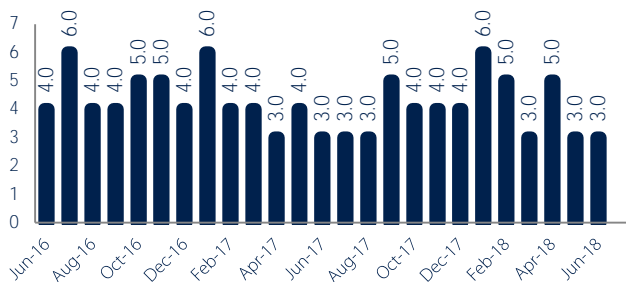
Months of Supply

3.0



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

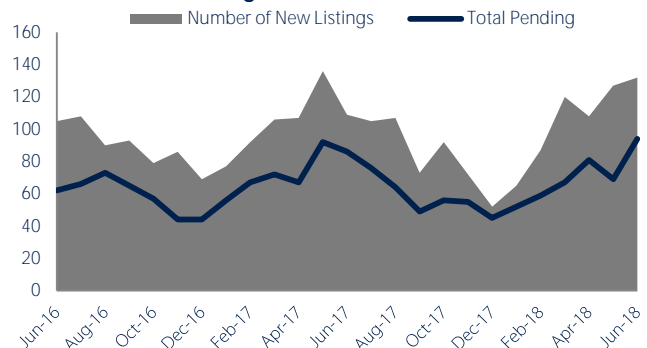
In June, there was 3.6 months of supply available in La Plata, Indian Head, and Bryans Road, compared to 4.0 in June 2017. That is a decrease of 10% versus a year ago.

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.

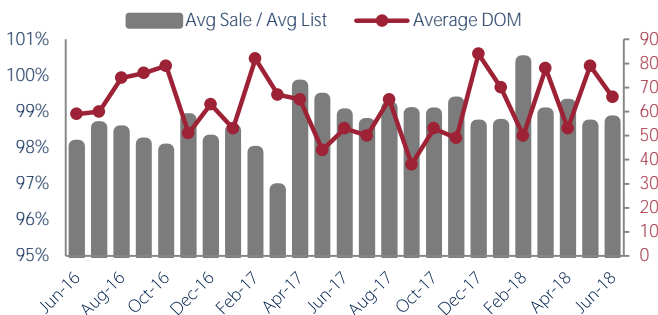
New Listings & Current Contracts

This month there were 132 homes newly listed for sale in La Plata, Indian Head, and Bryans Road compared to 109 in June 2017, an increase of 21%. There were 94 current contracts pending sale this June compared to 86 a year ago. The number of current contracts is 9% higher than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in La Plata, Indian Head, and Bryans Road was 98.7% 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 66, higher than the average last year, which was 53, an increase of 25%.



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