



The Long & Foster Market Minute™

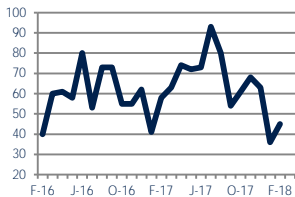
Focus On: La Plata, Indian Head, and Bryans Road Housing Market

February 2018

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

Units Sold

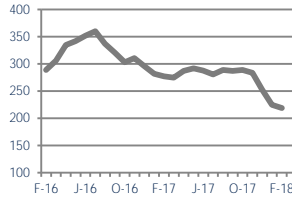
45



Down -22%
Vs. Year Ago

Active Inventory

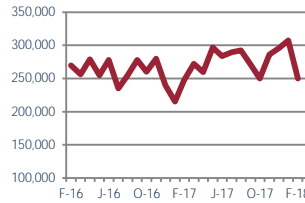
219



Down -21%
Vs. Year Ago

Median Sale Price

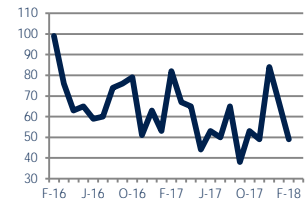
\$249,900



Up 1%
Vs. Year Ago

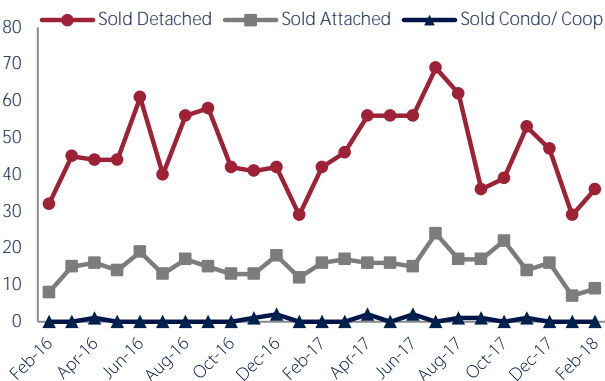
Days On Market

49



Down -40%
Vs. Year Ago

Units Sold*



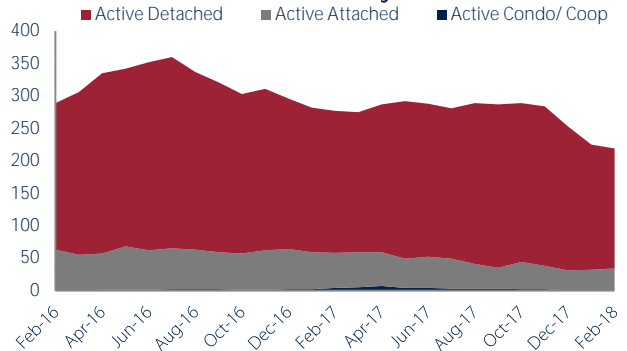
Units Sold

There was an increase in total units sold in February, with 45 sold this month in La Plata, Indian Head, and Bryans Road versus 36 last month, an increase of 25%. This month's total units sold was lower than at this time last year, a decrease of 22% versus February 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 58 units or 21%. The total number of active inventory this February was 219 compared to 277 in February 2017. This month's total of 219 is lower than the previous month's total supply of available inventory of 225, a decrease of 3%.

Active Inventory*

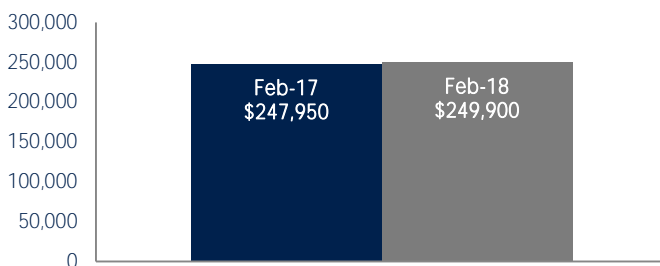


Median Sale Price

Last February, the median sale price for La Plata, Indian Head, and Bryans Road Homes was \$247,950. This February, the median sale price was \$249,900, an increase of 1% or \$1,950 compared to last year. The current median sold price is 19% lower than in January.

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

Median Sale Price



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.



CHRISTIE'S
INTERNATIONAL REAL ESTATE



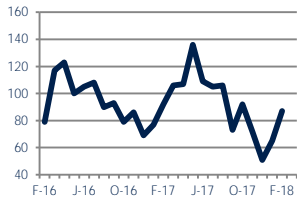
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New Listings

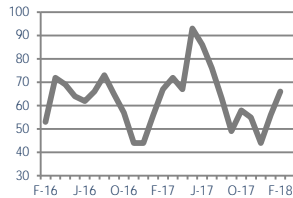
87



Down -5%
Vs. Year Ago

Current Contracts

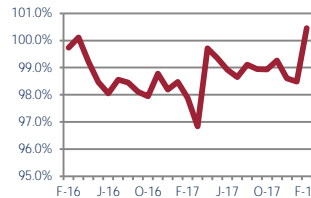
66



Down -1%
Vs. Year Ago

Sold Vs. List Price

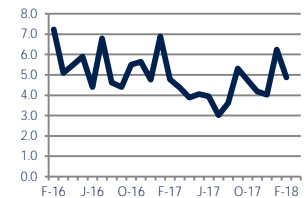
100.5%



Up 2.6%
Vs. Year Ago

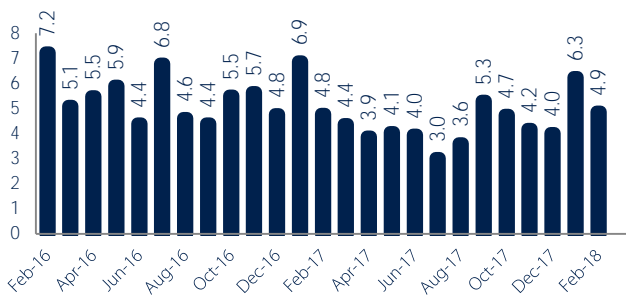
Months of Supply

4.9



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

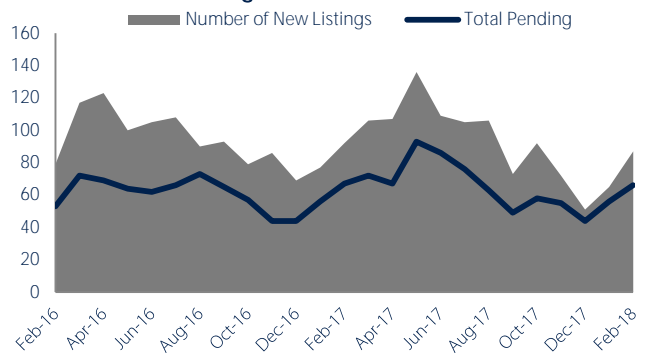
In February, there was 4.9 months of supply available in La Plata, Indian Head, and Bryans Road. The amount of supply is similar compared to a year ago.

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.

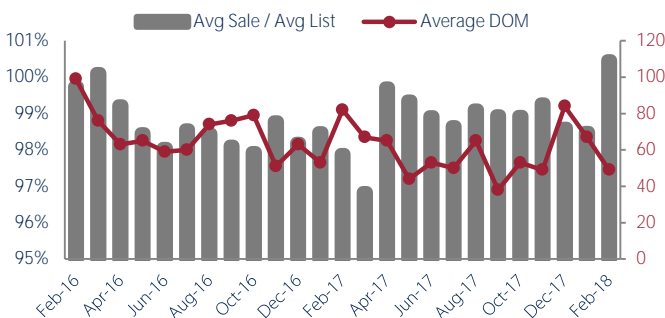
New Listings & Current Contracts

This month there were 87 homes newly listed for sale in La Plata, Indian Head, and Bryans Road compared to 92 in February 2017, a decrease of 5%. There were 66 current contracts pending sale this February compared to 67 a year ago. The number of current contracts is 1% lower than last February.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In February, the average sale price in La Plata, Indian Head, and Bryans Road was 100.5% of the average list price, which is 2.6% higher than at this time last year.

Days On Market

This month, the average number of days on market was 49, lower than the average last year, which was 82, a decrease of 40%.



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