



The Long & Foster Market Minute™

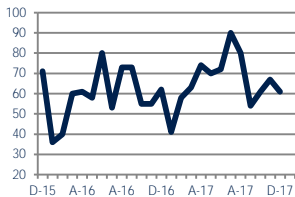
Focus On: La Plata, Indian Head, and Bryans Road Housing Market

December 2017

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

Units Sold

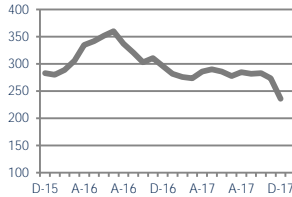
61



Down -2%
Vs. Year Ago

Active Inventory

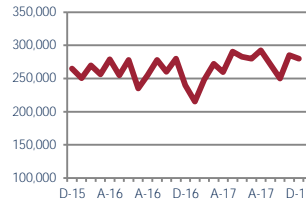
236



Down -20%
Vs. Year Ago

Median Sale Price

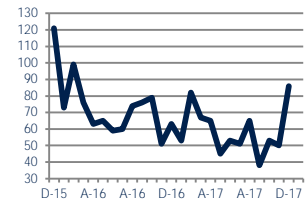
\$280,000



Up 17%
Vs. Year Ago

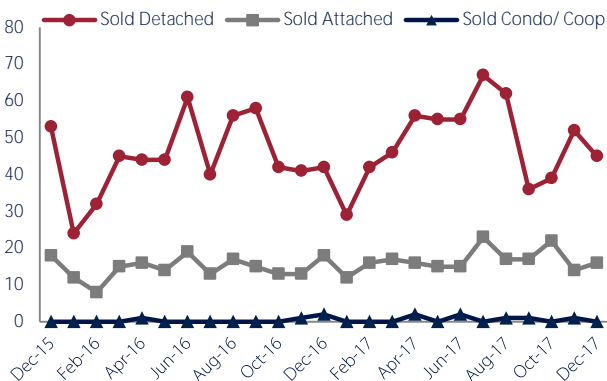
Days On Market

86



Up 37%
Vs. Year Ago

Units Sold*



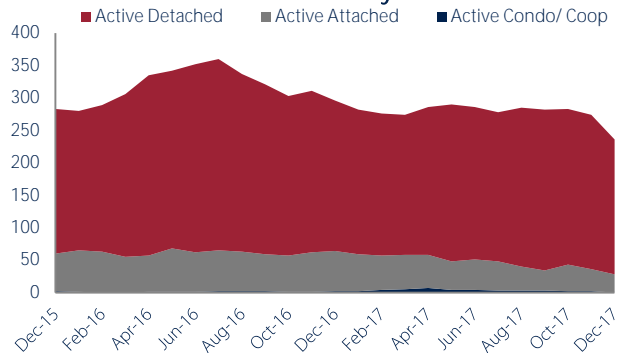
Units Sold

There was a decrease in total units sold in December, with 61 sold this month in La Plata, Indian Head, and Bryans Road versus 67 last month, a decrease of 9%. This month's total units sold was lower than at this time last year, a decrease of 2% versus December 2016.

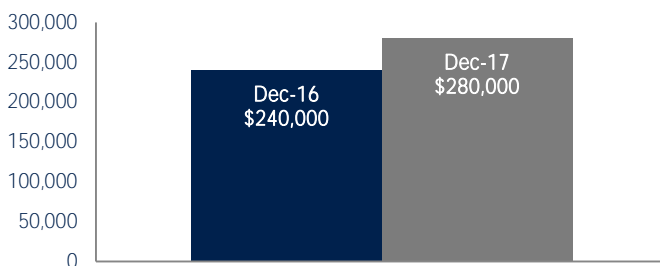
Active Inventory

Versus last year, the total number of homes available this month is lower by 60 units or 20%. The total number of active inventory this December was 236 compared to 296 in December 2016. This month's total of 236 is lower than the previous month's total supply of available inventory of 274, a decrease of 14%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for La Plata, Indian Head, and Bryans Road Homes was \$240,000. This December, the median sale price was \$280,000, an increase of 17% or \$40,000 compared to last year. The current median sold price is 2% 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.



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





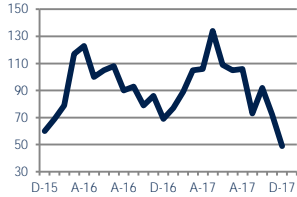
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New Listings

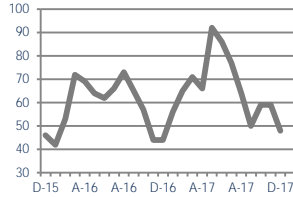
49



Down -29%
Vs. Year Ago

Current Contracts

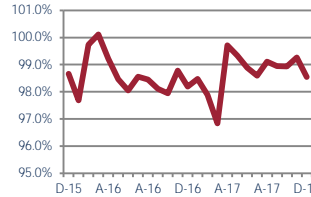
48



Up 9%
Vs. Year Ago

Sold Vs. List Price

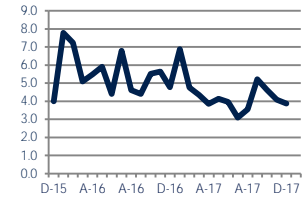
98.6%



No Change
Vs. Year Ago

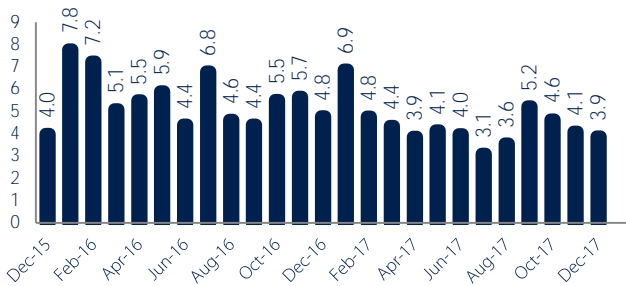
Months of Supply

3.9



Down -19%
Vs. Year Ago

Months Of Supply



Months of Supply

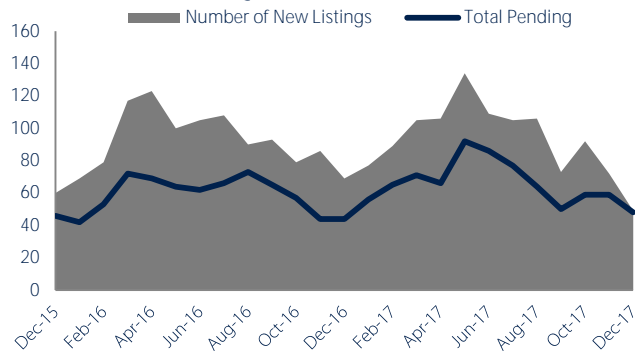
In December, there was 3.9 months of supply available in La Plata, Indian Head, and Bryans Road, compared to 4.8 in December 2016. That is a decrease of 19% versus a year ago.

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.

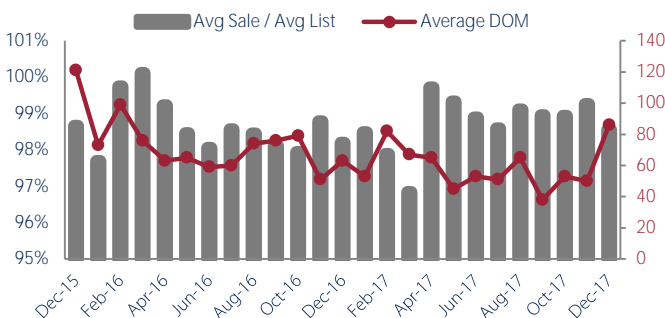
New Listings & Current Contracts

This month there were 49 homes newly listed for sale in La Plata, Indian Head, and Bryans Road compared to 69 in December 2016, a decrease of 29%. There were 48 current contracts pending sale this December compared to 44 a year ago. The number of current contracts is 9% 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 La Plata, Indian Head, and Bryans Road was 98.6% 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 86, higher than the average last year, which was 63, an increase of 37%.



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