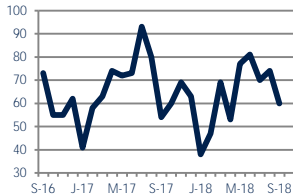


**Units Sold**

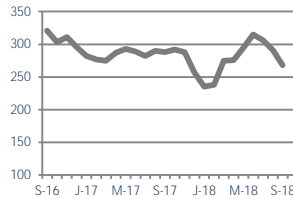
60



**Up 11%**  
Vs. Year Ago

**Active Inventory**

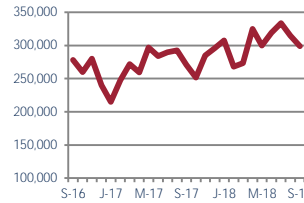
268



**Down -7%**  
Vs. Year Ago

**Median Sale Price**

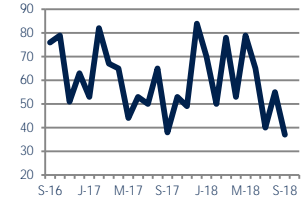
\$299,000



**Up 10%**  
Vs. Year Ago

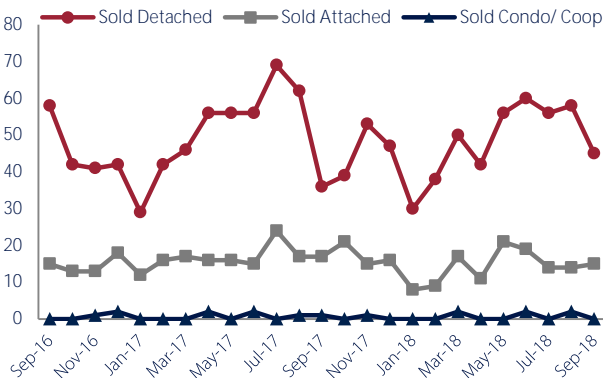
**Days On Market**

37



**Down -3%**  
Vs. Year Ago

**Units Sold\***



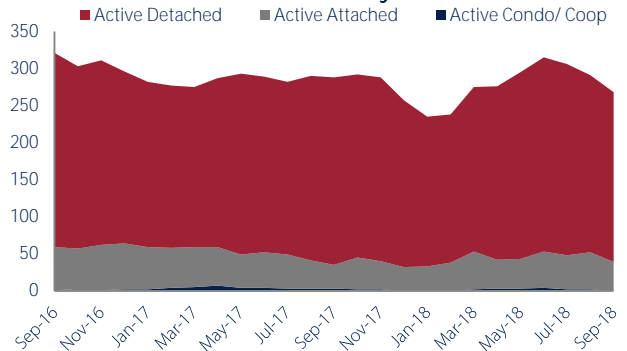
**Units Sold**

There was a decrease in total units sold in September, with 60 sold this month in La Plata, Indian Head, and Bryans Road versus 74 last month, a decrease of 19%. This month's total units sold was higher than at this time last year, an increase of 11% versus September 2017.

**Active Inventory**

Versus last year, the total number of homes available this month is lower by 20 units or 7%. The total number of active inventory this September was 268 compared to 288 in September 2017. This month's total of 268 is lower than the previous month's total supply of available inventory of 291, a decrease of 8%.

**Active Inventory\***



**Median Sale Price**



**Median Sale Price**

Last September, the median sale price for La Plata, Indian Head, and Bryans Road Homes was \$271,000. This September, the median sale price was \$299,000, an increase of 10% or \$28,000 compared to last year. The current median sold price is 5% lower than in August.

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.



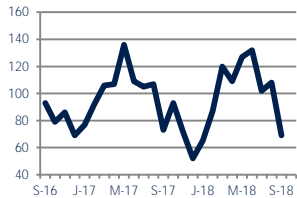
## Focus On: La Plata, Indian Head, and Bryans Road Housing Market

September 2018

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

### New Listings

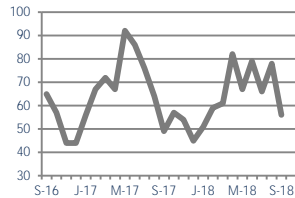
69



Down -5%  
Vs. Year Ago

### Current Contracts

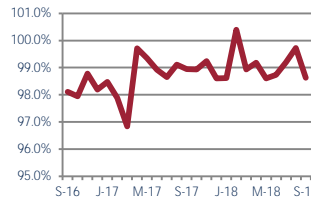
56



Up 14%  
Vs. Year Ago

### Sold Vs. List Price

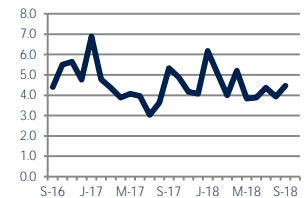
98.6%



No Change  
Vs. Year Ago

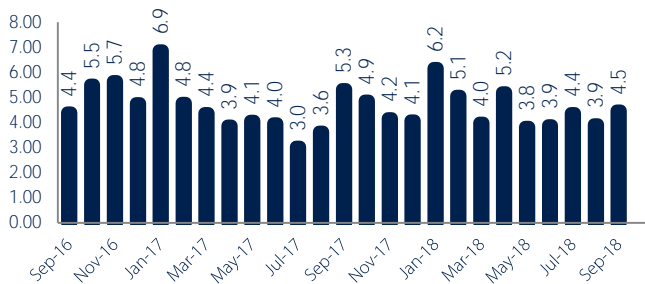
### Months of Supply

4.5



Down -16%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

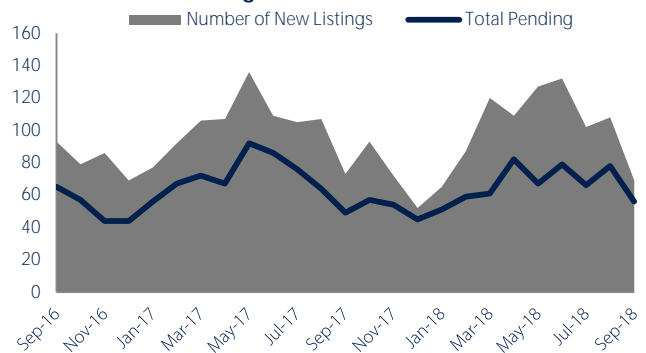
In September, there was 4.5 months of supply available in La Plata, Indian Head, and Bryans Road, compared to 5.3 in September 2017. That is a decrease of 16% versus a year ago.

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.

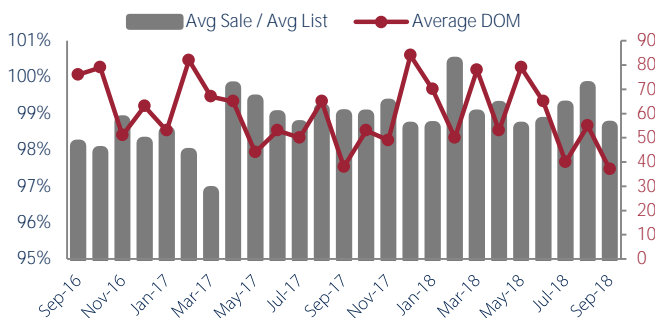
### New Listings & Current Contracts

This month there were 69 homes newly listed for sale in La Plata, Indian Head, and Bryans Road compared to 73 in September 2017, a decrease of 5%. There were 56 current contracts pending sale this September compared to 49 a year ago. The number of current contracts is 14% higher than last September.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In September, 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 37, lower than the average last year, which was 38, a decrease of 3%.



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