



The Long & Foster Market Minute™

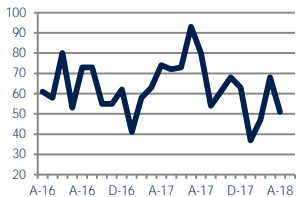
Focus On: La Plata, Indian Head, and Bryans Road Housing Market

April 2018

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

Units Sold

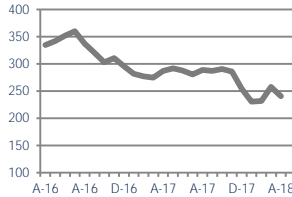
51



Down -31%
Vs. Year Ago

Active Inventory

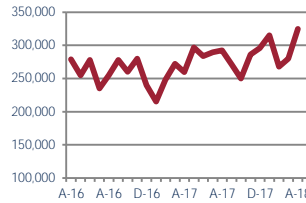
241



Down -16%
Vs. Year Ago

Median Sale Price

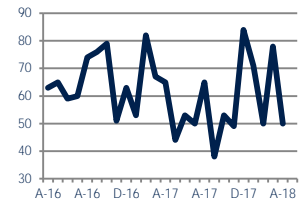
\$324,900



Up 25%
Vs. Year Ago

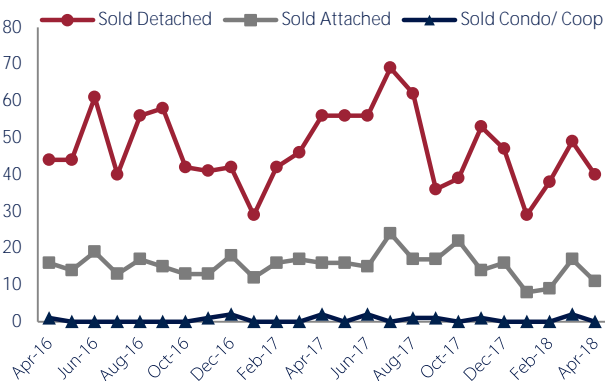
Days On Market

50



Down -23%
Vs. Year Ago

Units Sold*



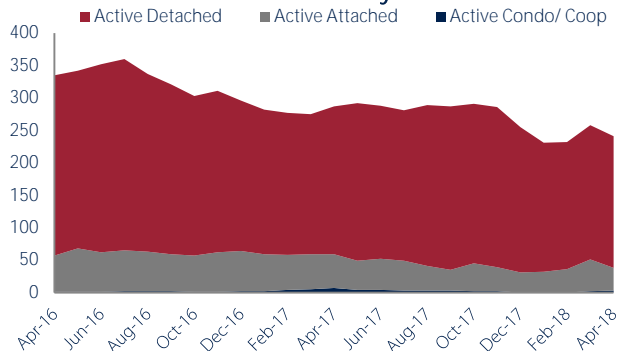
Units Sold

There was a decrease in total units sold in April, with 51 sold this month in La Plata, Indian Head, and Bryans Road versus 68 last month, a decrease of 25%. This month's total units sold was lower than at this time last year, a decrease of 31% versus April 2017.

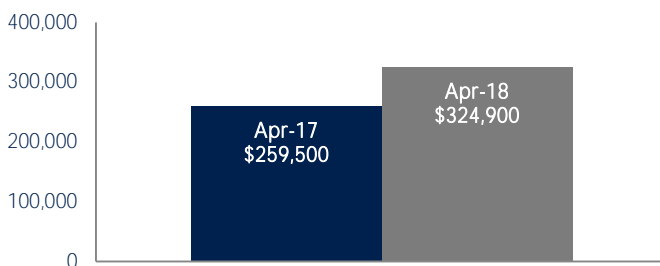
Active Inventory

Versus last year, the total number of homes available this month is lower by 46 units or 16%. The total number of active inventory this April was 241 compared to 287 in April 2017. This month's total of 241 is lower than the previous month's total supply of available inventory of 258, a decrease of 7%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for La Plata, Indian Head, and Bryans Road Homes was \$259,500. This April, the median sale price was \$324,900, an increase of \$65,400 compared to last year. The current median sold price is higher than in March.

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.



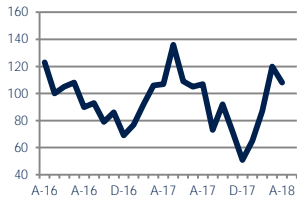
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New Listings

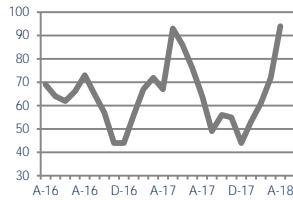
108



Up 1%
Vs. Year Ago

Current Contracts

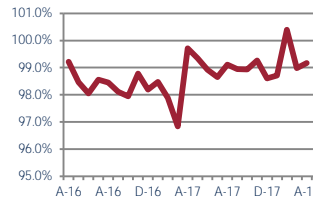
94



Up 40%
Vs. Year Ago

Sold Vs. List Price

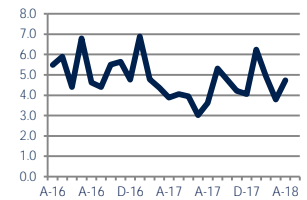
99.2%



Down -0.5%
Vs. Year Ago

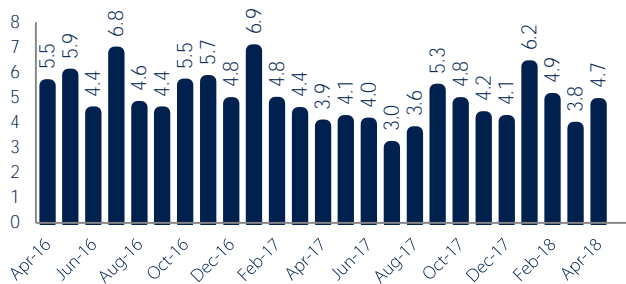
Months of Supply

4.7



Up 22%
Vs. Year Ago

Months Of Supply



Months of Supply

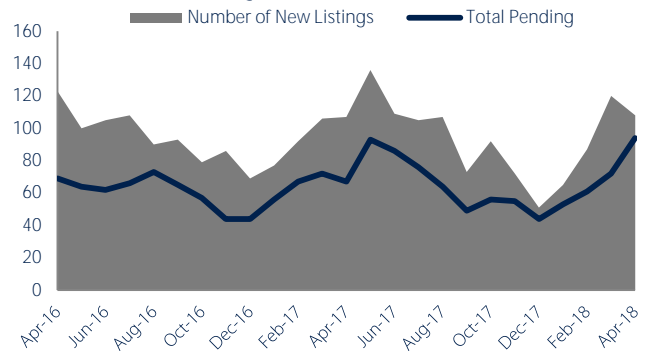
In April, there was 4.7 months of supply available in La Plata, Indian Head, and Bryans Road, compared to 3.9 in April 2017. That is an increase of 22% versus a year ago.

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.

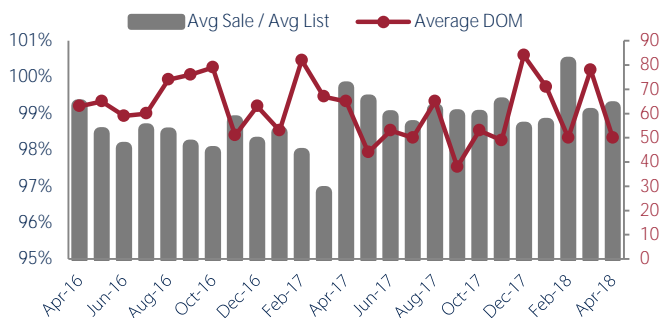
New Listings & Current Contracts

This month there were 108 homes newly listed for sale in La Plata, Indian Head, and Bryans Road compared to 107 in April 2017, an increase of 1%. There were 94 current contracts pending sale this April compared to 67 a year ago. The number of current contracts is 40% higher than last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in La Plata, Indian Head, and Bryans Road was 99.2% of the average list price, which is 0.5% lower than at this time last year.

Days On Market

This month, the average number of days on market was 50, lower than the average last year, which was 65, a decrease of 23%.



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