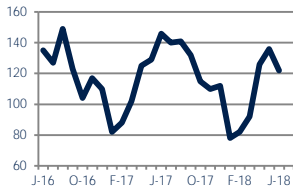


Focus On: Laurel Housing Market

June 2018

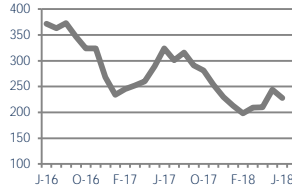
Zip Code(s): 20707, 20708, 20723 and 20724

Units Sold
122



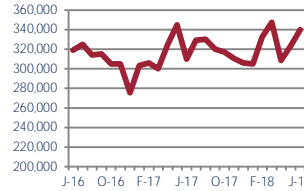
Down -16%
Vs. Year Ago

Active Inventory
228



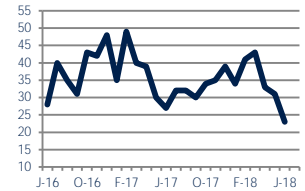
Down -30%
Vs. Year Ago

Median Sale Price
\$340,000



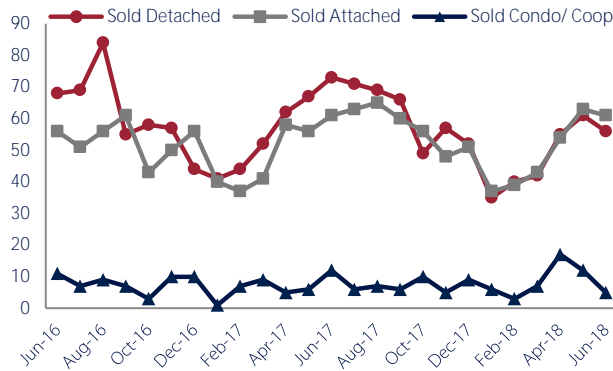
Up 10%
Vs. Year Ago

Days On Market
23



Down -15%
Vs. Year Ago

Units Sold*



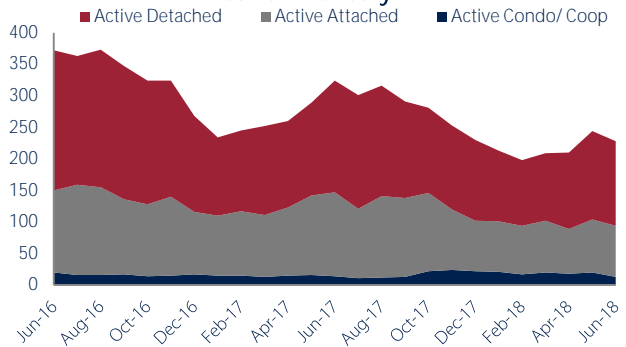
Units Sold

There was a decrease in total units sold in June, with 122 sold this month in Laurel versus 136 last month, a decrease of 10%. This month's total units sold was lower than at this time last year, a decrease of 16% versus June 2017.

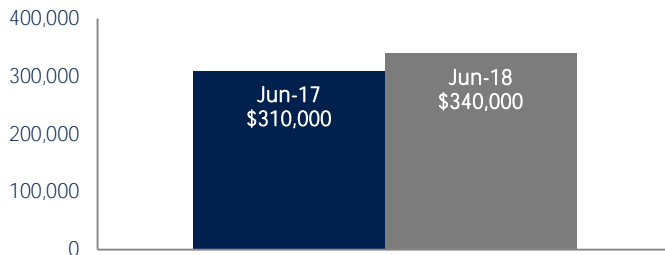
Active Inventory

Versus last year, the total number of homes available this month is lower by 96 units or 30%. The total number of active inventory this June was 228 compared to 324 in June 2017. This month's total of 228 is lower than the previous month's total supply of available inventory of 244, a decrease of 7%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Laurel Homes was \$310,000. This June, the median sale price was \$340,000, an increase of 10% or \$30,000 compared to last year. The current median sold price is 5% 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.



Laurel are defined as properties listed in zip code/s 20707, 20708, 20723 and 20724.

*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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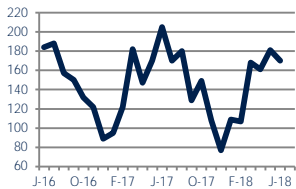
Focus On: Laurel Housing Market

June 2018

Zip Code(s): 20707, 20708, 20723 and 20724

New Listings

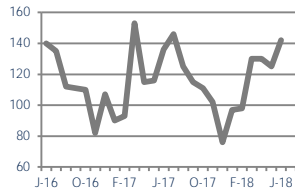
170



Down -17%
Vs. Year Ago

Current Contracts

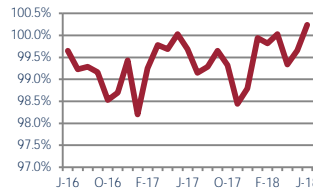
142



Up 4%
Vs. Year Ago

Sold Vs. List Price

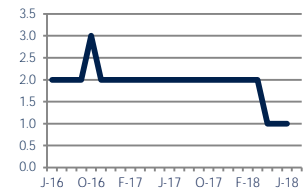
100.2%



Up 0.6%
Vs. Year Ago

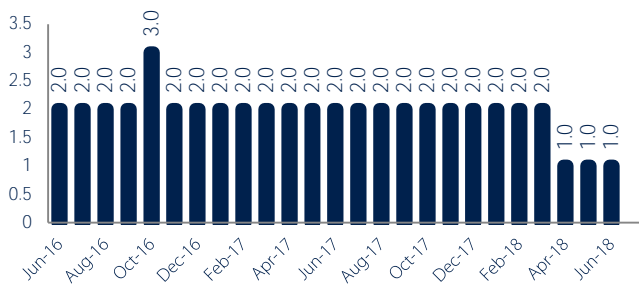
Months of Supply

1.0



Down -50%
Vs. Year Ago

Months Of Supply



Months of Supply

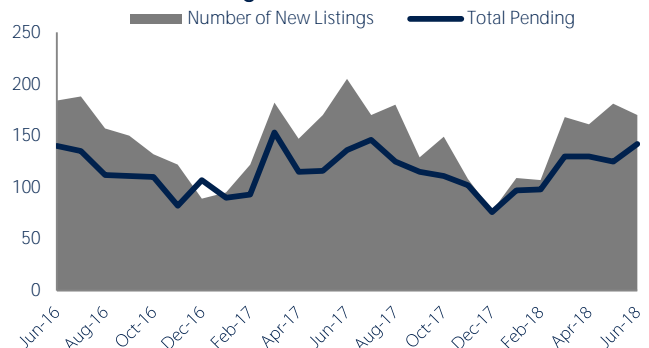
In June, there was 1.9 months of supply available in Laurel, compared to 2.2 in June 2017. That is a decrease of 16% versus a year ago.

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.

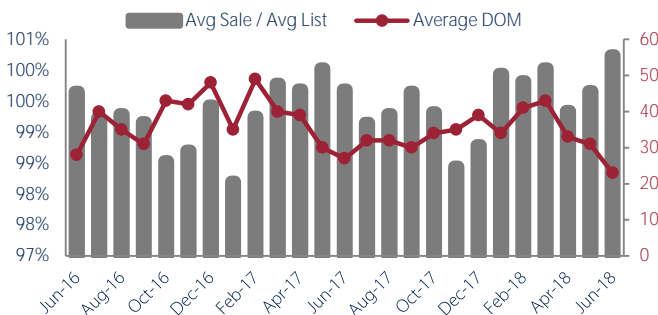
New Listings & Current Contracts

This month there were 170 homes newly listed for sale in Laurel compared to 205 in June 2017, a decrease of 17%. There were 142 current contracts pending sale this June compared to 136 a year ago. The number of current contracts is 4% 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 Laurel was 100.2% of the average list price, which is 0.5% higher than at this time last year.

Days On Market

This month, the average number of days on market was 23, lower than the average last year, which was 27, a decrease of 15%.



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