



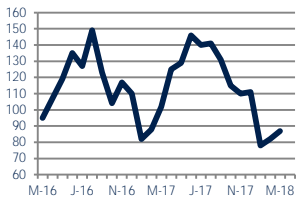
Focus On: Laurel Housing Market

March 2018

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

Units Sold

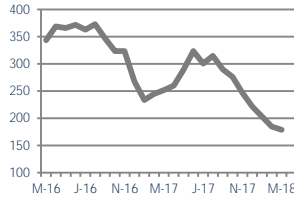
87



Down -15%
Vs. Year Ago

Active Inventory

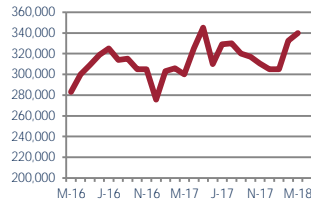
179



Down -29%
Vs. Year Ago

Median Sale Price

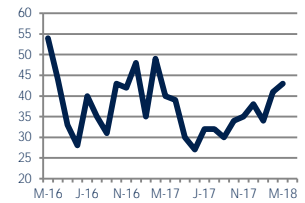
\$340,000



Up 13%
Vs. Year Ago

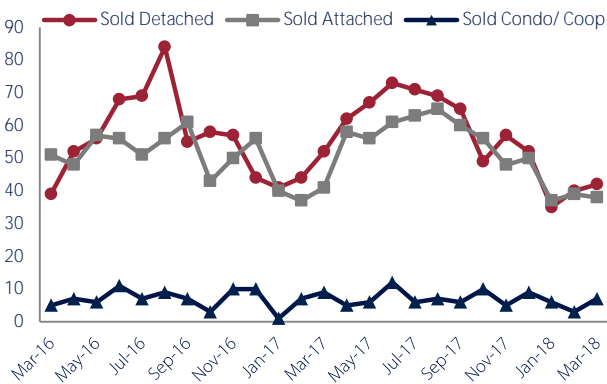
Days On Market

43



Up 7%
Vs. Year Ago

Units Sold*



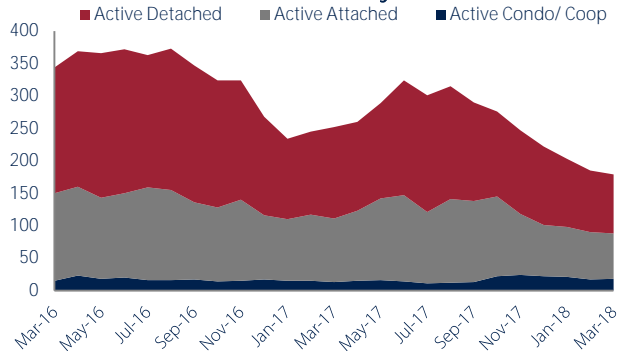
Units Sold

There was an increase in total units sold in March, with 87 sold this month in Laurel versus 82 last month, an increase of 6%. This month's total units sold was lower than at this time last year, a decrease of 15% versus March 2017.

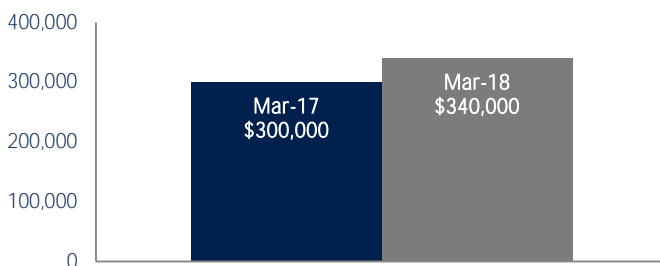
Active Inventory

Versus last year, the total number of homes available this month is lower by 73 units or 29%. The total number of active inventory this March was 179 compared to 252 in March 2017. This month's total of 179 is lower than the previous month's total supply of available inventory of 185, a decrease of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Laurel Homes was \$300,000. This March, the median sale price was \$340,000, an increase of 13% or \$40,000 compared to last year. The current median sold price is 2% higher than in February.

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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INTERNATIONAL REAL ESTATE





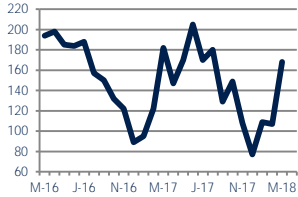
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March 2018

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

New Listings

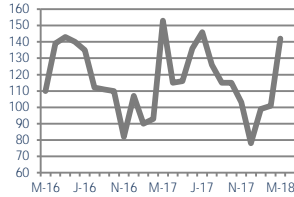
168



Down -8%
Vs. Year Ago

Current Contracts

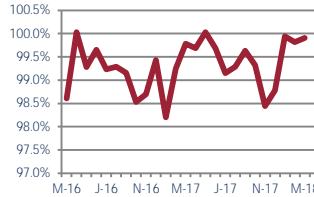
142



Down -7%
Vs. Year Ago

Sold Vs. List Price

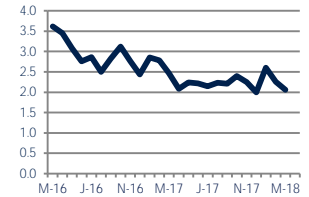
99.9%



No Change
Vs. Year Ago

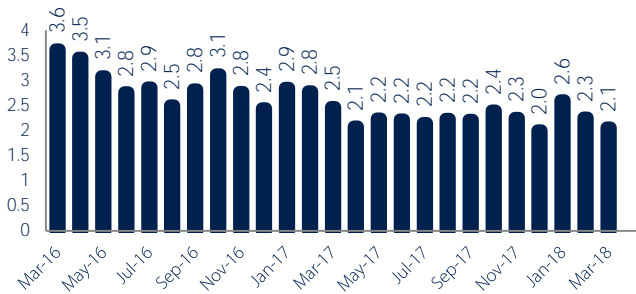
Months of Supply

2.1



Down -17%
Vs. Year Ago

Months Of Supply



Months of Supply

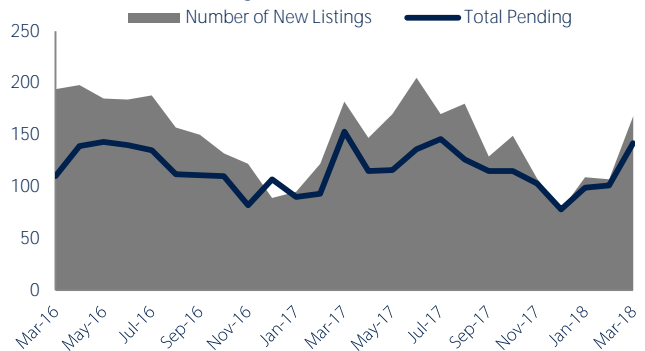
In March, there was 2.1 months of supply available in Laurel, compared to 2.5 in March 2017. That is a decrease of 17% versus a year ago.

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.

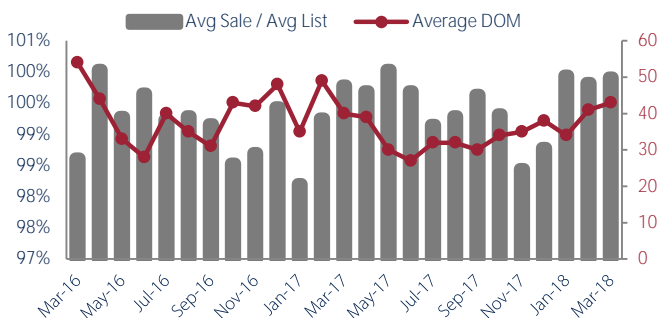
New Listings & Current Contracts

This month there were 168 homes newly listed for sale in Laurel compared to 182 in March 2017, a decrease of 8%. There were 142 current contracts pending sale this March compared to 153 a year ago. The number of current contracts is 7% lower than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Laurel was 99.9% 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 43, higher than the average last year, which was 40, an increase of 8%.



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