



The Long & Foster Market Minute™

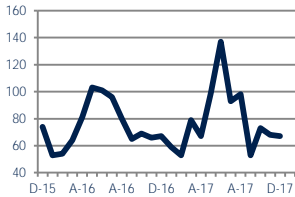
Focus On: Lutherville, Timonium, and Cockeysville Housing Market

December 2017

Zip Code(s): 21093, 21030 and 21022

Units Sold

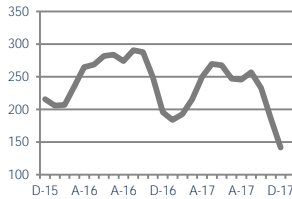
67



No Change
Vs. Year Ago

Active Inventory

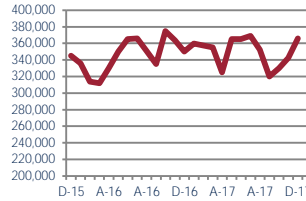
142



Down -28%
Vs. Year Ago

Median Sale Price

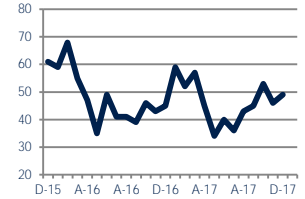
\$366,000



Up 5%
Vs. Year Ago

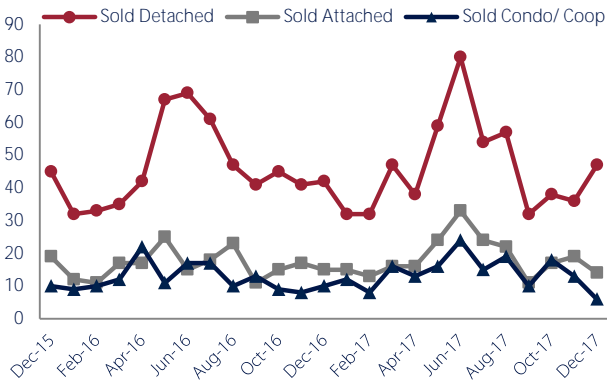
Days On Market

49



Up 9%
Vs. Year Ago

Units Sold*



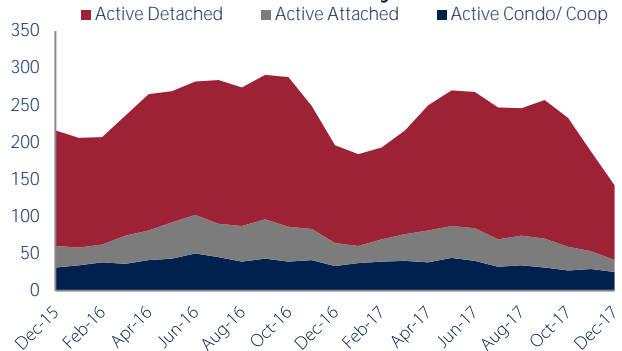
Units Sold

There was a decrease in total units sold in December, with 67 sold this month in Lutherville, Timonium, and Cockeysville, a decrease of 1%. This month's total units sold is similar compared to a year ago.

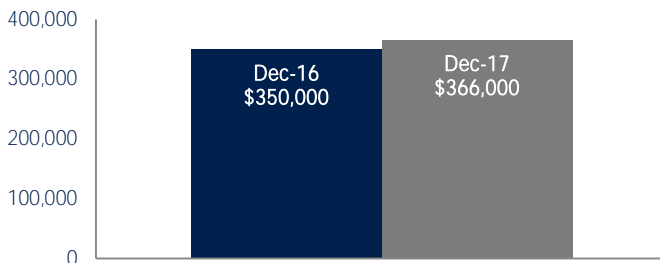
Active Inventory

Versus last year, the total number of homes available this month is lower by 54 units or 28%. The total number of active inventory this December was 142 compared to 196 in December 2016. This month's total of 142 is lower than the previous month's total supply of available inventory of 187, a decrease of 24%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for Lutherville, Timonium, and Cockeysville Homes was \$350,000. This December, the median sale price was \$366,000, an increase of 5% or \$16,000 compared to last year. The current median sold price is 7% higher 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.

Lutherville, Timonium, and Cockeysville are defined as properties listed in zip code/s 21093, 21030 and 21022.

*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



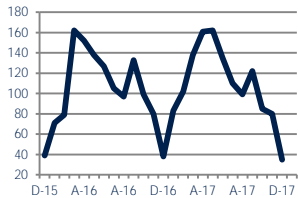
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December 2017

Zip Code(s): 21093, 21030 and 21022

New Listings

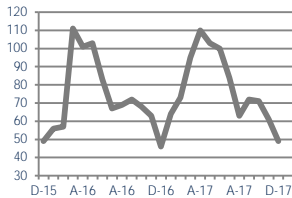
35



Down -8%
Vs. Year Ago

Current Contracts

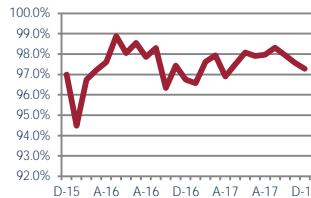
49



Up 7%
Vs. Year Ago

Sold Vs. List Price

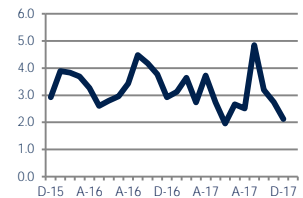
97.3%



Up 0.5%
Vs. Year Ago

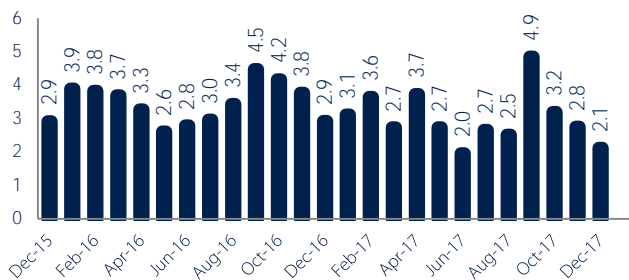
Months of Supply

2.1



Down -28%
Vs. Year Ago

Months Of Supply



Months of Supply

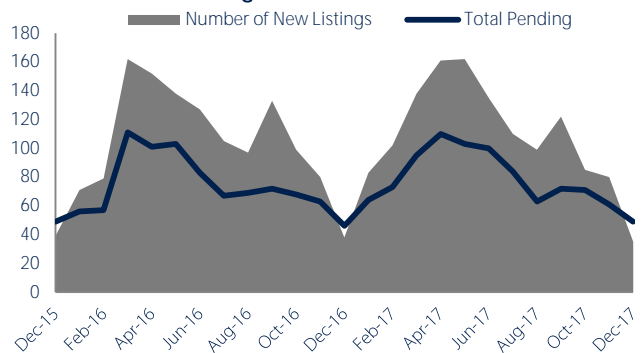
In December, there was 2.1 months of supply available in Lutherville, Timonium, and Cockeysville, compared to 2.9 in December 2016. That is a decrease of 28% versus a year ago.

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.

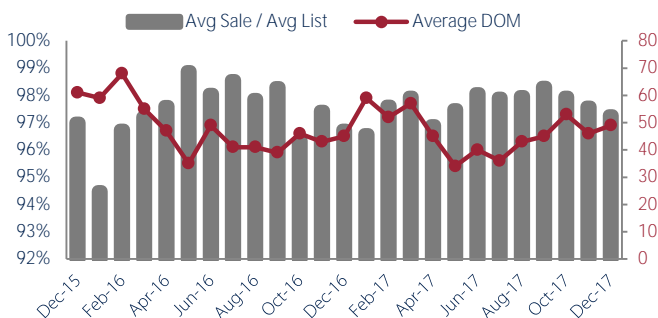
New Listings & Current Contracts

This month there were 35 homes newly listed for sale in Lutherville, Timonium, and Cockeysville compared to 38 in December 2016, a decrease of 8%. There were 49 current contracts pending sale this December compared to 46 a year ago. The number of current contracts is 7% 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 Lutherville, Timonium, and Cockeysville was 97.3% 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 49, higher than the average last year, which was 45, an increase of 9%.



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