



The Long & Foster Market Minute™

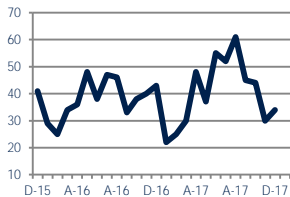
Focus On: Mechanicsville, Hughesville, and Charlotte Hall Housing Market

December 2017

Zip Code(s): 20659, 20637 and 20622

Units Sold

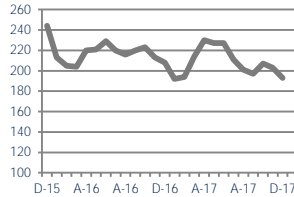
34



Down -21%
Vs. Year Ago

Active Inventory

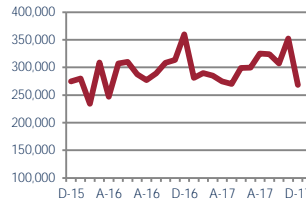
193



Down -7%
Vs. Year Ago

Median Sale Price

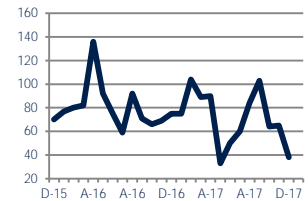
\$268,450



Down
Vs. Year Ago

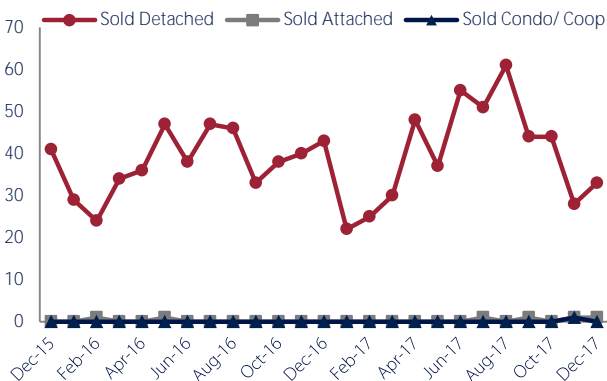
Days On Market

38



Down -49%
Vs. Year Ago

Units Sold*



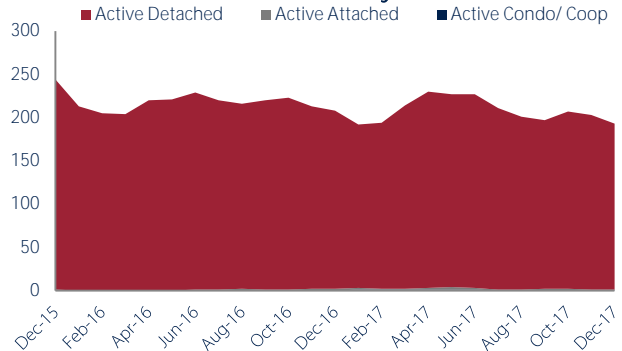
Units Sold

There was an increase in total units sold in December, with 34 sold this month in Mechanicsville, Hughesville, and Charlotte Hall versus 30 last month, an increase of 13%. This month's total units sold was lower than at this time last year, a decrease of 21% versus December 2016.

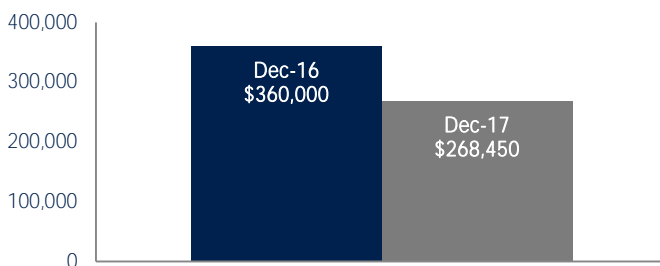
Active Inventory

Versus last year, the total number of homes available this month is lower by 15 units or 7%. The total number of active inventory this December was 193 compared to 208 in December 2016. This month's total of 193 is lower than the previous month's total supply of available inventory of 203, a decrease of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last December, the median sale price for Mechanicsville, Hughesville, and Charlotte Hall Homes was \$360,000. This December, the median sale price was \$268,450, a decrease of \$91,550 compared to last year. The current median sold price is lower 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.



Mechanicsville, Hughesville, and Charlotte Hall are defined as properties listed in zip code/s 20659, 20637 and 20622.

*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.

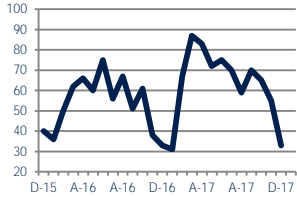
Information included in this report is based on data supplied by MRIS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of MRIS or Long & Foster Real Estate, Inc.



Zip Code(s): 20659, 20637 and 20622

New Listings

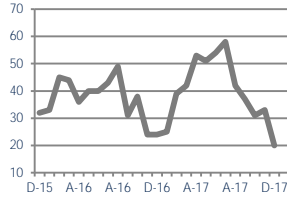
33



No Change
Vs. Year Ago

Current Contracts

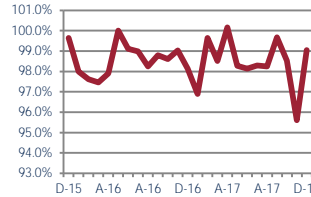
20



Down -17%
Vs. Year Ago

Sold Vs. List Price

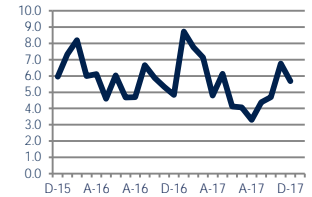
99.0%



Up 0.9%
Vs. Year Ago

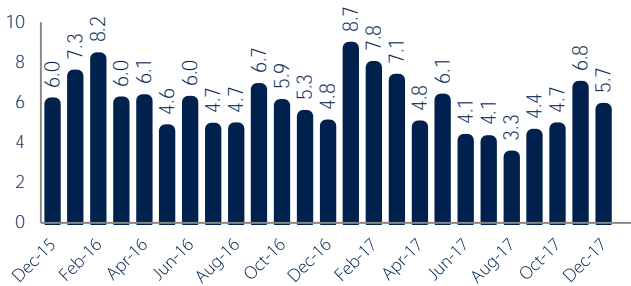
Months of Supply

5.7



Up 17%
Vs. Year Ago

Months Of Supply



Months of Supply

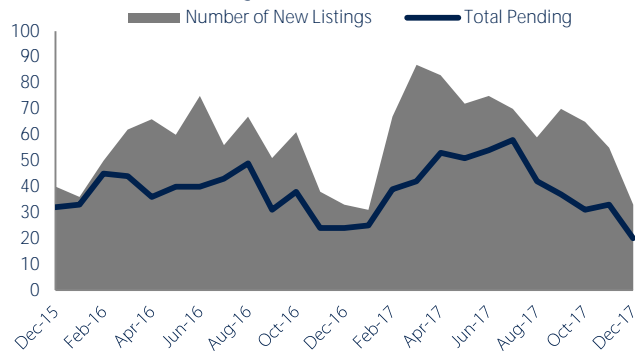
In December, there was 5.7 months of supply available in Mechanicsville, Hughesville, and Charlotte Hall, compared to 4.8 in December 2016. That is an increase of 17% versus a year ago.

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.

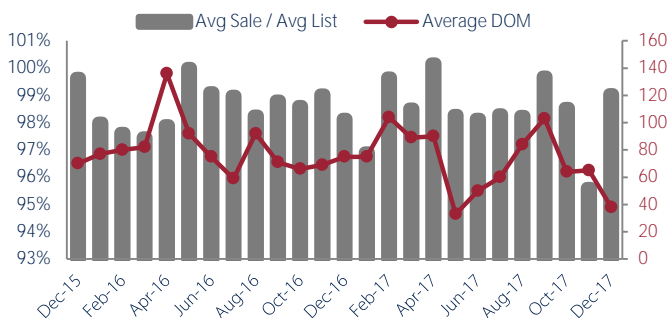
New Listings & Current Contracts

This month there were 33 homes newly listed for sale in Mechanicsville, Hughesville, and Charlotte Hall, which is similar to the amount in December 2016. There were 20 current contracts pending sale this December compared to 24 a year ago. The number of current contracts is 17% lower 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 Mechanicsville, Hughesville, and Charlotte Hall was 99.0% of the average list price, which is 0.9% higher than at this time last year.

Days On Market

This month, the average number of days on market was 38, lower than the average last year, which was 75, a decrease of 49%.



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