



The Long & Foster Market Minute™

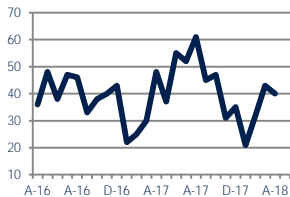
Focus On: Mechanicsville, Hughesville, and Charlotte Hall Housing Market

April 2018

Zip Code(s): 20659, 20637 and 20622

Units Sold

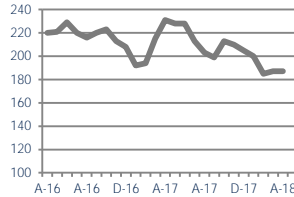
40



Down -17%
Vs. Year Ago

Active Inventory

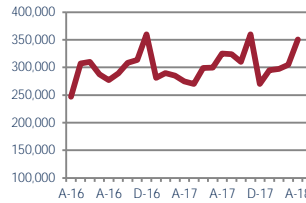
187



Down -19%
Vs. Year Ago

Median Sale Price

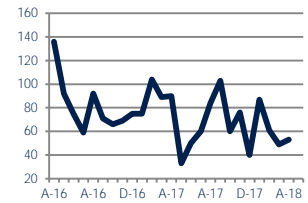
\$350,500



Up 27%
Vs. Year Ago

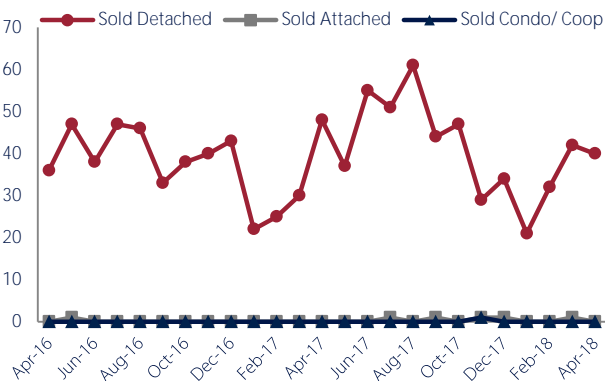
Days On Market

53



Down -41%
Vs. Year Ago

Units Sold*



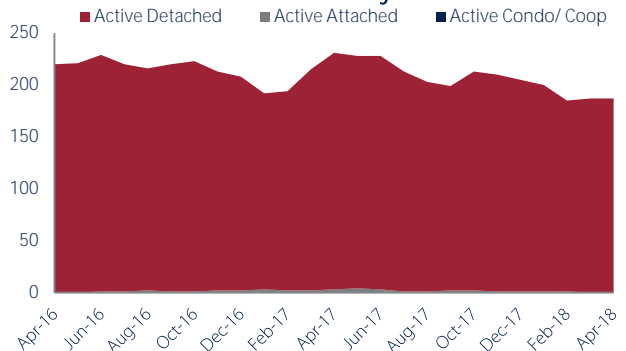
Units Sold

There was a decrease in total units sold in April, with 40 sold this month in Mechanicsville, Hughesville, and Charlotte Hall versus 43 last month, a decrease of 7%. This month's total units sold was lower than at this time last year, a decrease of 17% versus April 2017.

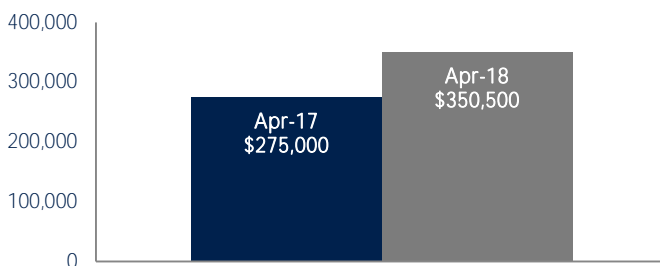
Active Inventory

Versus last year, the total number of homes available this month is lower by 44 units or 19%. The total number of active inventory this April was 187 compared to 231 in April 2017. This month's supply remained stable as compared to last month.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Mechanicsville, Hughesville, and Charlotte Hall Homes was \$275,000. This April, the median sale price was \$350,500, an increase of \$75,500 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.



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.

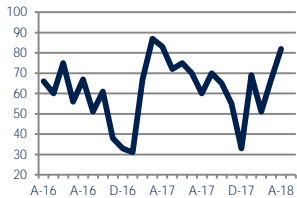




Zip Code(s): 20659, 20637 and 20622

New Listings

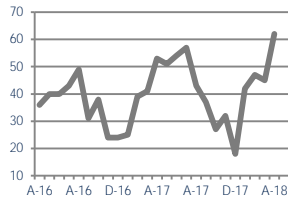
82



Down -1%
Vs. Year Ago

Current Contracts

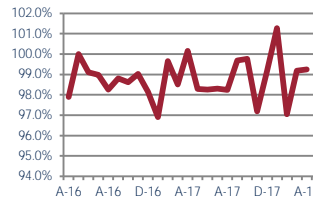
62



Up 17%
Vs. Year Ago

Sold Vs. List Price

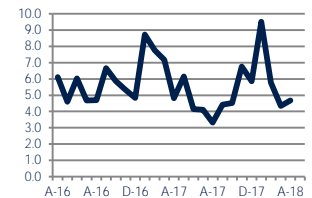
99.2%



Down -0.9%
Vs. Year Ago

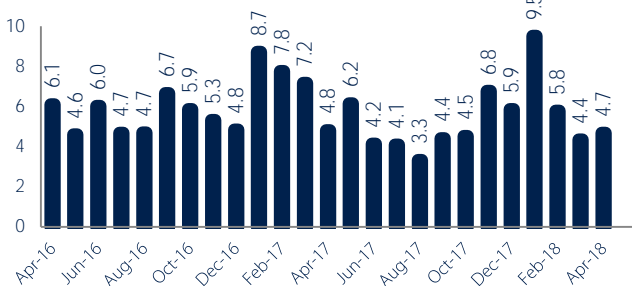
Months of Supply

4.7



Down -3%
Vs. Year Ago

Months Of Supply



Months of Supply

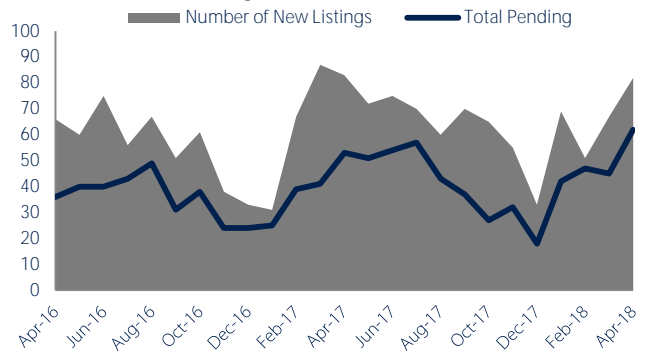
In April, there was 4.7 months of supply available in Mechanicsville, Hughesville, and Charlotte Hall, compared to 4.8 in April 2017. That is a decrease of 3% versus a year ago.

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.

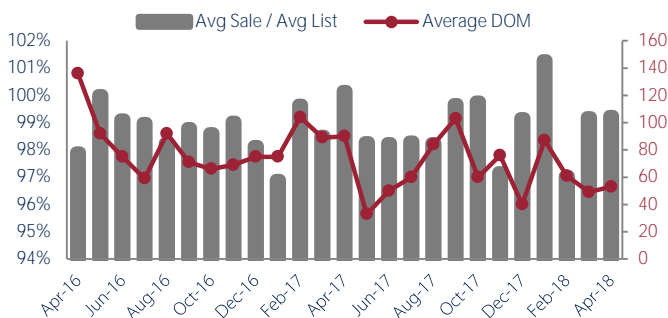
New Listings & Current Contracts

This month there were 82 homes newly listed for sale in Mechanicsville, Hughesville, and Charlotte Hall compared to 83 in April 2017, a decrease of 1%. There were 62 current contracts pending sale this April compared to 53 a year ago. The number of current contracts is 17% 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 Mechanicsville, Hughesville, and Charlotte Hall was 99.2% of the average list price, which is 0.9% lower than at this time last year.

Days On Market

This month, the average number of days on market was 53, lower than the average last year, which was 90, a decrease of 41%.



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