



The Long & Foster Market Minute™

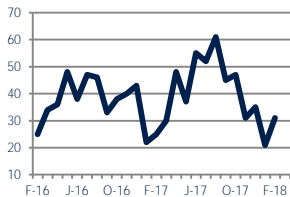
Focus On: Mechanicsville, Hughesville, and Charlotte Hall Housing Market

February 2018

Zip Code(s): 20659, 20637 and 20622

Units Sold

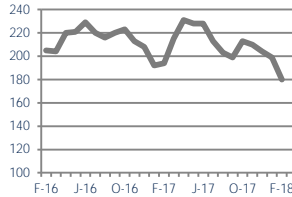
31



Up
Vs. Year Ago

Active Inventory

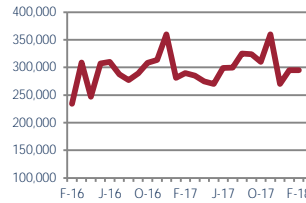
180



Down -7%
Vs. Year Ago

Median Sale Price

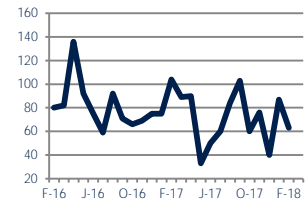
\$295,000



Up 2%
Vs. Year Ago

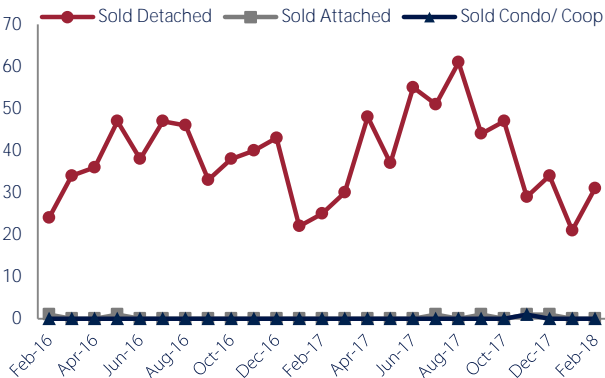
Days On Market

63



Down -39%
Vs. Year Ago

Units Sold*



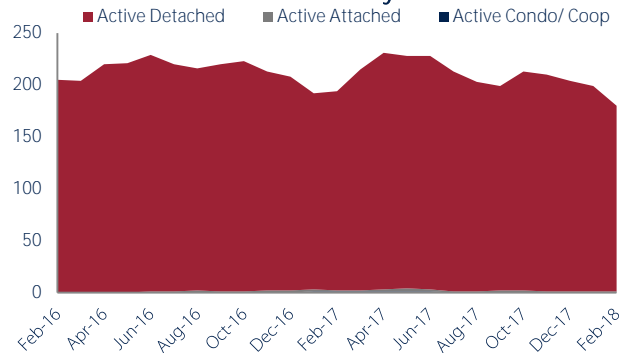
Units Sold

With relatively few transactions, there was an increase in total units sold in February, with 31 sold this month in Mechanicsville, Hughesville, and Charlotte Hall. This month's total units sold was higher than at this time last year, an increase from February 2017.

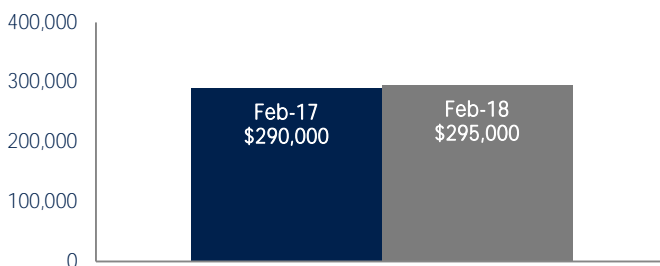
Active Inventory

Versus last year, the total number of homes available this month is lower by 14 units or 7%. The total number of active inventory this February was 180 compared to 194 in February 2017. This month's total of 180 is lower than the previous month's total supply of available inventory of 199, a decrease of 10%.

Active Inventory*



Median Sale Price



Median Sale Price

Last February, the median sale price for Mechanicsville, Hughesville, and Charlotte Hall Homes was \$290,000. This February, the median sale price was \$295,000, an increase of 2% or \$5,000 compared to last year. The current median sold price is approximately the same as the median price in January.

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.



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INTERNATIONAL REAL ESTATE





The Long & Foster Market Minute™

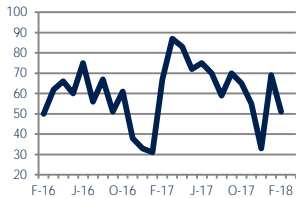
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February 2018

Zip Code(s): 20659, 20637 and 20622

New Listings

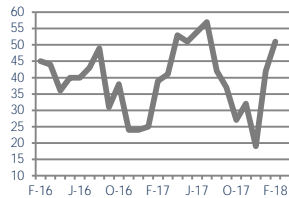
51



Down -24%
Vs. Year Ago

Current Contracts

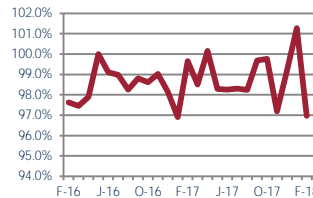
51



Up 31%
Vs. Year Ago

Sold Vs. List Price

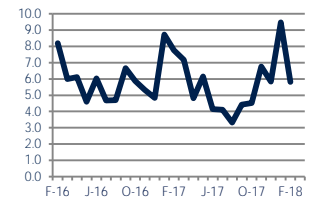
97.0%



Down -2.7%
Vs. Year Ago

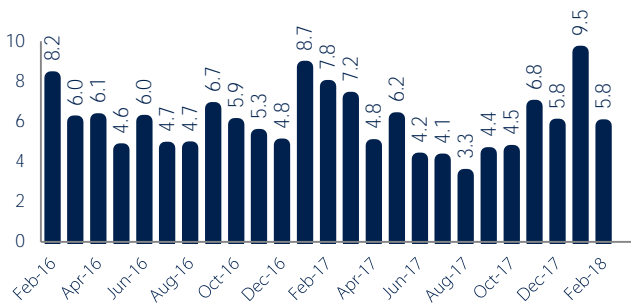
Months of Supply

5.8



Down -25%
Vs. Year Ago

Months Of Supply



Months of Supply

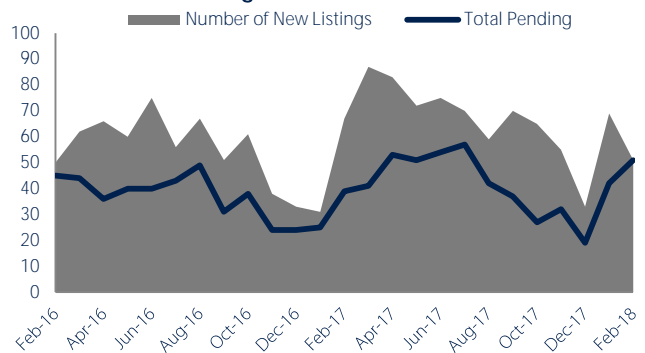
In February, there was 5.8 months of supply available in Mechanicsville, Hughesville, and Charlotte Hall, compared to 7.8 in February 2017. That is a decrease of 25% versus a year ago.

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.

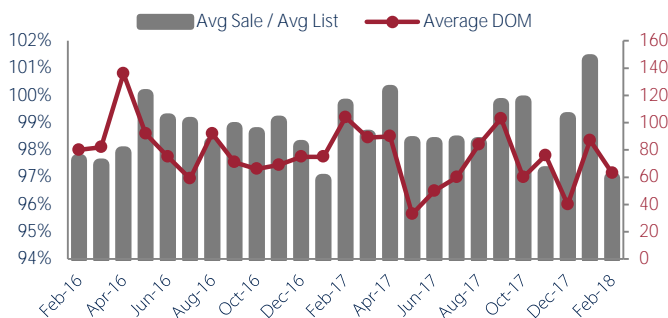
New Listings & Current Contracts

This month there were 51 homes newly listed for sale in Mechanicsville, Hughesville, and Charlotte Hall compared to 67 in February 2017, a decrease of 24%. There were 51 current contracts pending sale this February compared to 39 a year ago. The number of current contracts is 31% higher than last February.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In February, the average sale price in Mechanicsville, Hughesville, and Charlotte Hall was 97.0% of the average list price, which is 2.7% lower than at this time last year.

Days On Market

This month, the average number of days on market was 63, lower than the average last year, which was 104, a decrease of 39%.



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