

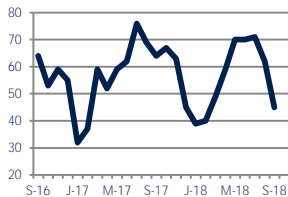
Focus On: North East, Rising Sun, and Perryville Housing Market

September 2018

Zip Code(s): 21901, 21911, 21903, 21918, 21904, 21917 and 21914

Units Sold

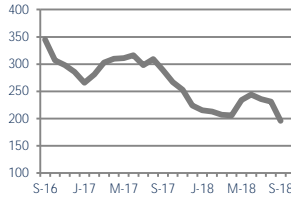
45



Down -30%
Vs. Year Ago

Active Inventory

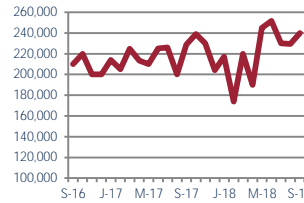
196



Down -32%
Vs. Year Ago

Median Sale Price

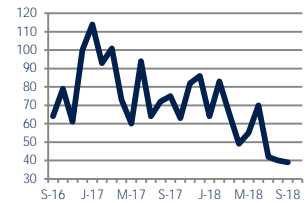
\$240,000



Up 5%
Vs. Year Ago

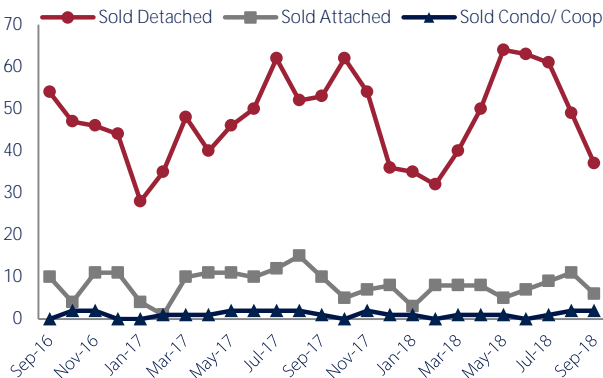
Days On Market

39



Down -48%
Vs. Year Ago

Units Sold*



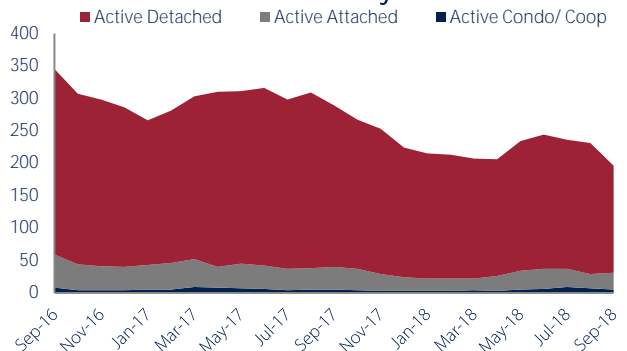
Units Sold

There was a decrease in total units sold in September, with 45 sold this month in North East, Rising Sun, and Perryville versus 62 last month, a decrease of 27%. This month's total units sold was lower than at this time last year, a decrease of 30% versus September 2017.

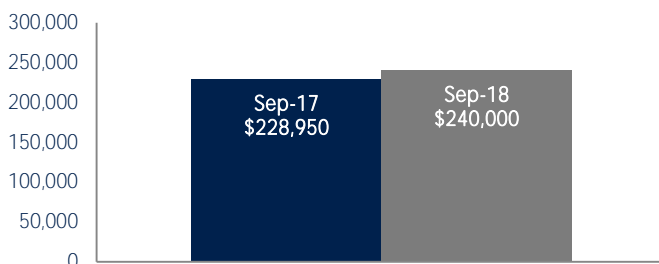
Active Inventory

Versus last year, the total number of homes available this month is lower by 93 units or 32%. The total number of active inventory this September was 196 compared to 289 in September 2017. This month's total of 196 is lower than the previous month's total supply of available inventory of 231, a decrease of 15%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for North East, Rising Sun, and Perryville Homes was \$228,950. This September, the median sale price was \$240,000, an increase of 5% or \$11,050 compared to last year. The current median sold price is 5% higher than in August.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

North East, Rising Sun, and Perryville are defined as properties listed in zip code/s 21901, 21911, 21903, 21918, 21904, 21917 and 21914.

*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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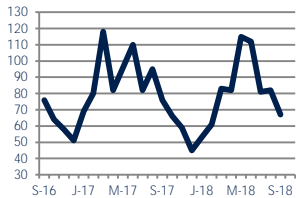
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New Listings

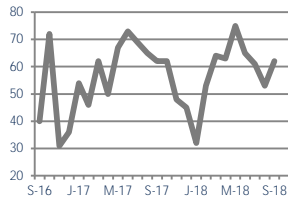
67



Down -12%
Vs. Year Ago

Current Contracts

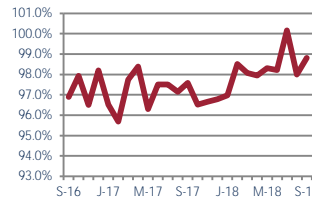
62



No Change
Vs. Year Ago

Sold Vs. List Price

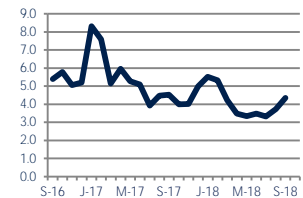
98.8%



Up 1.3%
Vs. Year Ago

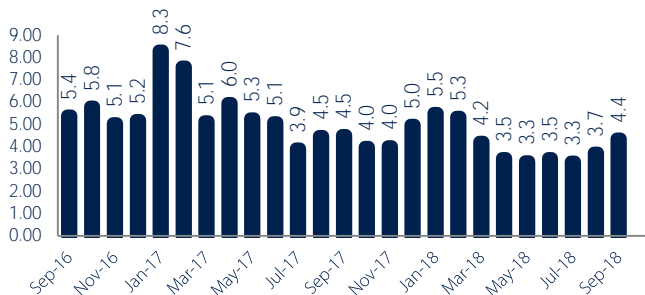
Months of Supply

4.4



Down -4%
Vs. Year Ago

Months Of Supply



Months of Supply

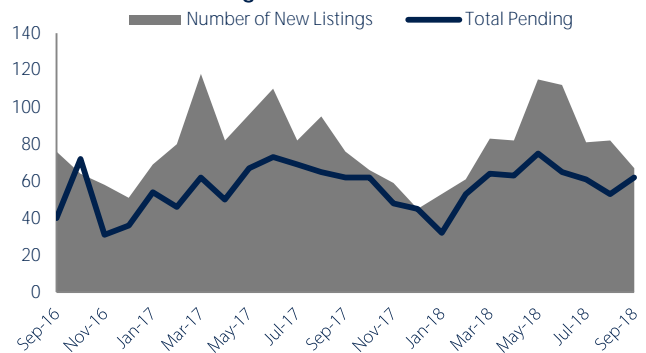
In September, there was 4.4 months of supply available in North East, Rising Sun, and Perryville, compared to 4.5 in September 2017. That is a decrease of 4% versus a year ago.

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.

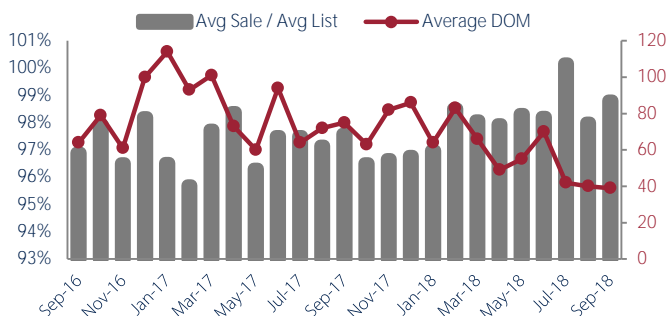
New Listings & Current Contracts

This month there were 67 homes newly listed for sale in North East, Rising Sun, and Perryville compared to 76 in September 2017, a decrease of 12%. There were 62 current contracts pending sale this September, consistent with the volume a year ago. The number of current contracts is 17% higher than last month.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in North East, Rising Sun, and Perryville was 98.8% of the average list price, which is 1.2% higher than at this time last year.

Days On Market

This month, the average number of days on market was 39, lower than the average last year, which was 75, a decrease of 48%.



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