



The Long & Foster Market Minute™

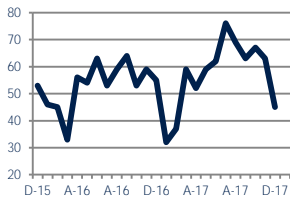
Focus On: North East, Rising Sun, and Perryville Housing Market

December 2017

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

Units Sold

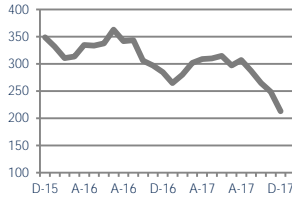
45



Down -18%
Vs. Year Ago

Active Inventory

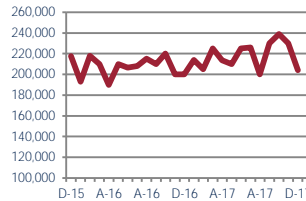
213



Down -25%
Vs. Year Ago

Median Sale Price

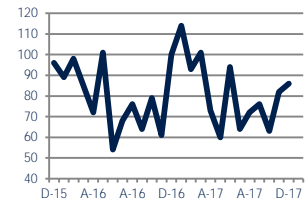
\$204,000



Up 2%
Vs. Year Ago

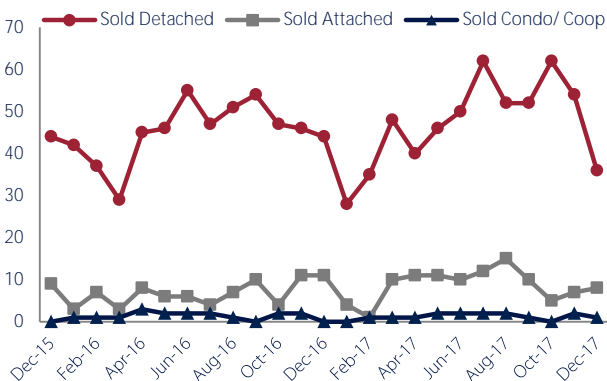
Days On Market

86



Down -14%
Vs. Year Ago

Units Sold*



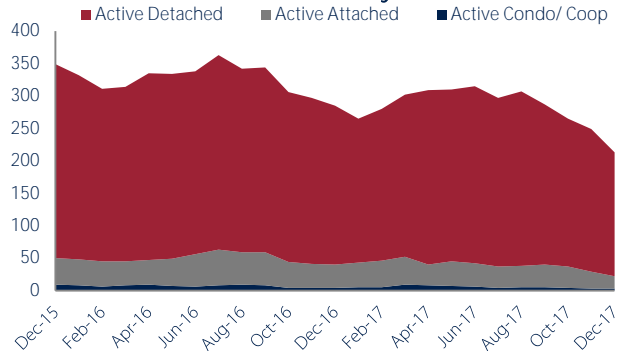
Units Sold

There was a decrease in total units sold in December, with 45 sold this month in North East, Rising Sun, and Perryville versus 63 last month, a decrease of 29%. This month's total units sold was lower than at this time last year, a decrease of 18% versus December 2016.

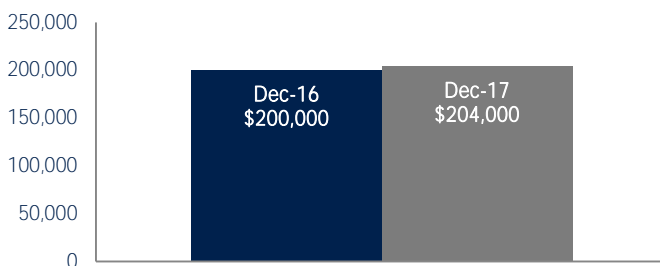
Active Inventory

Versus last year, the total number of homes available this month is lower by 72 units or 25%. The total number of active inventory this December was 213 compared to 285 in December 2016. This month's total of 213 is lower than the previous month's total supply of available inventory of 249, a decrease of 14%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for North East, Rising Sun, and Perryville Homes was \$200,000. This December, the median sale price was \$204,000, an increase of 2% or \$4,000 compared to last year. The current median sold price is 11% 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.



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.



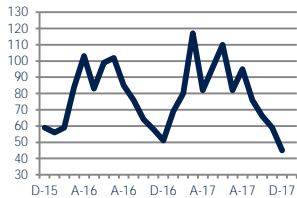
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December 2017

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New Listings

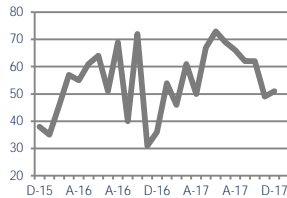
45



Down -12%
Vs. Year Ago

Current Contracts

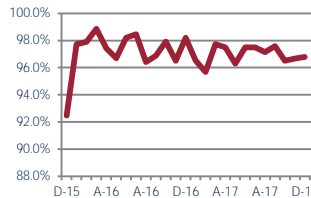
51



Up 42%
Vs. Year Ago

Sold Vs. List Price

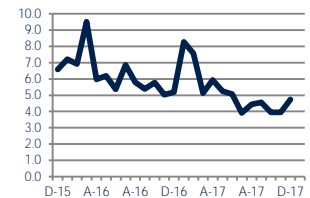
96.8%



Down -1.4%
Vs. Year Ago

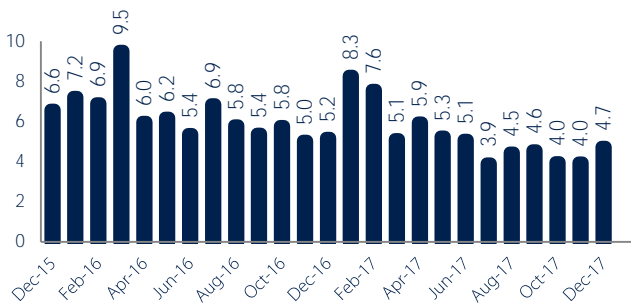
Months of Supply

4.7



Down -9%
Vs. Year Ago

Months Of Supply



Months of Supply

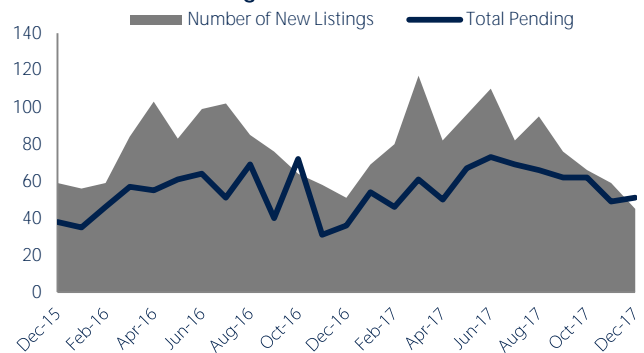
In December, there was 4.7 months of supply available in North East, Rising Sun, and Perryville, compared to 5.2 in December 2016. That is a decrease of 9% versus a year ago.

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.

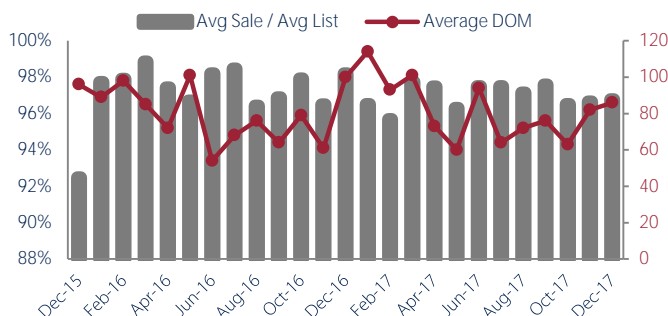
New Listings & Current Contracts

This month there were 45 homes newly listed for sale in North East, Rising Sun, and Perryville compared to 51 in December 2016, a decrease of 12%. There were 51 current contracts pending sale this December compared to 36 a year ago. The number of current contracts is 42% 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 North East, Rising Sun, and Perryville was 96.8% of the average list price, which is 1.4% lower than at this time last year.

Days On Market

This month, the average number of days on market was 86, lower than the average last year, which was 100, a decrease of 14%.



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