



The Long & Foster Market Minute™

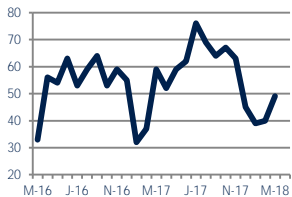
Focus On: North East, Rising Sun, and Perryville Housing Market

March 2018

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

Units Sold

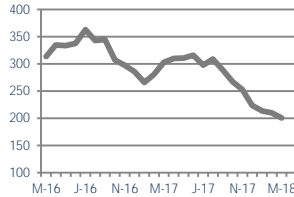
49



Down -17%
Vs. Year Ago

Active Inventory

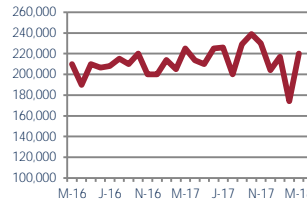
201



Down -34%
Vs. Year Ago

Median Sale Price

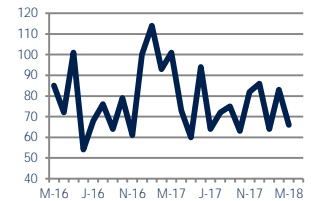
\$219,999



Down -2%
Vs. Year Ago

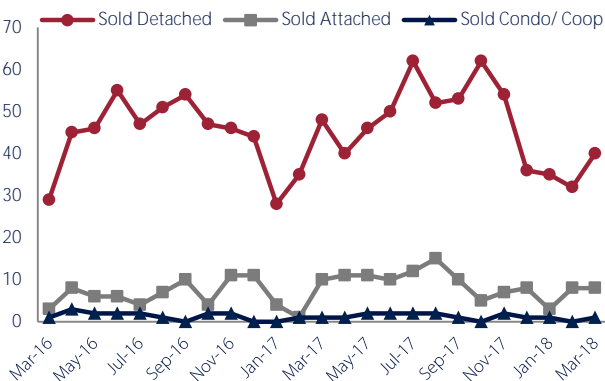
Days On Market

66



Down -35%
Vs. Year Ago

Units Sold*



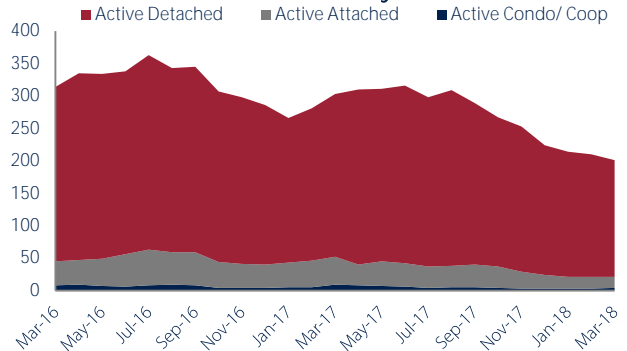
Units Sold

There was an increase in total units sold in March, with 49 sold this month in North East, Rising Sun, and Perryville versus 40 last month, an increase of 23%. This month's total units sold was lower than at this time last year, a decrease of 17% versus March 2017.

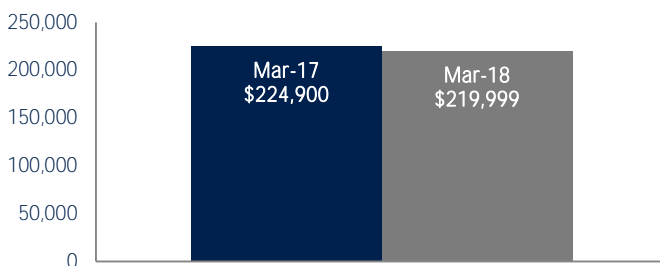
Active Inventory

Versus last year, the total number of homes available this month is lower by 102 units or 34%. The total number of active inventory this March was 201 compared to 303 in March 2017. This month's total of 201 is lower than the previous month's total supply of available inventory of 210, a decrease of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for North East, Rising Sun, and Perryville Homes was \$224,900. This March, the median sale price was \$219,999, a decrease of \$4,901 compared to last year. The current median sold price is higher than in February.

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.



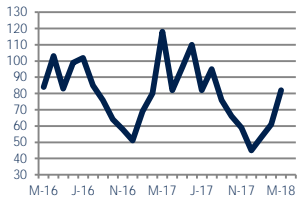
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New Listings

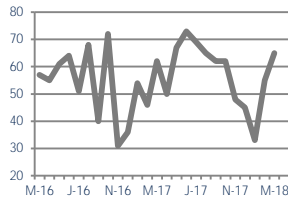
82



Down -31%
Vs. Year Ago

Current Contracts

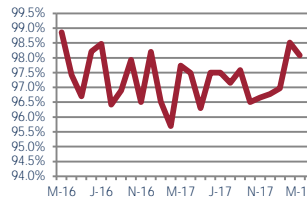
65



Up 5%
Vs. Year Ago

Sold Vs. List Price

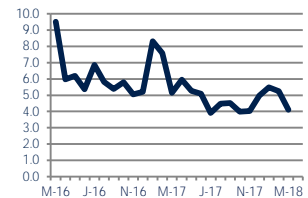
98.1%



No Change
Vs. Year Ago

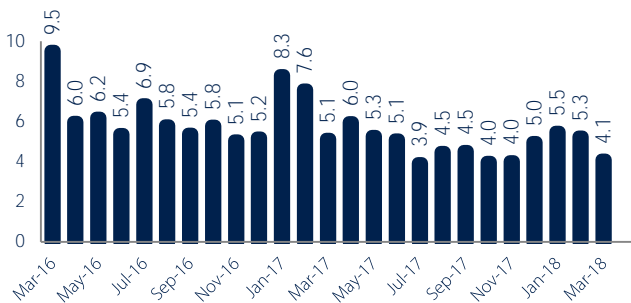
Months of Supply

4.1



Down -20%
Vs. Year Ago

Months Of Supply



Months of Supply

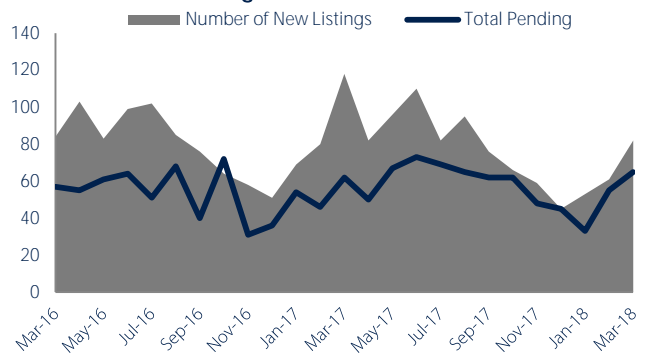
In March, there was 4.1 months of supply available in North East, Rising Sun, and Perryville, compared to 5.1 in March 2017. That is a decrease of 20% versus a year ago.

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.

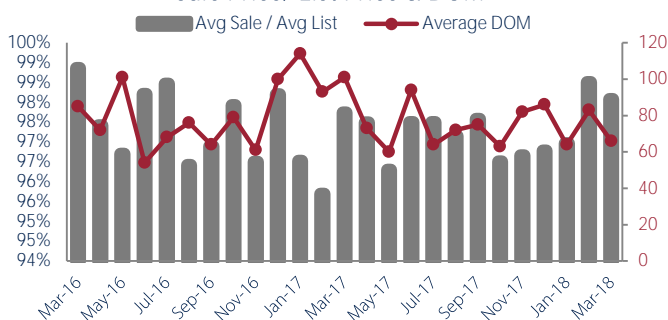
New Listings & Current Contracts

This month there were 82 homes newly listed for sale in North East, Rising Sun, and Perryville compared to 118 in March 2017, a decrease of 31%. There were 65 current contracts pending sale this March compared to 62 a year ago. The number of current contracts is 5% higher than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in North East, Rising Sun, and Perryville was 98.1% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 66, lower than the average last year, which was 101, a decrease of 35%.



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