



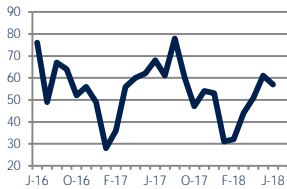
# The Long & Foster Market Minute™

Focus On: Northern Laurel, Jessup, and Savage Housing Market

June 2018

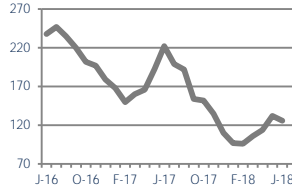
Zip Code(s): 20723, 20794 and 20763

**Units Sold**  
57



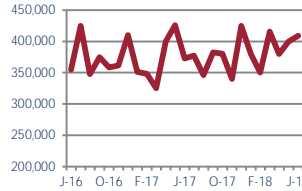
Down -16%  
Vs. Year Ago

**Active Inventory**  
126



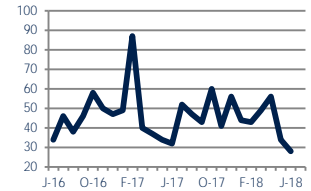
Down -43%  
Vs. Year Ago

**Median Sale Price**  
\$408,750



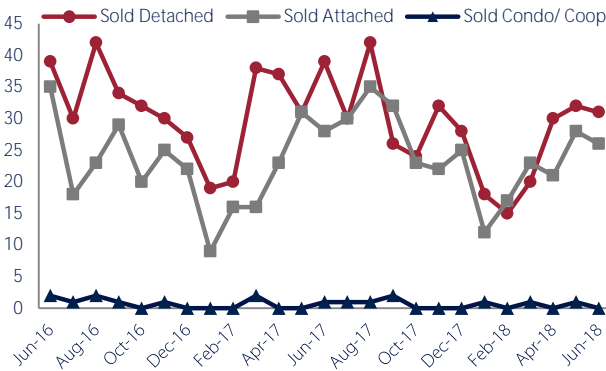
Up 10%  
Vs. Year Ago

**Days On Market**  
28



Down -13%  
Vs. Year Ago

## Units Sold\*



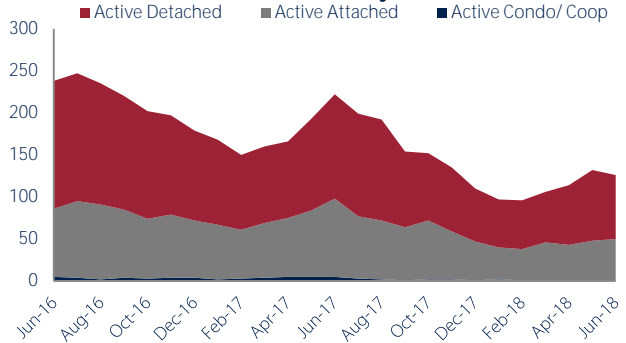
## Units Sold

There was a decrease in total units sold in June, with 57 sold this month in Northern Laurel, Jessup, and Savage versus 61 last month, a decrease of 7%. This month's total units sold was lower than at this time last year, a decrease of 16% versus June 2017.

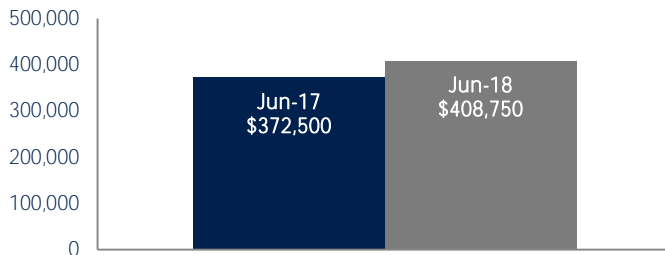
## Active Inventory

Versus last year, the total number of homes available this month is lower by 96 units or 43%. The total number of active inventory this June was 126 compared to 222 in June 2017. This month's total of 126 is lower than the previous month's total supply of available inventory of 132, a decrease of 5%.

## Active Inventory\*



## Median Sale Price



## Median Sale Price

Last June, the median sale price for Northern Laurel, Jessup, and Savage Homes was \$372,500. This June, the median sale price was \$408,750, an increase of 10% or \$36,250 compared to last year. The current median sold price is 2% higher than in May.

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

Northern Laurel, Jessup, and Savage are defined as properties listed in zip code/s 20723, 20794 and 20763.

\*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.

LONG & FOSTER  
REAL ESTATE

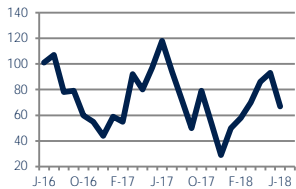
CHRISTIE'S  
INTERNATIONAL REAL ESTATE



Zip Code(s): 20723, 20794 and 20763

### New Listings

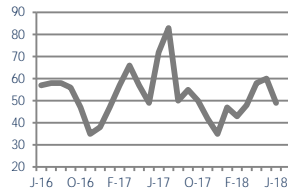
67



**Down -43%**  
Vs. Year Ago

### Current Contracts

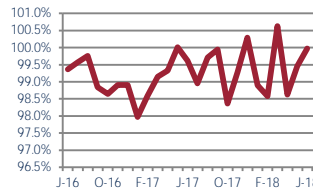
49



**Down -32%**  
Vs. Year Ago

### Sold Vs. List Price

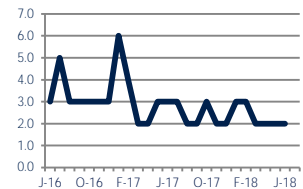
100.0%



**No Change**  
Vs. Year Ago

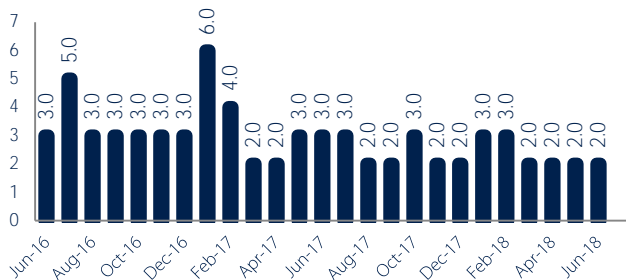
### Months of Supply

2.0



**Down -33%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

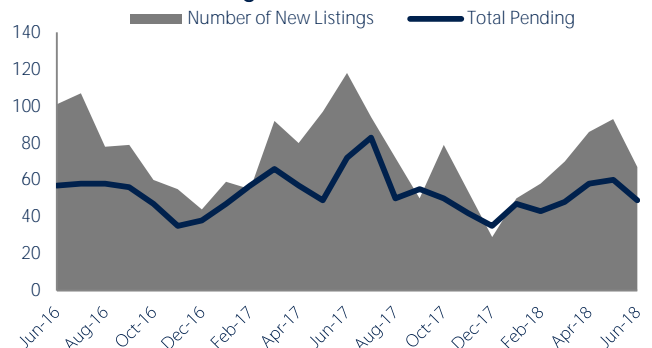
In June, there was 2.2 months of supply available in Northern Laurel, Jessup, and Savage, compared to 3.3 in June 2017. That is a decrease of 32% versus a year ago.

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.

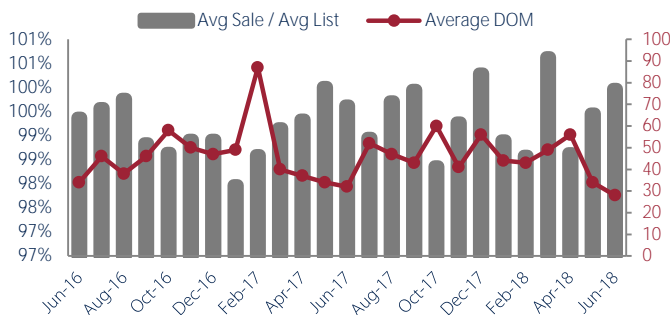
### New Listings & Current Contracts

This month there were 67 homes newly listed for sale in Northern Laurel, Jessup, and Savage compared to 118 in June 2017, a decrease of 43%. There were 49 current contracts pending sale this June compared to 72 a year ago. The number of current contracts is 32% lower than last June.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In June, the average sale price in Northern Laurel, Jessup, and Savage was 100.0% 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 28, lower than the average last year, which was 32, a decrease of 13%.



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