



The Long & Foster Market Minute™

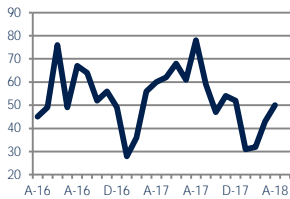
Focus On: Northern Laurel, Jessup, and Savage Housing Market

April 2018

Zip Code(s): 20723, 20794 and 20763

Units Sold

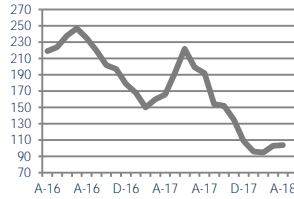
50



Down -17%
Vs. Year Ago

Active Inventory

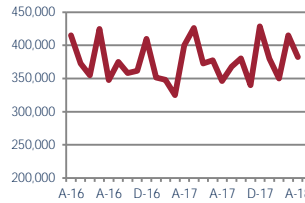
104



Down -37%
Vs. Year Ago

Median Sale Price

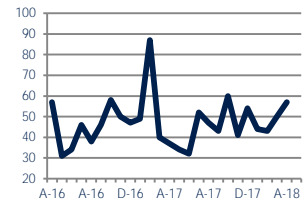
\$382,500



Down -4%
Vs. Year Ago

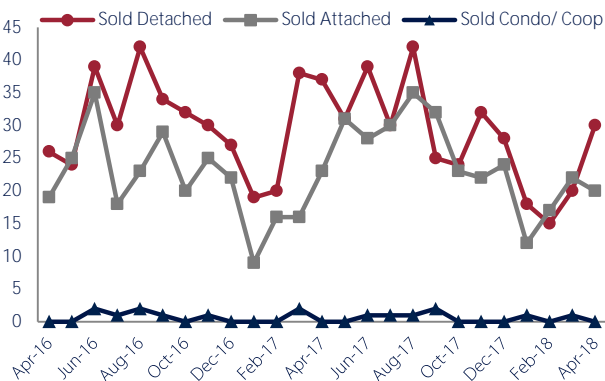
Days On Market

57



Up 54%
Vs. Year Ago

Units Sold*



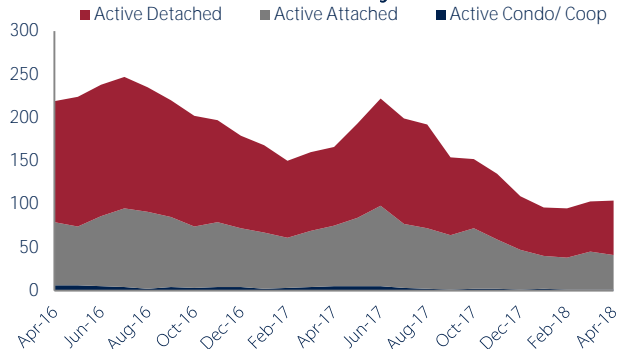
Units Sold

There was an increase in total units sold in April, with 50 sold this month in Northern Laurel, Jessup, and Savage versus 43 last month, an increase of 16%. This month's total units sold was lower than at this time last year, a decrease of 17% versus April 2017.

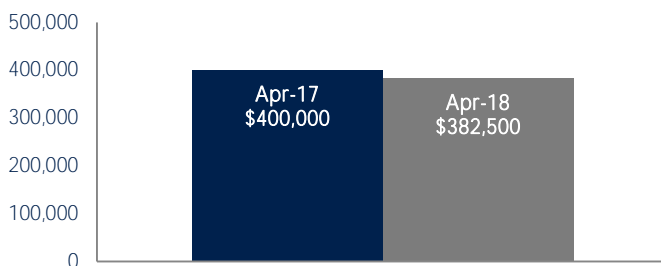
Active Inventory

Versus last year, the total number of homes available this month is lower by 62 units or 37%. The total number of active inventory this April was 104 compared to 166 in April 2017. This month's total of 104 is higher than the previous month's total supply of available inventory of 103, an increase of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Northern Laurel, Jessup, and Savage Homes was \$400,000. This April, the median sale price was \$382,500, a decrease of 4% or \$17,500 compared to last year. The current median sold price is 8% lower than in March.

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.



CHRISTIE'S
INTERNATIONAL REAL ESTATE

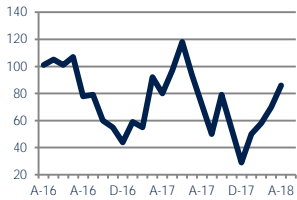




Zip Code(s): 20723, 20794 and 20763

New Listings

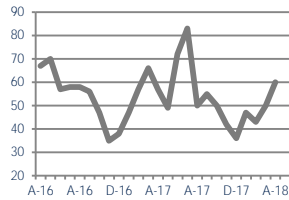
86



Up 7%
Vs. Year Ago

Current Contracts

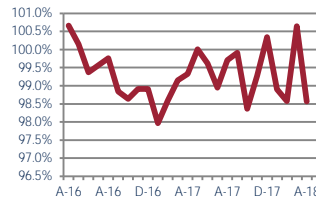
60



Up 5%
Vs. Year Ago

Sold Vs. List Price

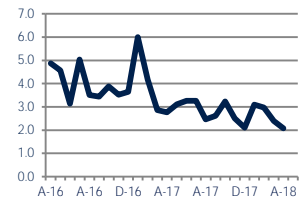
98.6%



Down -0.8%
Vs. Year Ago

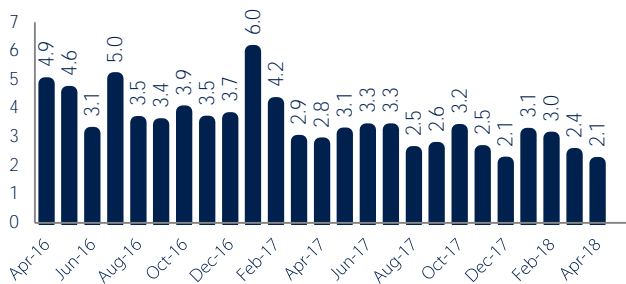
Months of Supply

2.1



Down -25%
Vs. Year Ago

Months Of Supply



Months of Supply

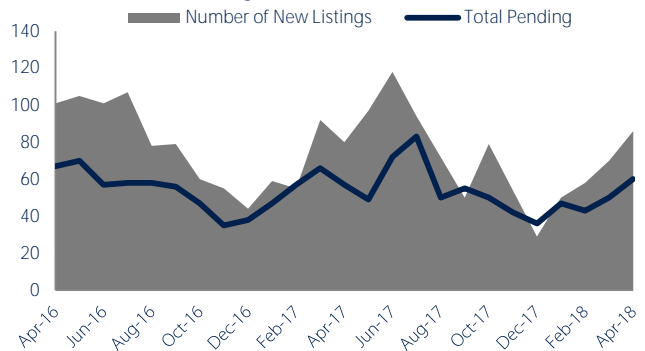
In April, there was 2.1 months of supply available in Northern Laurel, Jessup, and Savage, compared to 2.8 in April 2017. That is a decrease of 25% versus a year ago.

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.

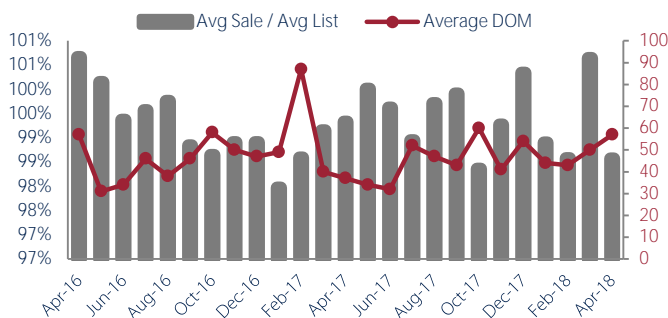
New Listings & Current Contracts

This month there were 86 homes newly listed for sale in Northern Laurel, Jessup, and Savage compared to 80 in April 2017, an increase of 8%. There were 60 current contracts pending sale this April compared to 57 a year ago. The number of current contracts is 5% higher than last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Northern Laurel, Jessup, and Savage was 98.6% of the average list price, which is 0.8% lower than at this time last year.

Days On Market

This month, the average number of days on market was 57, higher than the average last year, which was 37, an increase of 54%.



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