



The Long & Foster Market Minute™

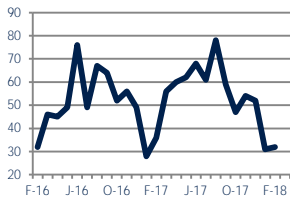
Focus On: Northern Laurel, Jessup, and Savage Housing Market

February 2018

Zip Code(s): 20723, 20794 and 20763

Units Sold

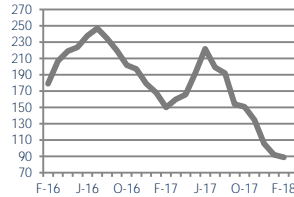
32



Down -11%
Vs. Year Ago

Active Inventory

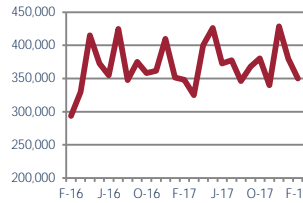
89



Down -41%
Vs. Year Ago

Median Sale Price

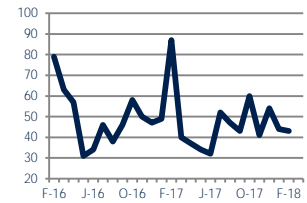
\$350,000



Up 1%
Vs. Year Ago

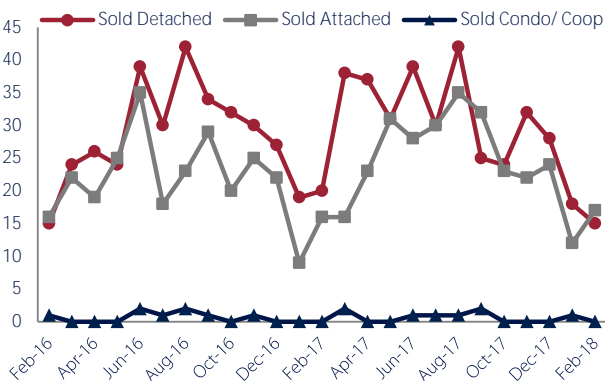
Days On Market

43



Down
Vs. Year Ago

Units Sold*



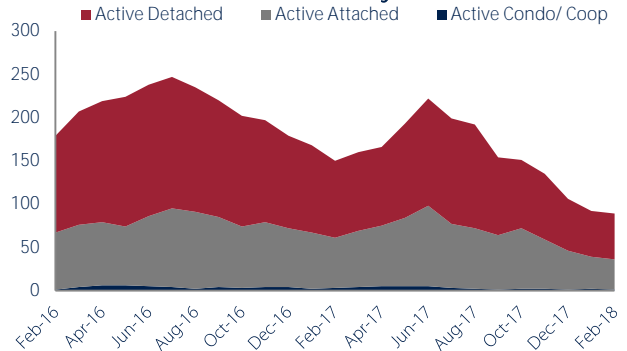
Units Sold

There was an increase in total units sold in February, with 32 sold this month in Northern Laurel, Jessup, and Savage versus 31 last month, an increase of 3%. This month's total units sold was lower than at this time last year, a decrease of 11% versus February 2017.

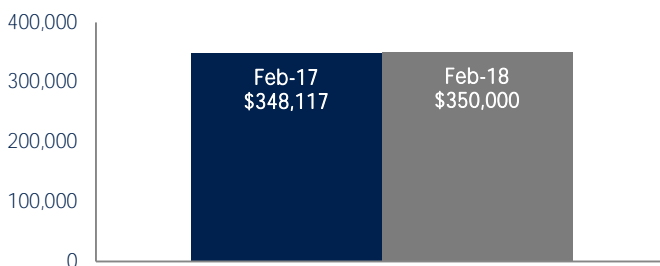
Active Inventory

Versus last year, the total number of homes available this month is lower by 61 units or 41%. The total number of active inventory this February was 89 compared to 150 in February 2017. This month's total of 89 is lower than the previous month's total supply of available inventory of 92, a decrease of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last February, the median sale price for Northern Laurel, Jessup, and Savage Homes was \$348,117. This February, the median sale price was \$350,000, an increase of 1% or \$1,883 compared to last year. The current median sold price is 8% lower than in January.

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

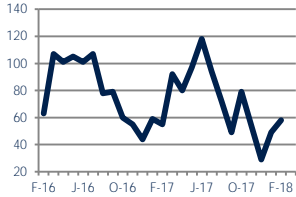




Zip Code(s): 20723, 20794 and 20763

New Listings

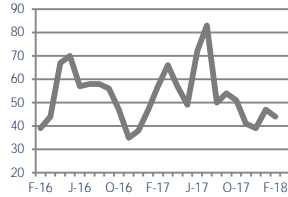
58



Up 5%
Vs. Year Ago

Current Contracts

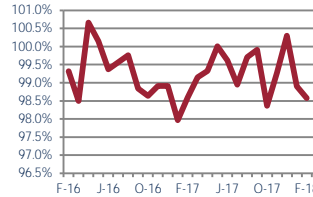
44



Down -23%
Vs. Year Ago

Sold Vs. List Price

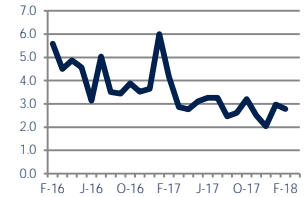
98.6%



No Change
Vs. Year Ago

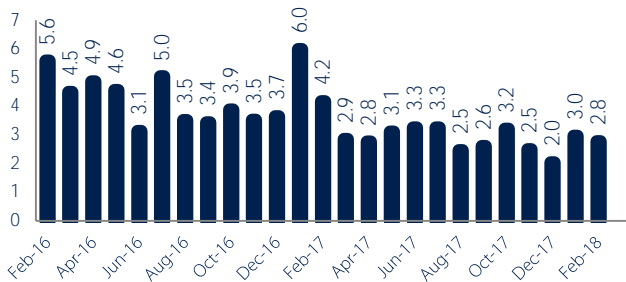
Months of Supply

2.8



Down -33%
Vs. Year Ago

Months Of Supply



Months of Supply

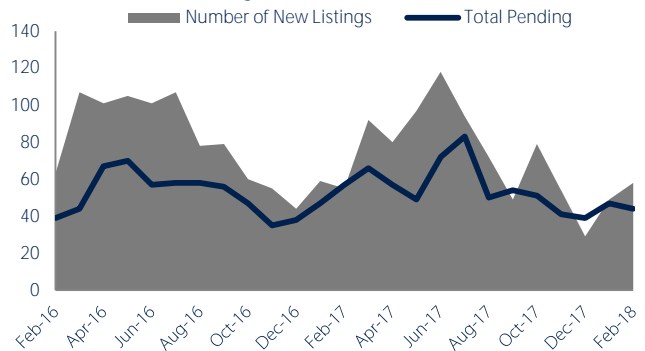
In February, there was 2.8 months of supply available in Northern Laurel, Jessup, and Savage, compared to 4.2 in February 2017. That is a decrease of 33% versus a year ago.

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.

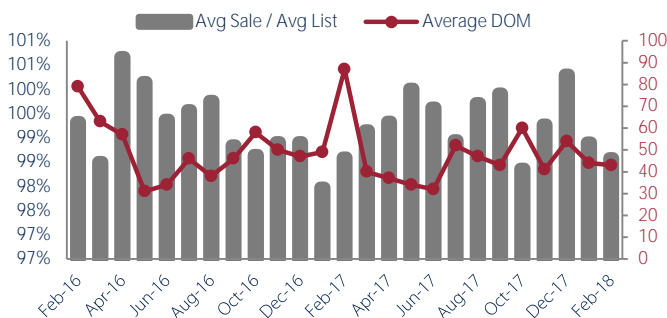
New Listings & Current Contracts

This month there were 58 homes newly listed for sale in Northern Laurel, Jessup, and Savage compared to 55 in February 2017, an increase of 5%. There were 44 current contracts pending sale this February compared to 57 a year ago. The number of current contracts is 23% lower than last February.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In February, the average sale price in Northern Laurel, Jessup, and Savage was 98.6% 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 43, lower than the average last year, which was 87. This decrease was impacted by the limited number of sales.



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