



The Long & Foster Market Minute™

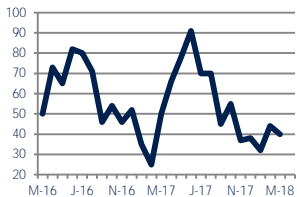
Focus On: Olney, Derwood, and Brookeville Housing Market

March 2018

Zip Code(s): 20832, 20855, 20833, 20860, 20862 and 20861

Units Sold

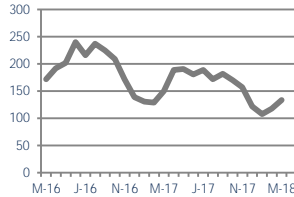
40



Down -20%
Vs. Year Ago

Active Inventory

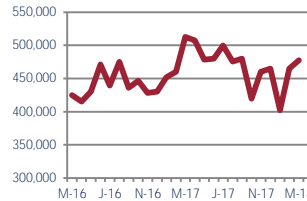
134



Down -11%
Vs. Year Ago

Median Sale Price

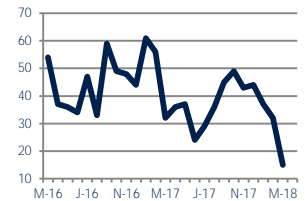
\$477,500



Down -7%
Vs. Year Ago

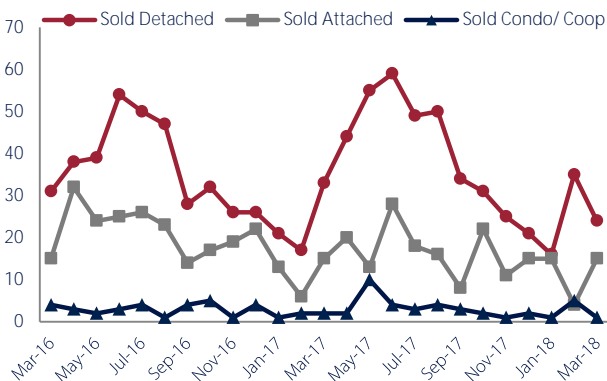
Days On Market

15



Down -53%
Vs. Year Ago

Units Sold*



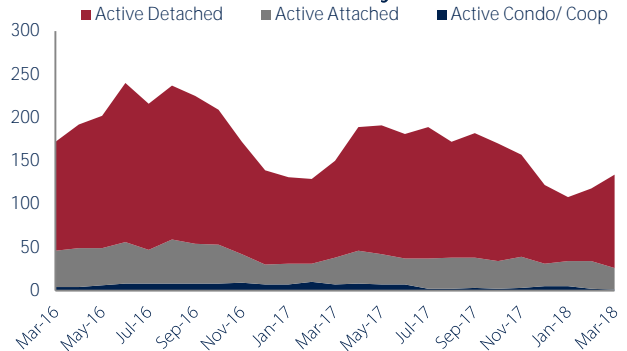
Units Sold

There was a decrease in total units sold in March, with 40 sold this month in Olney, Derwood, and Brookeville versus 44 last month, a decrease of 9%. This month's total units sold was lower than at this time last year, a decrease of 20% versus March 2017.

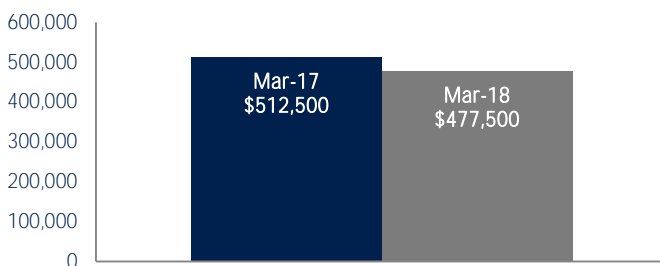
Active Inventory

Versus last year, the total number of homes available this month is lower by 16 units or 11%. The total number of active inventory this March was 134 compared to 150 in March 2017. This month's total of 134 is higher than the previous month's total supply of available inventory of 118, an increase of 14%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Olney, Derwood, and Brookeville Homes was \$512,500. This March, the median sale price was \$477,500, a decrease of 7% or \$35,000 compared to last year. The current median sold price is 3% 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.

Olney, Derwood, and Brookeville are defined as properties listed in zip code/s 20832, 20855, 20853, 20860, 20862 and 20861.

*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





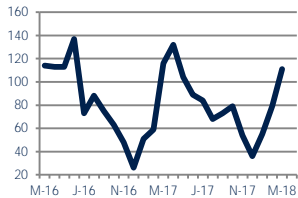
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New Listings

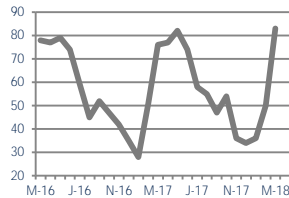
111



Down -4%
Vs. Year Ago

Current Contracts

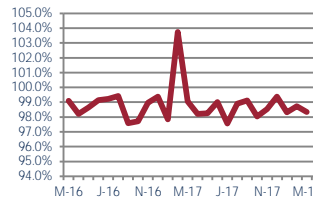
83



Up 9%
Vs. Year Ago

Sold Vs. List Price

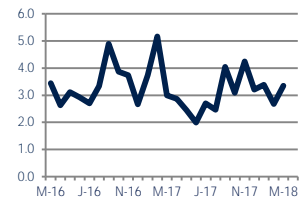
98.4%



Down -0.7%
Vs. Year Ago

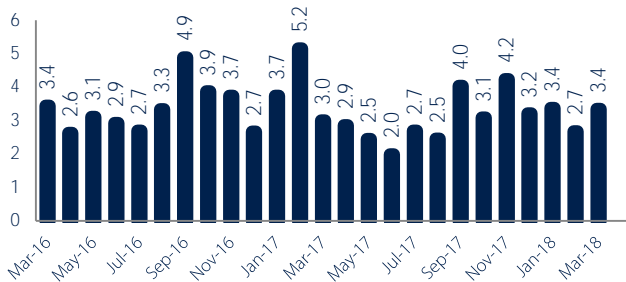
Months of Supply

3.4



Up 12%
Vs. Year Ago

Months Of Supply



Months of Supply

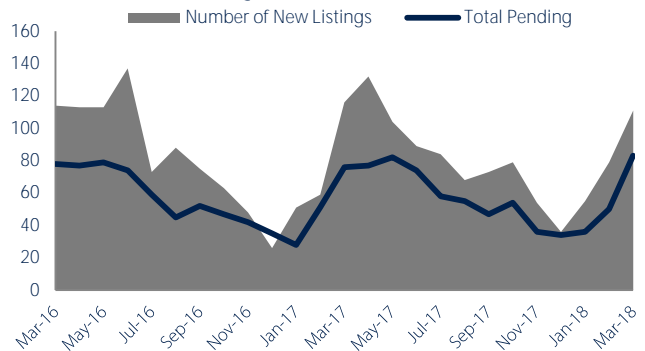
In March, there was 3.4 months of supply available in Olney, Derwood, and Brookeville, compared to 3.0 in March 2017. That is an increase of 12% versus a year ago.

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.

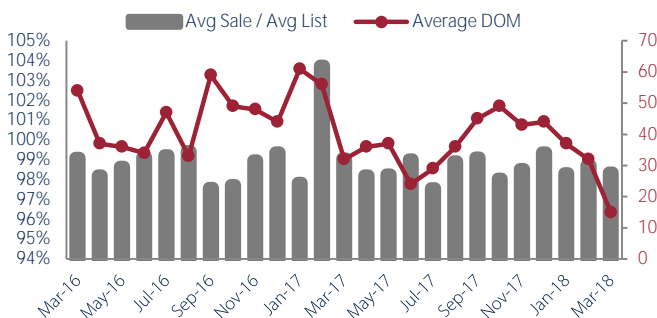
New Listings & Current Contracts

This month there were 111 homes newly listed for sale in Olney, Derwood, and Brookeville compared to 116 in March 2017, a decrease of 4%. There were 83 current contracts pending sale this March compared to 76 a year ago. The number of current contracts is 9% 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 Olney, Derwood, and Brookeville was 98.4% of the average list price, which is 0.7% lower than at this time last year.

Days On Market

This month, the average number of days on market was 15, lower than the average last year, which was 32, a decrease of 53%.



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