



The Long & Foster Market Minute™

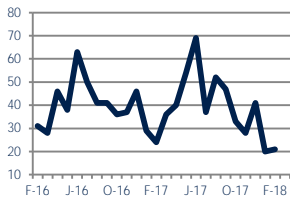
Focus On: Phoenix, Sparks, and Northern Baltimore County Housing Market

February 2018

Zip Code(s): 21131, 21120, 21152, 21053, 21161, 21111, 21155, 21023 and 21020

Units Sold

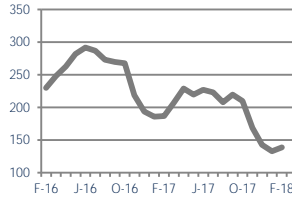
21



Down -13%
Vs. Year Ago

Active Inventory

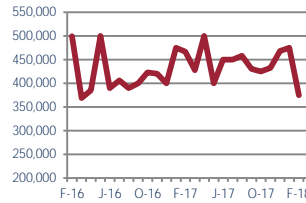
139



Down -26%
Vs. Year Ago

Median Sale Price

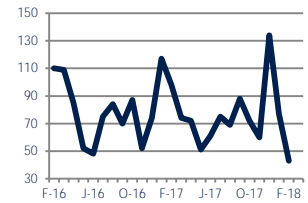
\$375,000



Down -20%
Vs. Year Ago

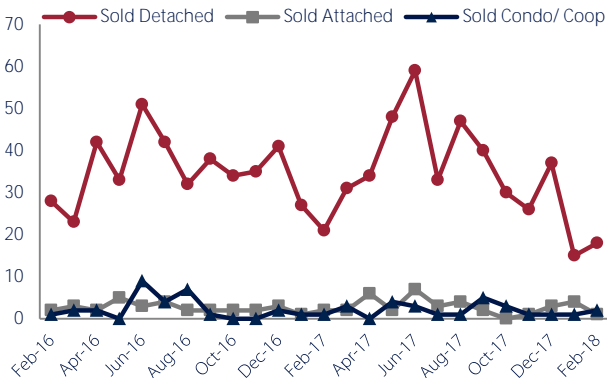
Days On Market

43



Down
Vs. Year Ago

Units Sold*



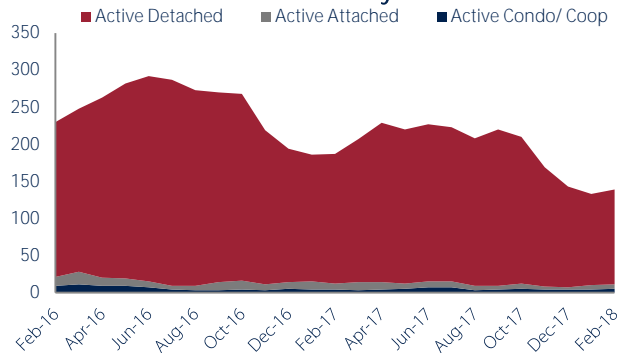
Units Sold

There was an increase in total units sold in February, with 21 sold this month in Phoenix, Sparks, and Northern Baltimore County versus 20 last month, an increase of 5%. This month's total units sold was lower than at this time last year, a decrease of 13% versus February 2017.

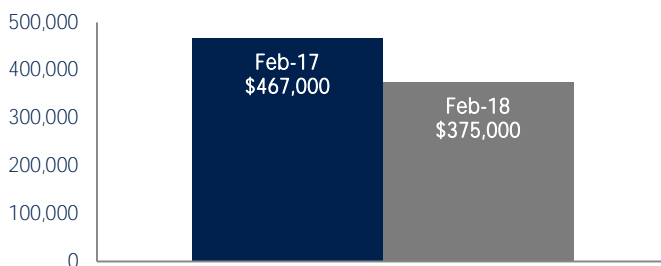
Active Inventory

Versus last year, the total number of homes available this month is lower by 48 units or 26%. The total number of active inventory this February was 139 compared to 187 in February 2017. This month's total of 139 is higher than the previous month's total supply of available inventory of 133, an increase of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

Last February, the median sale price for Phoenix, Sparks, and Northern Baltimore County Homes was \$467,000. This February, the median sale price was \$375,000, a decrease of 20% or \$92,000 compared to last year. The current median sold price is 21% 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.



Phoenix, Sparks, and Northern Baltimore County are defined as properties listed in zip code/s 21131, 21120, 21152, 21053, 21161, 21111, 21155, 21023 and 21020.

*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.

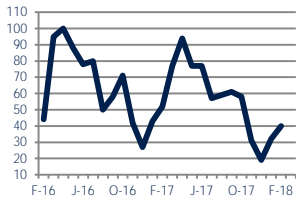


CHRISTIE'S
INTERNATIONAL REAL ESTATE

Zip Code(s): 21131, 21120, 21152, 21053, 21161, 21111, 21155, 21023 and 21020

New Listings

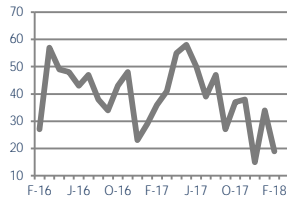
40



Down -23%
Vs. Year Ago

Current Contracts

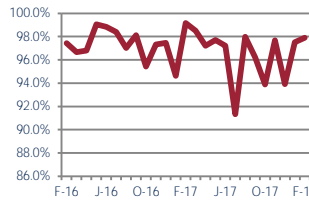
19



Down -47%
Vs. Year Ago

Sold Vs. List Price

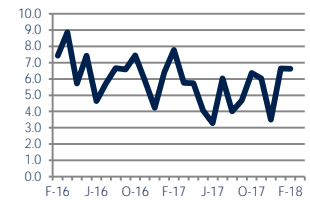
97.9%



Down -1.3%
Vs. Year Ago

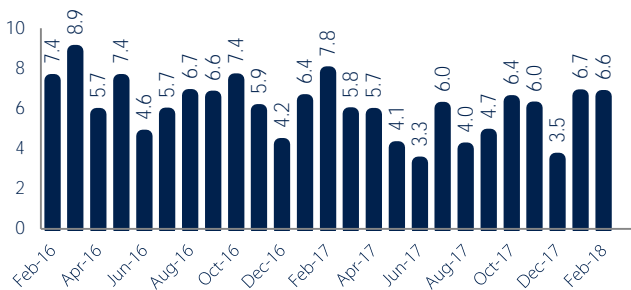
Months of Supply

6.6



Down -15%
Vs. Year Ago

Months Of Supply



Months of Supply

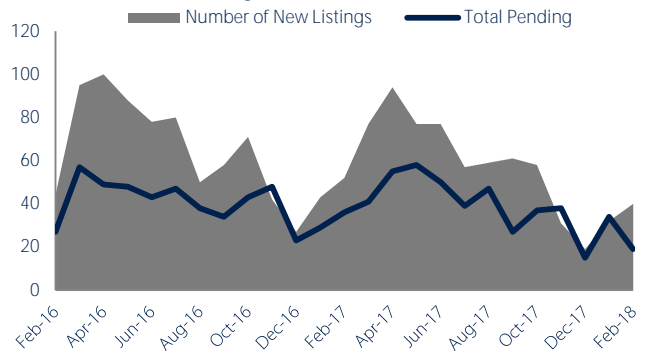
In February, there was 6.6 months of supply available in Phoenix, Sparks, and Northern Baltimore County, compared to 7.8 in February 2017. That is a decrease of 15% versus a year ago.

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.

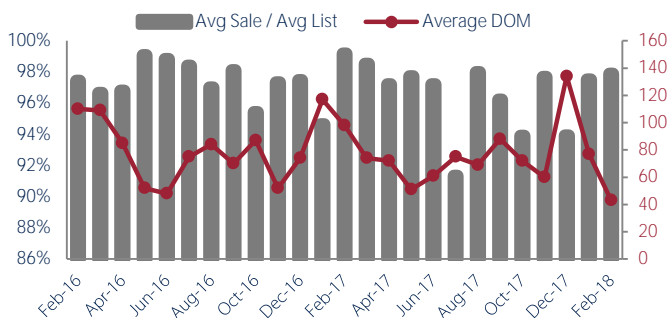
New Listings & Current Contracts

This month there were 40 homes newly listed for sale in Phoenix, Sparks, and Northern Baltimore County compared to 52 in February 2017, a decrease of 23%. There were 19 current contracts pending sale this February compared to 36 a year ago. The number of current contracts is 47% 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 Phoenix, Sparks, and Northern Baltimore County was 97.9% of the average list price, which is 1.3% lower than at this time last year.

Days On Market

This month, the average number of days on market was 43, lower than the average last year, which was 98. This decrease was impacted by the limited number of sales.



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