



The Long & Foster Market Minute™

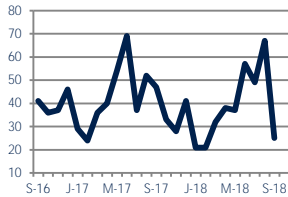
Focus On: Phoenix, Sparks, and Northern Baltimore County Housing Market

September 2018

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

Units Sold

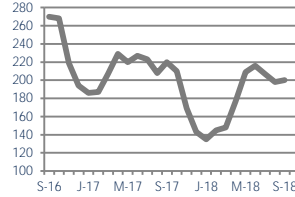
25



Down
Vs. Year Ago

Active Inventory

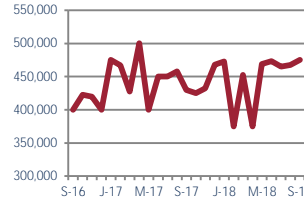
200



Down -9%
Vs. Year Ago

Median Sale Price

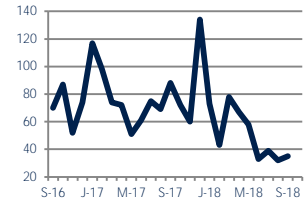
\$475,000



Up 10%
Vs. Year Ago

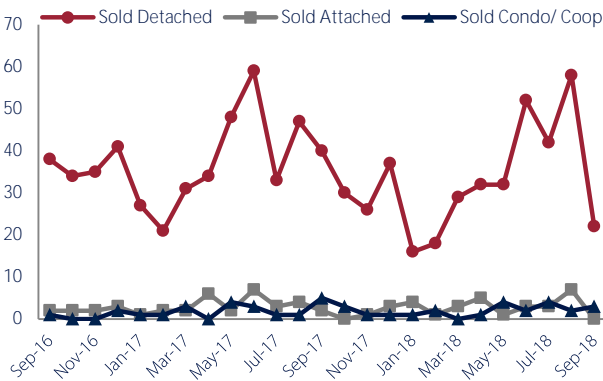
Days On Market

35



Down
Vs. Year Ago

Units Sold*



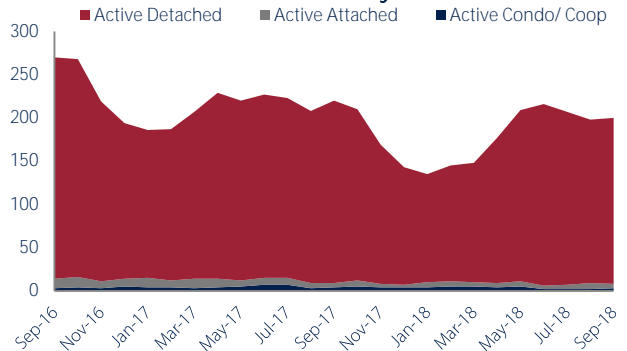
Units Sold

With relatively few transactions, there was a decrease in total units sold in September, with 25 sold this month in Phoenix, Sparks, and Northern Baltimore County. This month's total units sold was lower than at this time last year, a decrease from September 2017.

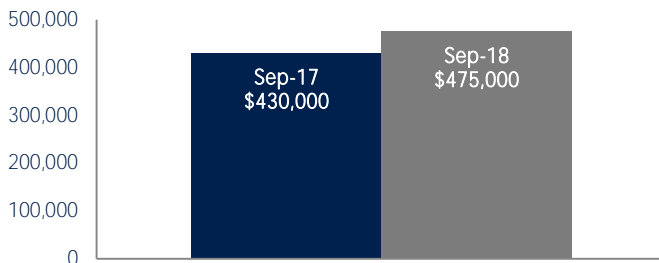
Active Inventory

Versus last year, the total number of homes available this month is lower by 20 units or 9%. The total number of active inventory this September was 200 compared to 220 in September 2017. This month's total of 200 is higher than the previous month's total supply of available inventory of 198, an increase of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Phoenix, Sparks, and Northern Baltimore County Homes was \$430,000. This September, the median sale price was \$475,000, an increase of 10% or \$45,000 compared to last year. The current median sold price is 2% higher than in August.

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.

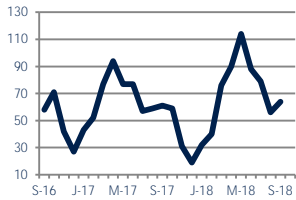
Information included in this report is based on data supplied by MRIS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of MRIS or Long & Foster Real Estate, Inc.



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New Listings

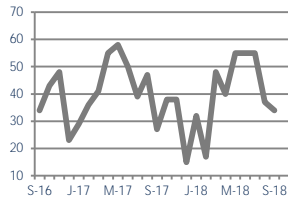
64



Up 5%
Vs. Year Ago

Current Contracts

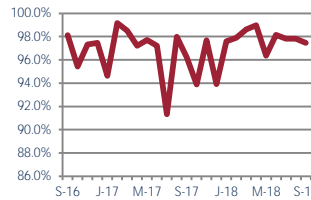
34



Up 26%
Vs. Year Ago

Sold Vs. List Price

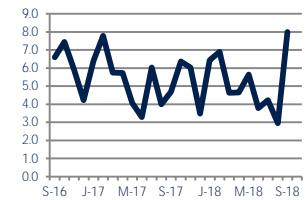
97.5%



Up 1.3%
Vs. Year Ago

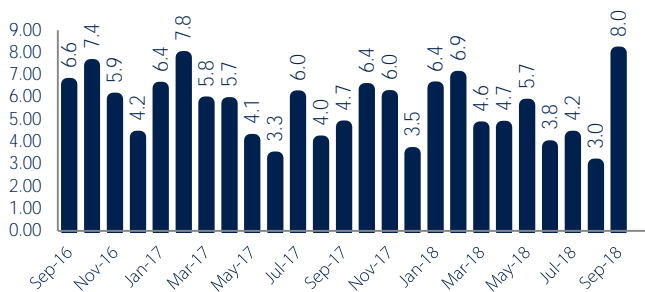
Months of Supply

8.0



Up 71%
Vs. Year Ago

Months Of Supply



Months of Supply

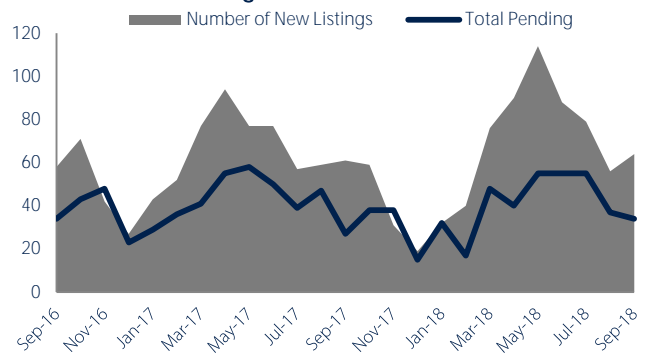
In September, there was 8.0 months of supply available in Phoenix, Sparks, and Northern Baltimore County, compared to 4.7 in September 2017. That is an increase of 71% versus a year ago.

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.

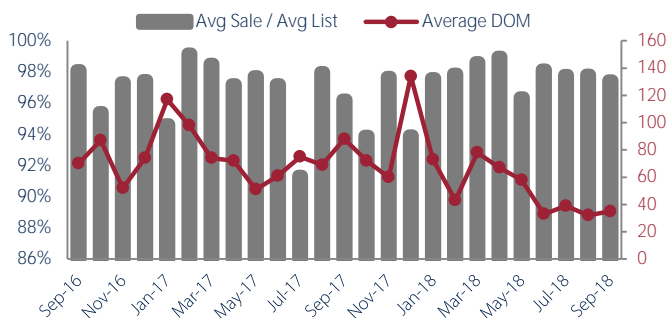
New Listings & Current Contracts

This month there were 64 homes newly listed for sale in Phoenix, Sparks, and Northern Baltimore County compared to 61 in September 2017, an increase of 5%. There were 34 current contracts pending sale this September compared to 27 a year ago. The number of current contracts is 26% higher than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Phoenix, Sparks, and Northern Baltimore County was 97.5% of the average list price, which is 1.2% higher than at this time last year.

Days On Market

This month, the average number of days on market was 35, lower than the average last year, which was 88. This decrease was impacted by the limited number of sales.



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