



# The Long & Foster Market Minute™

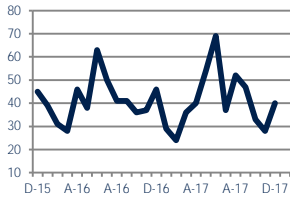
**Focus On:** Phoenix, Sparks, and Northern Baltimore County Housing Market

December 2017

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

## Units Sold

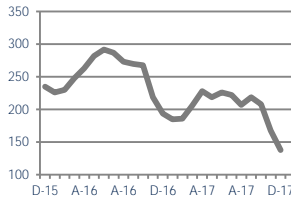
40



Down -13%  
Vs. Year Ago

## Active Inventory

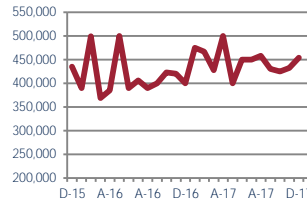
138



Down -29%  
Vs. Year Ago

## Median Sale Price

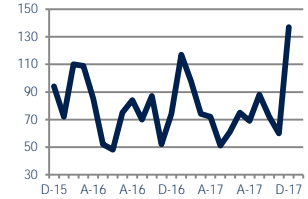
\$454,000



Up 14%  
Vs. Year Ago

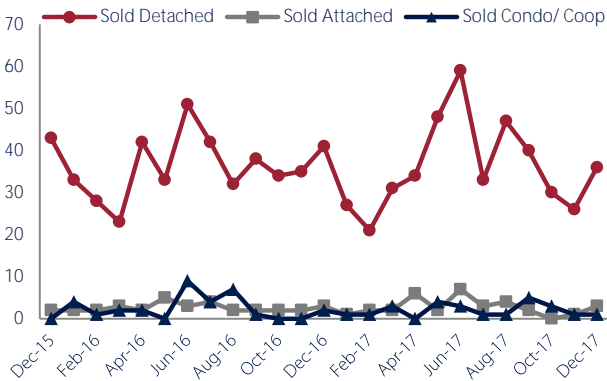
## Days On Market

137



Up  
Vs. Year Ago

### Units Sold\*



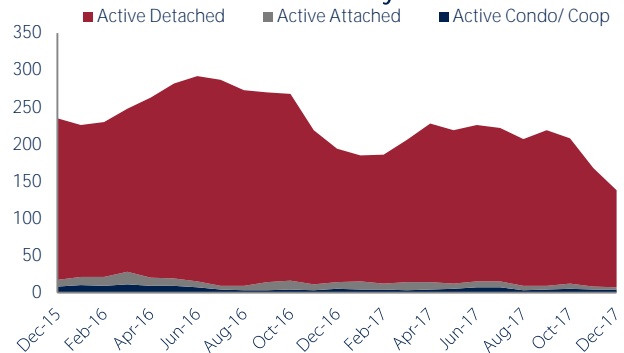
## Units Sold

There was an increase in total units sold in December, with 40 sold this month in Phoenix, Sparks, and Northern Baltimore County. This month's total units sold was lower than at this time last year.

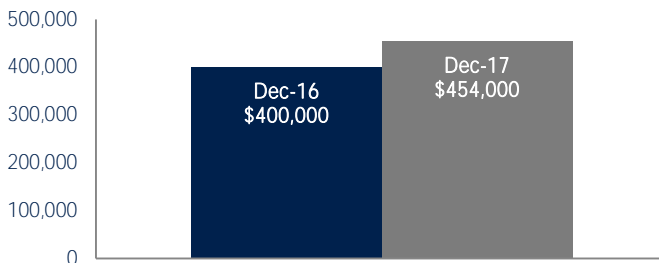
## Active Inventory

Versus last year, the total number of homes available this month is lower by 56 units or 29%. The total number of active inventory this December was 138 compared to 194 in December 2016. This month's total of 138 is lower than the previous month's total supply of available inventory of 168, a decrease of 18%.

### Active Inventory\*



## Median Sale Price



## Median Sale Price

Last December, the median sale price for Phoenix, Sparks, and Northern Baltimore County Homes was \$400,000. This December, the median sale price was \$454,000, an increase of 14% or \$54,000 compared to last year. The current median sold price is 5% higher than in November.

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.



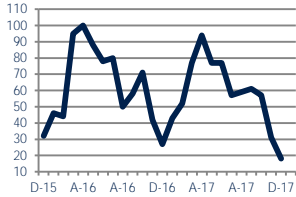
CHRISTIE'S  
INTERNATIONAL REAL ESTATE



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

**New Listings**

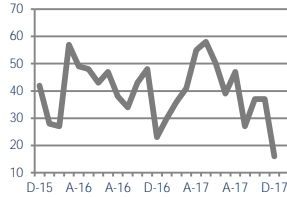
18



**Down -33%**  
Vs. Year Ago

**Current Contracts**

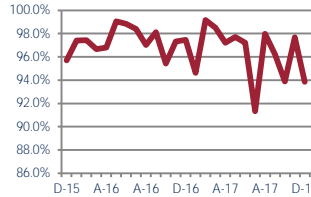
16



**Down -30%**  
Vs. Year Ago

**Sold Vs. List Price**

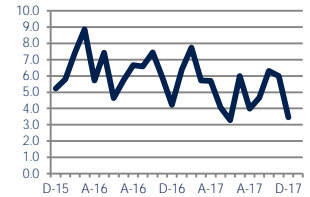
93.9%



**Down -3.7%**  
Vs. Year Ago

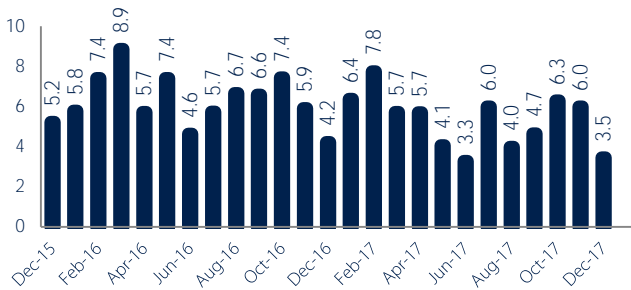
**Months of Supply**

3.5



**Down -18%**  
Vs. Year Ago

**Months Of Supply**



**Months of Supply**

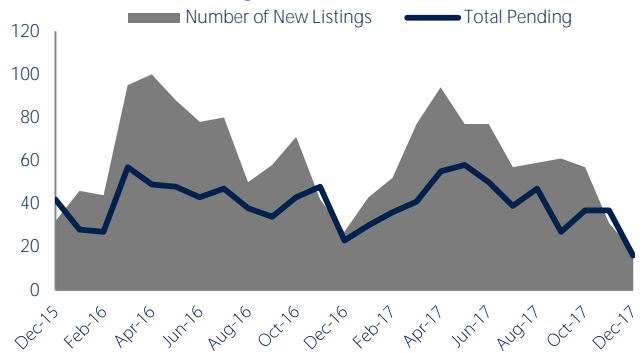
In December, there was 3.5 months of supply available in Phoenix, Sparks, and Northern Baltimore County, compared to 4.2 in December 2016. That is a decrease of 18% versus a year ago.

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.

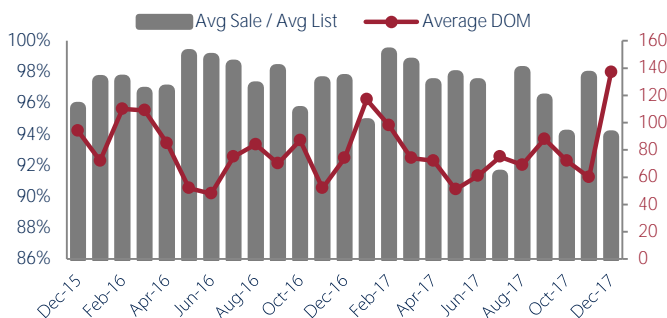
**New Listings & Current Contracts**

This month there were 18 homes newly listed for sale in Phoenix, Sparks, and Northern Baltimore County compared to 27 in December 2016, a decrease of 33%. There were 16 current contracts pending sale this December compared to 23 a year ago. The number of current contracts is 30% lower than last December.

**New Listings & Current Contracts**



**Sale Price/ List Price & DOM**



**Sale Price to List Price Ratio**

In December, the average sale price in Phoenix, Sparks, and Northern Baltimore County was 93.9% of the average list price, which is 3.6% lower than at this time last year.

**Days On Market**

This month, the average number of days on market was 137, higher than the average last year, which was 74.



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