



The Long & Foster Market Minute™

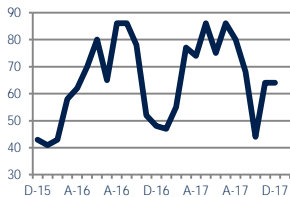
Focus On: **Salisbury and Fruitland Housing Market**

December 2017

Zip Code(s): 21801, 21804 and 21826

Units Sold

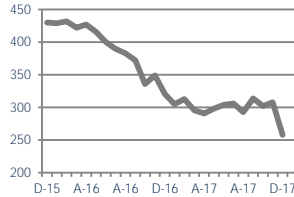
64



Up 33%
Vs. Year Ago

Active Inventory

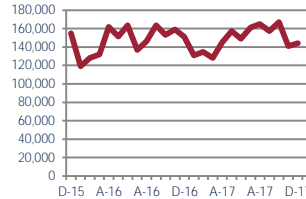
258



Down -20%
Vs. Year Ago

Median Sale Price

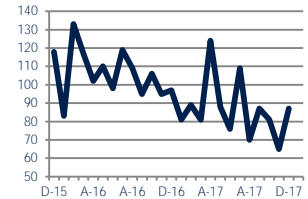
\$143,968



Down -5%
Vs. Year Ago

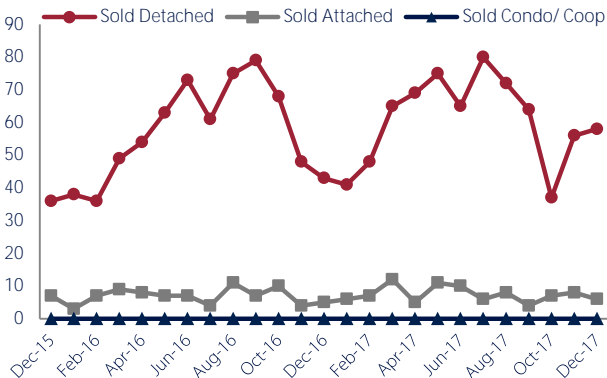
Days On Market

87



Down -10%
Vs. Year Ago

Units Sold*



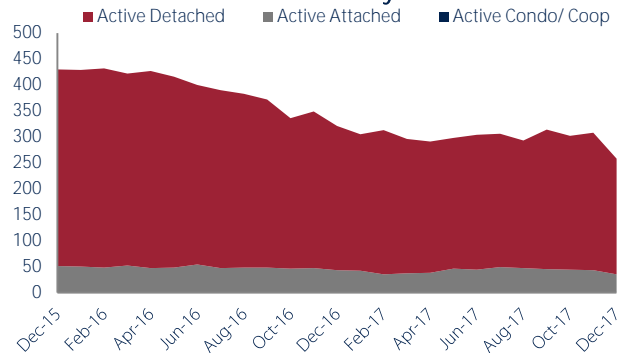
Units Sold

The number of units sold remained stable in December, with 64 sold this month in Salisbury and Fruitland. This month's total units sold was higher than at this time last year, an increase of 33% versus December 2016.

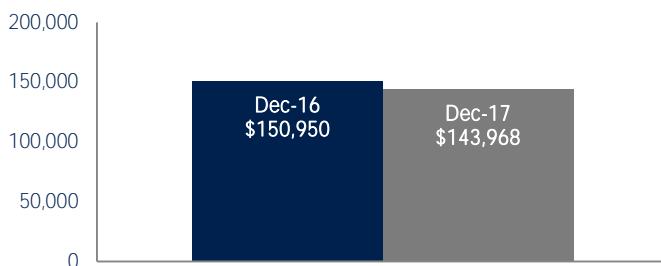
Active Inventory

Versus last year, the total number of homes available this month is lower by 63 units or 20%. The total number of active inventory this December was 258 compared to 321 in December 2016. This month's total of 258 is lower than the previous month's total supply of available inventory of 308, a decrease of 16%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for Salisbury and Fruitland Homes was \$150,950. This December, the median sale price was \$143,968, a decrease of 5% or \$6,982 compared to last year. The current median sold price is 2% 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.



Salisbury and Fruitland are defined as properties listed in zip code/s 21801, 21804 and 21826.

*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 CAR 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 CAR or Long & Foster Real Estate, Inc.

CHRISTIE'S
INTERNATIONAL REAL ESTATE

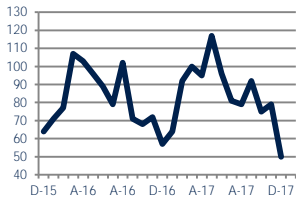




Zip Code(s): 21801, 21804 and 21826

New Listings

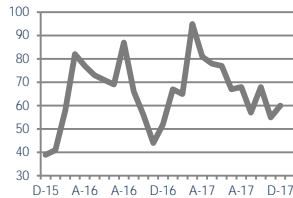
50



Down -12%
Vs. Year Ago

Current Contracts

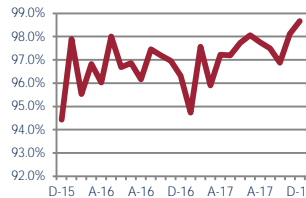
60



Up 15%
Vs. Year Ago

Sold Vs. List Price

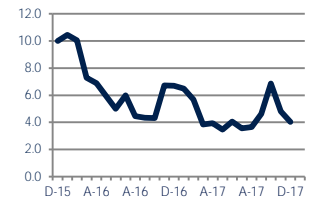
98.7%



Up 2.4%
Vs. Year Ago

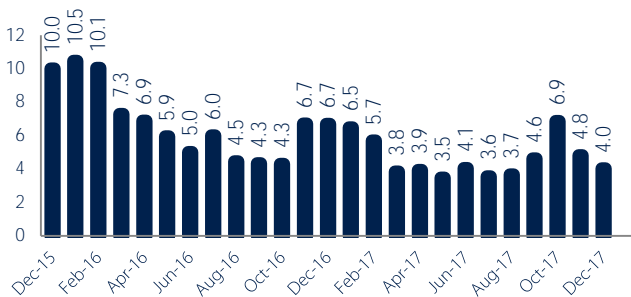
Months of Supply

4.0



Down -40%
Vs. Year Ago

Months Of Supply



Months of Supply

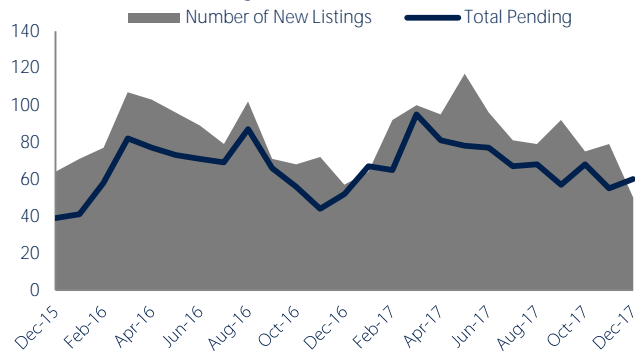
In December, there was 4.0 months of supply available in Salisbury and Fruitland, compared to 6.7 in December 2016. That is a decrease of 40% versus a year ago.

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.

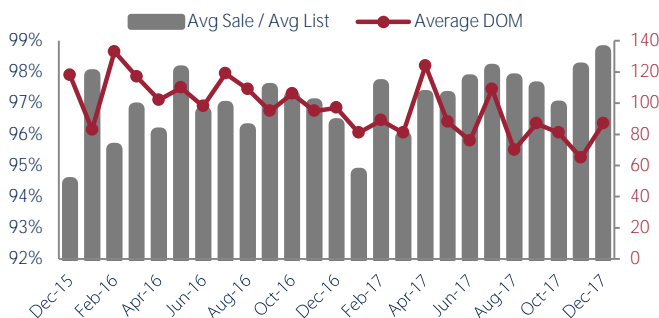
New Listings & Current Contracts

This month there were 50 homes newly listed for sale in Salisbury and Fruitland compared to 57 in December 2016, a decrease of 12%. There were 60 current contracts pending sale this December compared to 52 a year ago. The number of current contracts is 15% higher 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 Salisbury and Fruitland was 98.7% of the average list price, which is 2.3% higher than at this time last year.

Days On Market

This month, the average number of days on market was 87, lower than the average last year, which was 97, a decrease of 10%.



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