

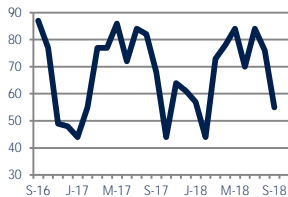
Focus On: Salisbury and Fruitland Housing Market

September 2018

Zip Code(s): 21801, 21804 and 21826

Units Sold

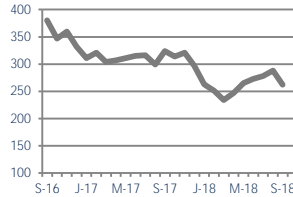
55



Down -19%
Vs. Year Ago

Active Inventory

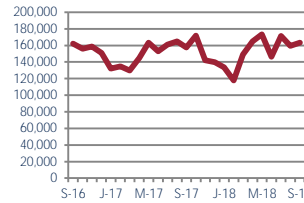
262



Down -19%
Vs. Year Ago

Median Sale Price

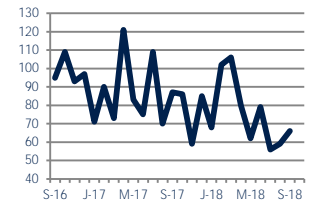
\$163,500



Up 4%
Vs. Year Ago

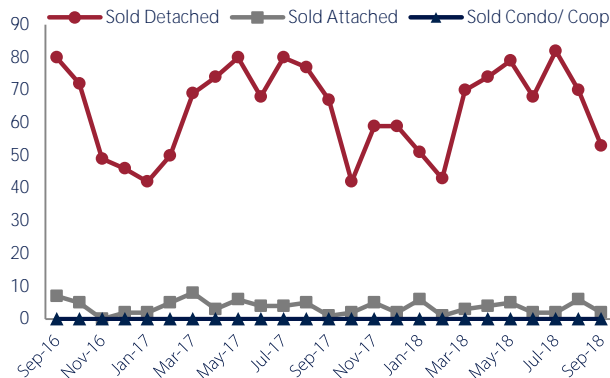
Days On Market

66



Down -24%
Vs. Year Ago

Units Sold*



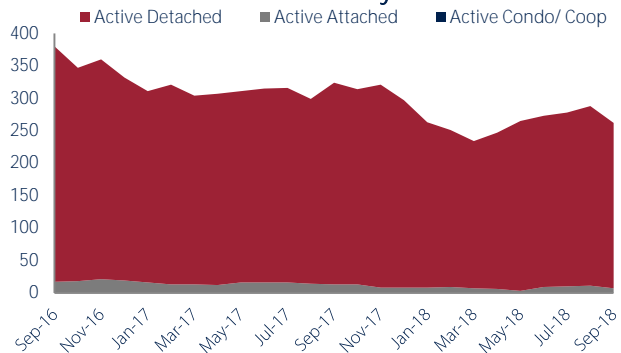
Units Sold

There was a decrease in total units sold in September, with 55 sold this month in Salisbury and Fruitland versus 76 last month, a decrease of 28%. This month's total units sold was lower than at this time last year, a decrease of 19% versus September 2017.

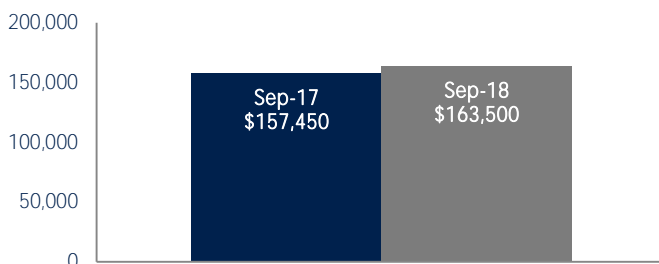
Active Inventory

Versus last year, the total number of homes available this month is lower by 62 units or 19%. The total number of active inventory this September was 262 compared to 324 in September 2017. This month's total of 262 is lower than the previous month's total supply of available inventory of 288, a decrease of 9%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Salisbury and Fruitland Homes was \$157,450. This September, the median sale price was \$163,500, an increase of 4% or \$6,050 compared to last year. The current median sold price is 3% 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.

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 BRIGHTMLS 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 BRIGHTMLS or Long & Foster Real Estate, Inc.



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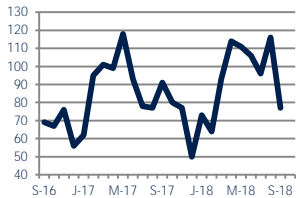
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September 2018

Zip Code(s): 21801, 21804 and 21826

New Listings

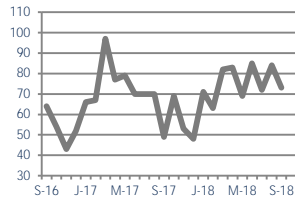
77



Down -15%
Vs. Year Ago

Current Contracts

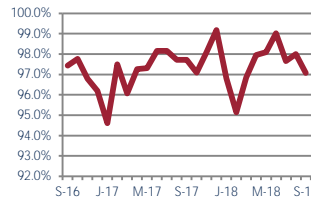
73



Up 49%
Vs. Year Ago

Sold Vs. List Price

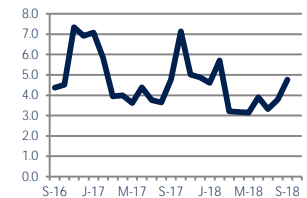
97.1%



Down -0.6%
Vs. Year Ago

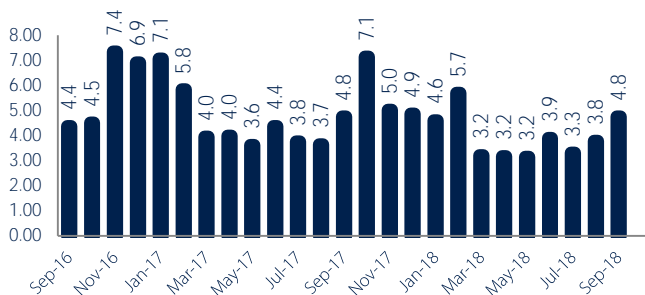
Months of Supply

4.8



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

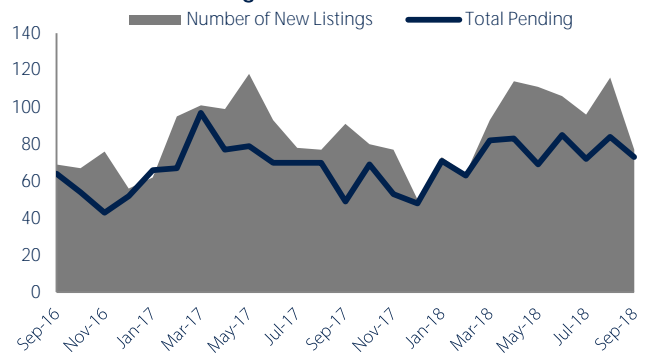
In September, there was 4.8 months of supply available in Salisbury and Fruitland. The amount of supply is similar compared to a year ago.

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.

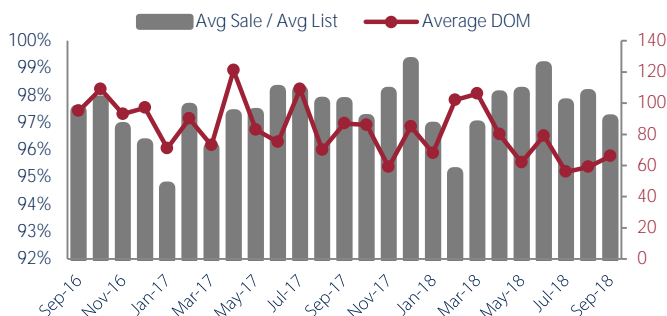
New Listings & Current Contracts

This month there were 77 homes newly listed for sale in Salisbury and Fruitland compared to 91 in September 2017, a decrease of 15%. There were 73 current contracts pending sale this September compared to 49 a year ago. The number of current contracts is 49% 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 Salisbury and Fruitland was 97.1% of the average list price, which is 0.6% lower than at this time last year.

Days On Market

This month, the average number of days on market was 66, lower than the average last year, which was 87, a decrease of 24%.



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