



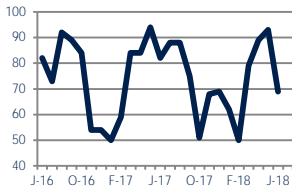
The Long & Foster Market Minute™

Focus On: Salisbury and Fruitland Housing Market

June 2018

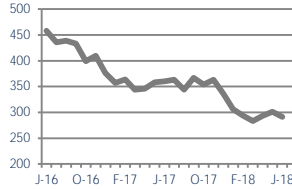
Zip Code(s): 21801, 21804 and 21826

Units Sold
69



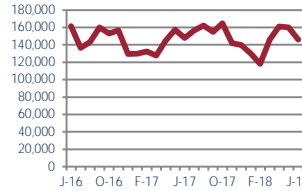
Down -16%
Vs. Year Ago

Active Inventory
291



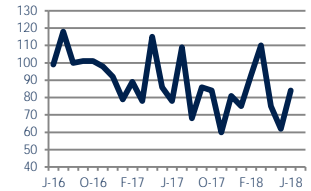
Down -19%
Vs. Year Ago

Median Sale Price
\$146,000



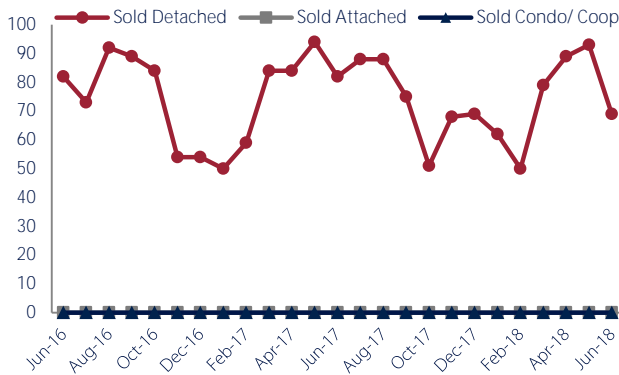
Down -1%
Vs. Year Ago

Days On Market
84



Up 8%
Vs. Year Ago

Units Sold*



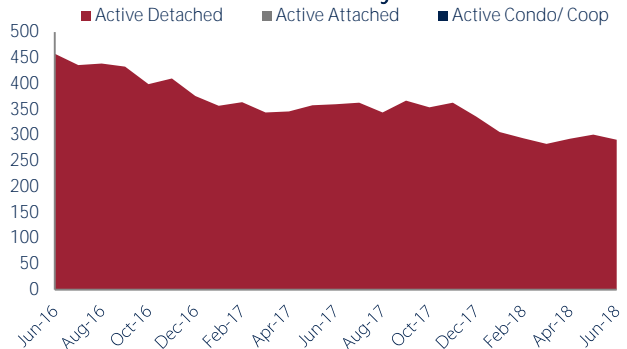
Units Sold

There was a decrease in total units sold in June, with 69 sold this month in Salisbury and Fruitland versus 93 last month, a decrease of 26%. This month's total units sold was lower than at this time last year, a decrease of 16% versus June 2017.

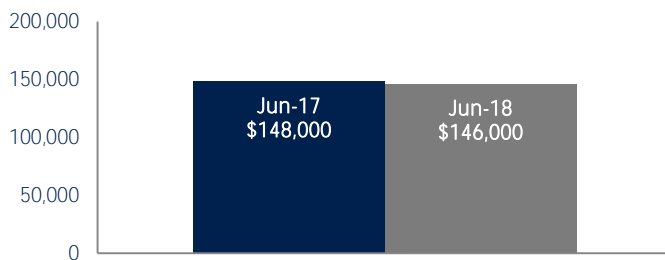
Active Inventory

Versus last year, the total number of homes available this month is lower by 69 units or 19%. The total number of active inventory this June was 291 compared to 360 in June 2017. This month's total of 291 is lower than the previous month's total supply of available inventory of 301, a decrease of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Salisbury and Fruitland Homes was \$148,000. This June, the median sale price was \$146,000, a decrease of 1% or \$2,000 compared to last year. The current median sold price is 9% lower than in May.

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.



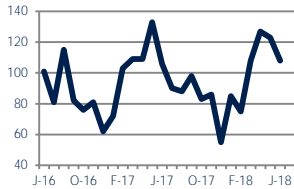
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June 2018

Zip Code(s): 21801, 21804 and 21826

New Listings

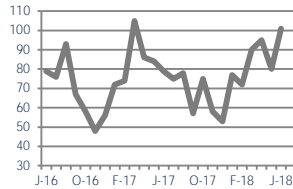
108



Up 2%
Vs. Year Ago

Current Contracts

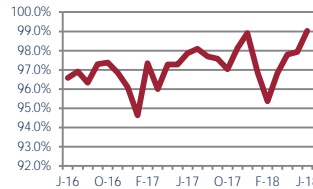
101



Up 28%
Vs. Year Ago

Sold Vs. List Price

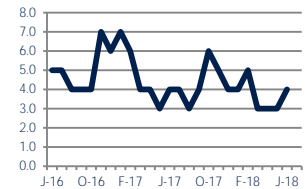
99.0%



Up 1.2%
Vs. Year Ago

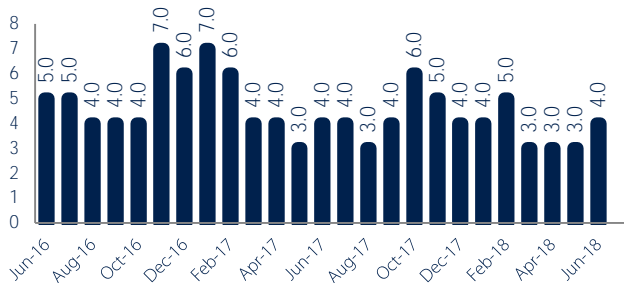
Months of Supply

4.0



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

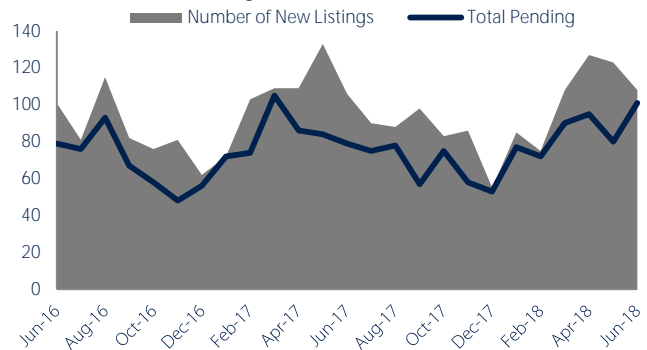
In June, there was 4.2 months of supply available in Salisbury and Fruitland, compared to 4.4 in June 2017. That is a decrease of 4% versus a year ago.

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.

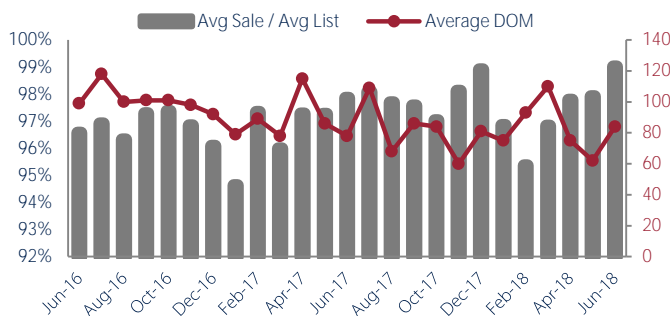
New Listings & Current Contracts

This month there were 108 homes newly listed for sale in Salisbury and Fruitland compared to 106 in June 2017, an increase of 2%. There were 101 current contracts pending sale this June compared to 79 a year ago. The number of current contracts is 28% higher than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Salisbury and Fruitland was 99.0% 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 84, higher than the average last year, which was 78, an increase of 8%.



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