



The Long & Foster Market Minute™

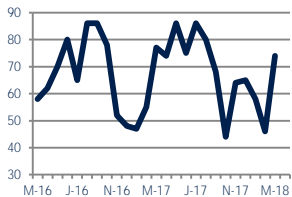
Focus On: **Salisbury and Fruitland Housing Market**

March 2018

Zip Code(s): 21801, 21804 and 21826

Units Sold

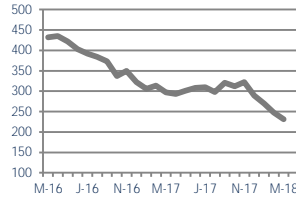
74



Down -4%
Vs. Year Ago

Active Inventory

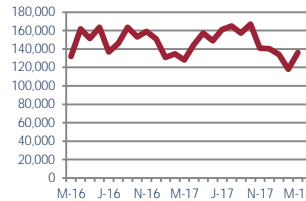
231



Down -22%
Vs. Year Ago

Median Sale Price

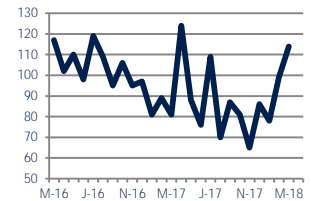
\$136,000



Up 6%
Vs. Year Ago

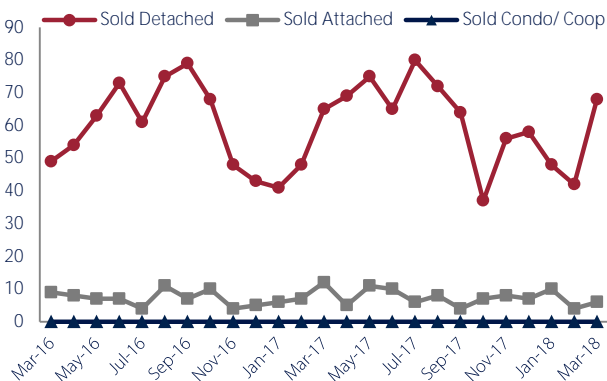
Days On Market

114



Up 41%
Vs. Year Ago

Units Sold*



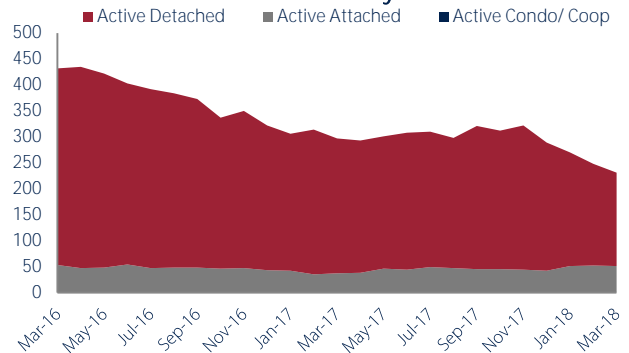
Units Sold

There was an increase in total units sold in March, with 74 sold this month in Salisbury and Fruitland. This month's total units sold was lower than at this time last year.

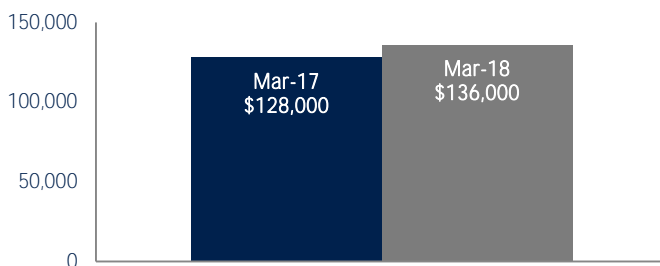
Active Inventory

Versus last year, the total number of homes available this month is lower by 66 units or 22%. The total number of active inventory this March was 231 compared to 297 in March 2017. This month's total of 231 is lower than the previous month's total supply of available inventory of 248, a decrease of 7%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Salisbury and Fruitland Homes was \$128,000. This March, the median sale price was \$136,000, an increase of 6% or \$8,000 compared to last year. The current median sold price is 15% higher than in February.

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.



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INTERNATIONAL REAL ESTATE





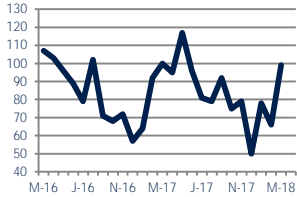
Focus On: Salisbury and Fruitland Housing Market

March 2018

Zip Code(s): 21801, 21804 and 21826

New Listings

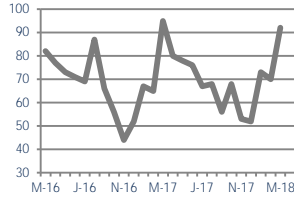
99



Down -1%
Vs. Year Ago

Current Contracts

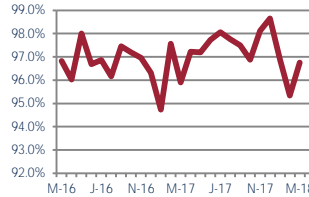
92



Down -3%
Vs. Year Ago

Sold Vs. List Price

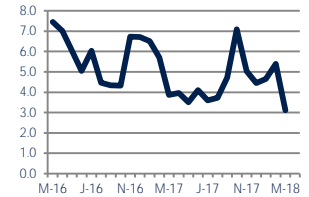
96.8%



Up 0.9%
Vs. Year Ago

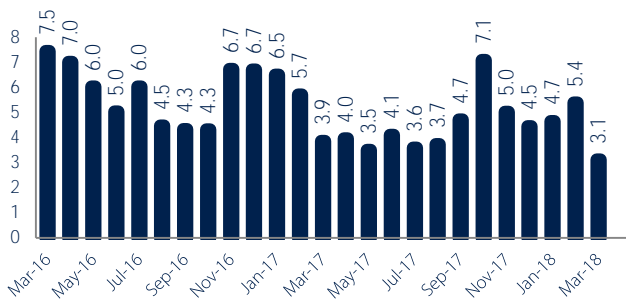
Months of Supply

3.1



Down -19%
Vs. Year Ago

Months Of Supply



Months of Supply

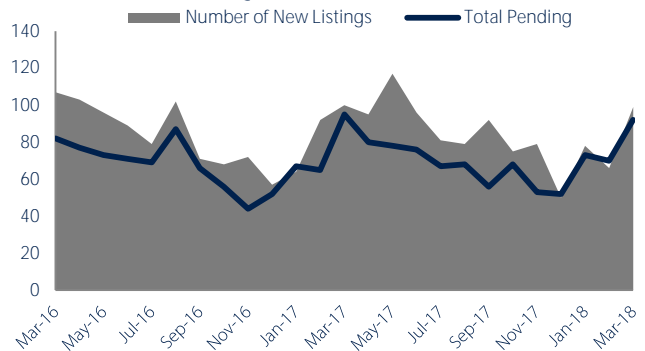
In March, there was 3.1 months of supply available in Salisbury and Fruitland, compared to 3.9 in March 2017. That is a decrease of 19% versus a year ago.

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.

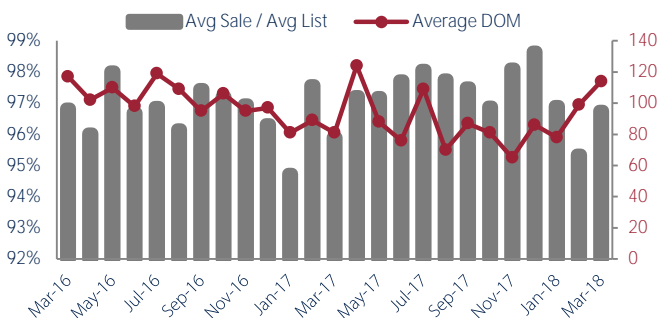
New Listings & Current Contracts

This month there were 99 homes newly listed for sale in Salisbury and Fruitland compared to 100 in March 2017, a decrease of 1%. There were 92 current contracts pending sale this March compared to 95 a year ago. The number of current contracts is 3% lower than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Salisbury and Fruitland was 96.8% of the average list price, which is 0.9% higher than at this time last year.

Days On Market

This month, the average number of days on market was 114, higher than the average last year, which was 81, an increase of 41%.



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