



The Long & Foster Market Minute™

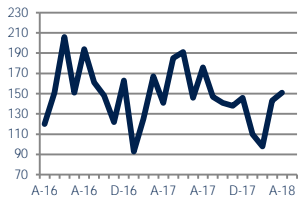
Focus On: Waldorf, St. Charles, and White Plains Housing Market

April 2018

Zip Code(s): 20603, 20602, 20601, 20695 and 20604

Units Sold

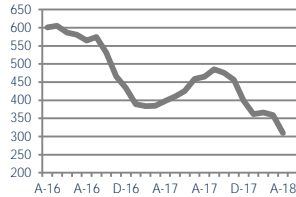
151



Up 7%
Vs. Year Ago

Active Inventory

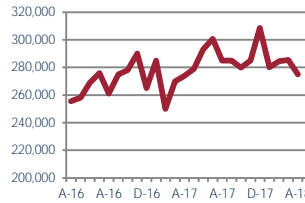
310



Down -22%
Vs. Year Ago

Median Sale Price

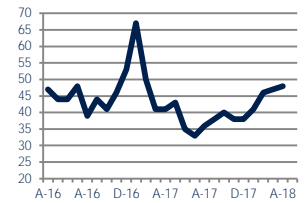
\$275,000



No Change
Vs. Year Ago

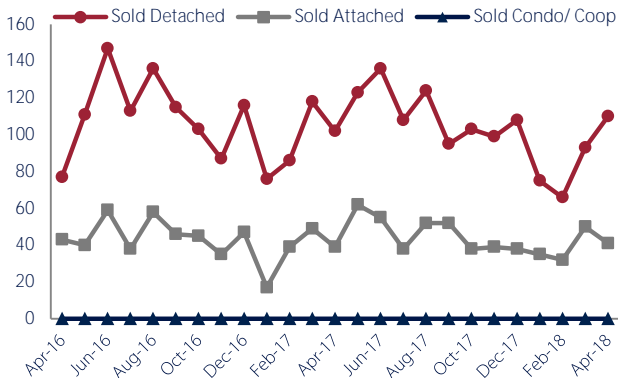
Days On Market

48



Up 17%
Vs. Year Ago

Units Sold*



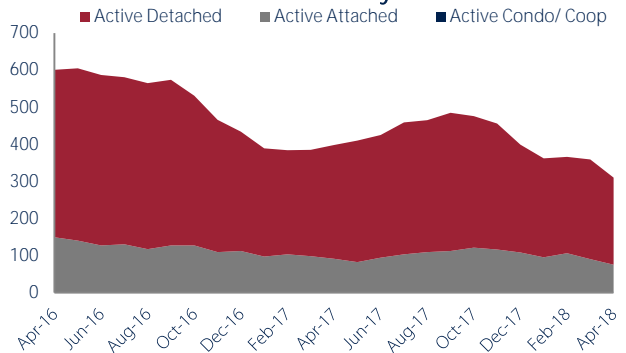
Units Sold

There was an increase in total units sold in April, with 151 sold this month in Waldorf, St. Charles, and White Plains versus 143 last month, an increase of 6%. This month's total units sold was higher than at this time last year, an increase of 7% versus April 2017.

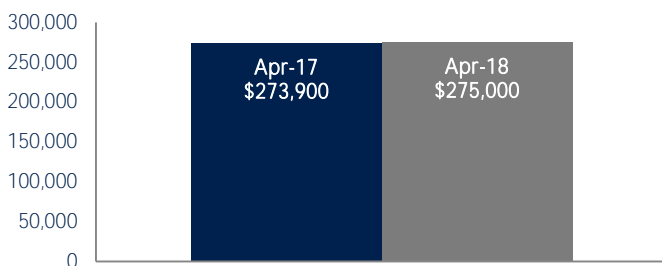
Active Inventory

Versus last year, the total number of homes available this month is lower by 88 units or 22%. The total number of active inventory this April was 310 compared to 398 in April 2017. This month's total of 310 is lower than the previous month's total supply of available inventory of 359, a decrease of 14%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Waldorf, St. Charles, and White Plains Homes was \$273,900. This April, the median sale price was \$275,000, which is similar compared to a year ago. The current median sold price is 4% higher than in March.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

Waldorf, St. Charles, and White Plains are defined as properties listed in zip code/s 20603, 20602, 20601, 20695 and 20604.

*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

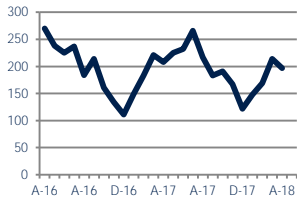




Zip Code(s): 20603, 20602, 20601, 20695 and 20604

New Listings

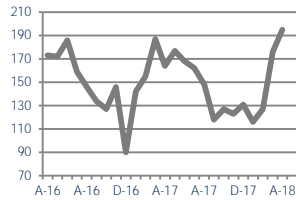
197



Down -5%
Vs. Year Ago

Current Contracts

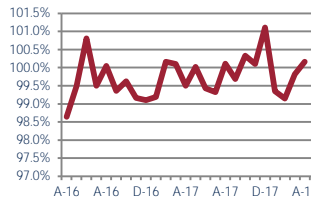
195



Up 19%
Vs. Year Ago

Sold Vs. List Price

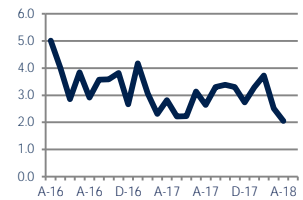
100.2%



Up 0.7%
Vs. Year Ago

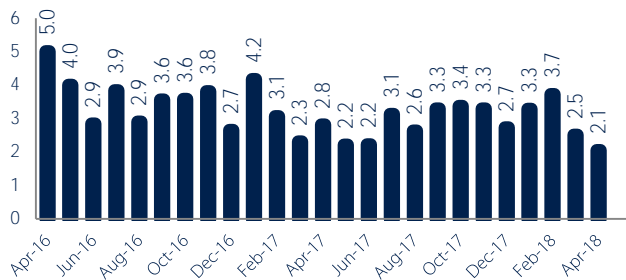
Months of Supply

2.1



Down -27%
Vs. Year Ago

Months Of Supply



Months of Supply

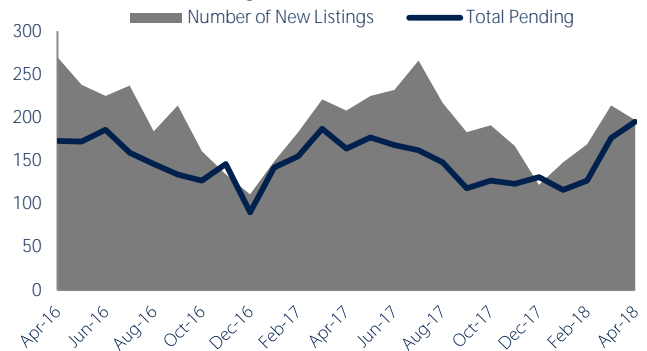
In April, there was 2.1 months of supply available in Waldorf, St. Charles, and White Plains, compared to 2.8 in April 2017. That is a decrease of 27% versus a year ago.

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.

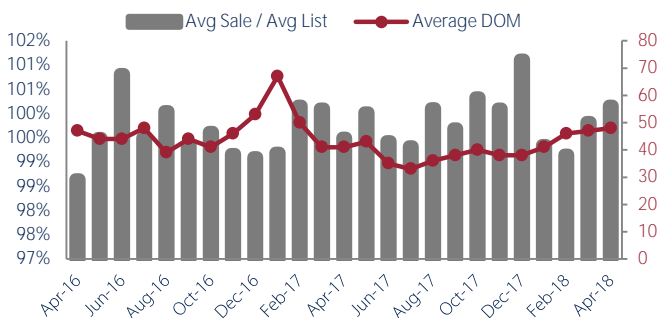
New Listings & Current Contracts

This month there were 197 homes newly listed for sale in Waldorf, St. Charles, and White Plains compared to 208 in April 2017, a decrease of 5%. There were 195 current contracts pending sale this April compared to 164 a year ago. The number of current contracts is 19% higher than last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Waldorf, St. Charles, and White Plains was 100.2% of the average list price, which is 0.7% higher than at this time last year.

Days On Market

This month, the average number of days on market was 48, higher than the average last year, which was 41, an increase of 17%.



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