



The Long & Foster Market Minute™

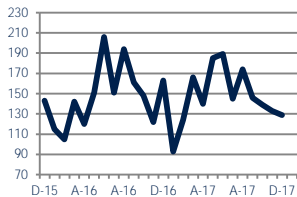
Focus On: Waldorf, St. Charles, and White Plains Housing Market

December 2017

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

Units Sold

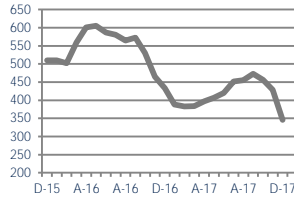
129



Down -21%
Vs. Year Ago

Active Inventory

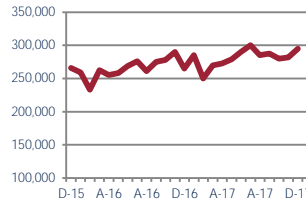
346



Down -20%
Vs. Year Ago

Median Sale Price

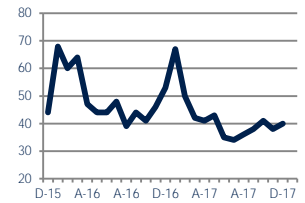
\$295,000



Up 11%
Vs. Year Ago

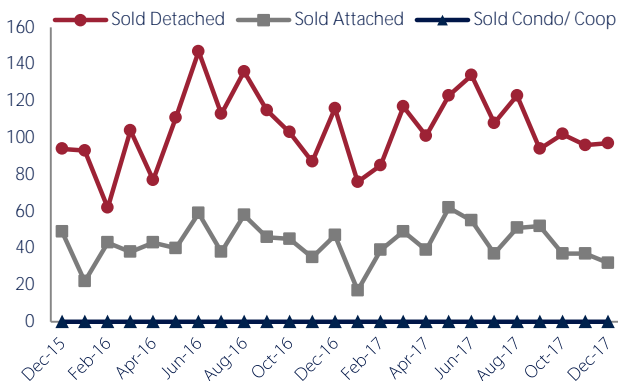
Days On Market

40



Down -25%
Vs. Year Ago

Units Sold*



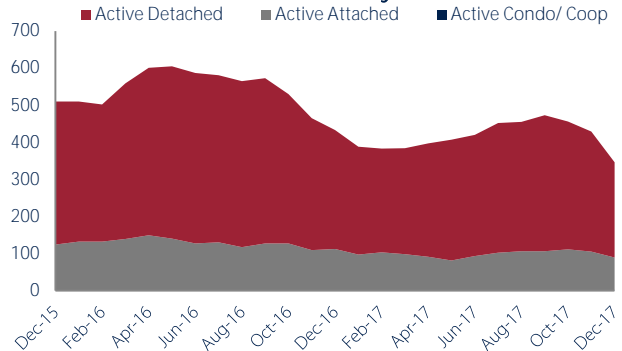
Units Sold

There was a decrease in total units sold in December, with 129 sold this month in Waldorf, St. Charles, and White Plains versus 133 last month, a decrease of 3%. This month's total units sold was lower than at this time last year, a decrease of 21% versus December 2016.

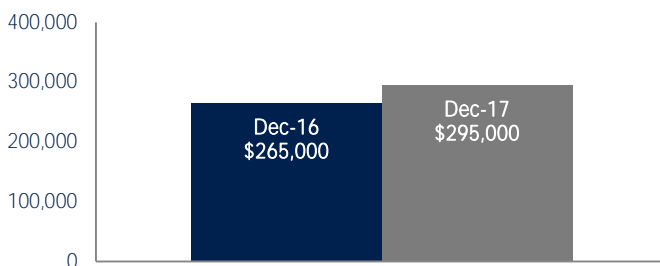
Active Inventory

Versus last year, the total number of homes available this month is lower by 87 units or 20%. The total number of active inventory this December was 346 compared to 433 in December 2016. This month's total of 346 is lower than the previous month's total supply of available inventory of 429, a decrease of 19%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for Waldorf, St. Charles, and White Plains Homes was \$265,000. This December, the median sale price was \$295,000, an increase of 11% or \$30,000 compared to last year. The current median sold price is 5% 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.



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





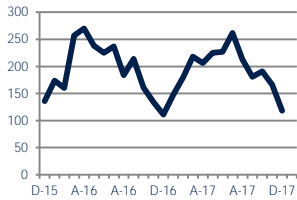
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December 2017

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

New Listings

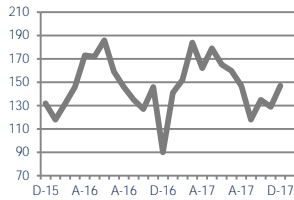
118



Up 6%
Vs. Year Ago

Current Contracts

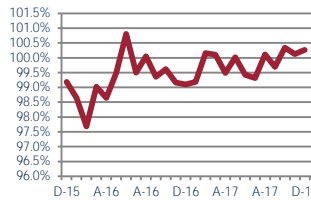
147



Up 63%
Vs. Year Ago

Sold Vs. List Price

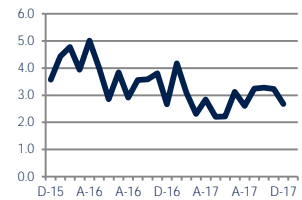
100.3%



Up 1.2%
Vs. Year Ago

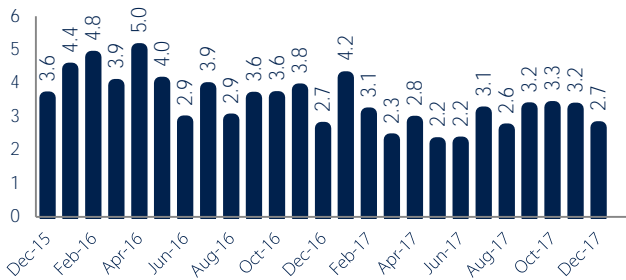
Months of Supply

2.7



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

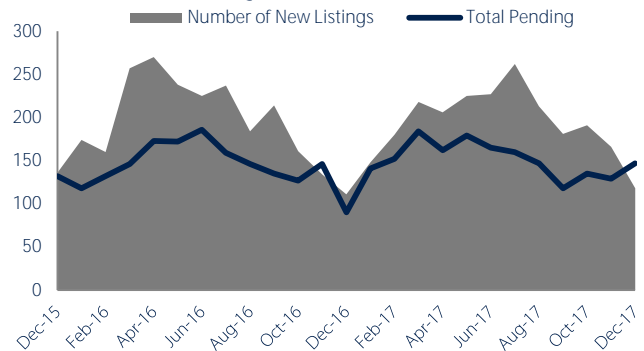
In December, there was 2.7 months of supply available in Waldorf, St. Charles, and White Plains. The amount of supply is similar compared to a year ago.

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.

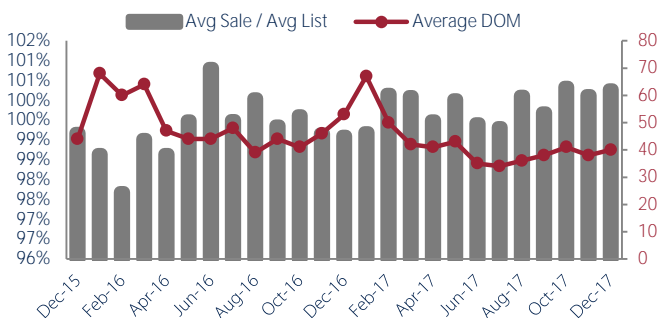
New Listings & Current Contracts

This month there were 118 homes newly listed for sale in Waldorf, St. Charles, and White Plains compared to 111 in December 2016, an increase of 6%. There were 147 current contracts pending sale this December compared to 90 a year ago. The number of current contracts is 63% 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 Waldorf, St. Charles, and White Plains was 100.3% 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 40, lower than the average last year, which was 53, a decrease of 25%.



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