



The Long & Foster Market Minute™

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

June 2018

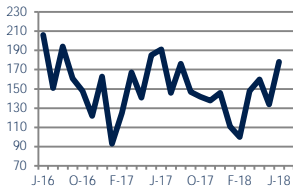
Zip Code(s): 20603, 20602, 20601, 20695 and 20604

Units Sold
178

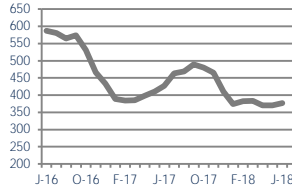
Active Inventory
377

Median Sale Price
\$300,000

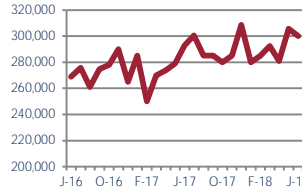
Days On Market
30



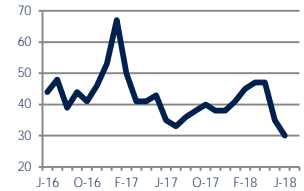
Down -7%
Vs. Year Ago



Down -12%
Vs. Year Ago

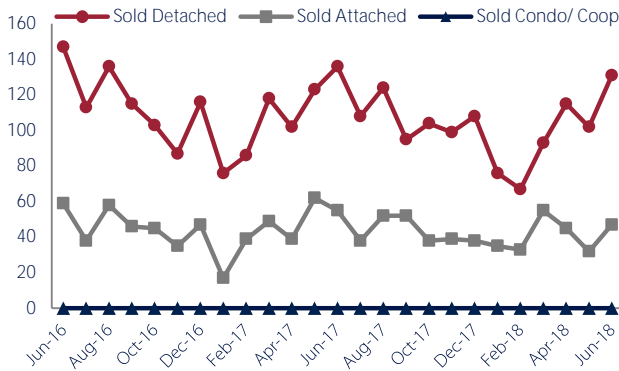


Up 2%
Vs. Year Ago



Down -14%
Vs. Year Ago

Units Sold*



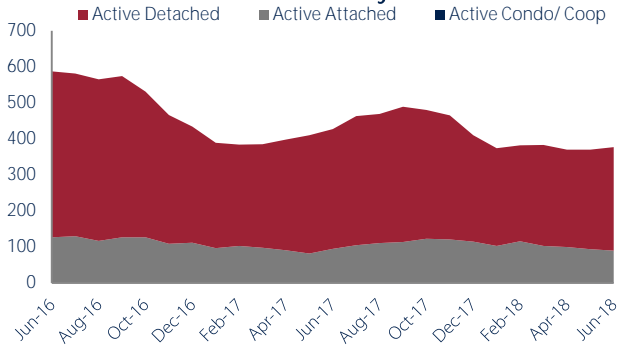
Units Sold

There was an increase in total units sold in June, with 178 sold this month in Waldorf, St. Charles, and White Plains versus 134 last month, an increase of 33%. This month's total units sold was lower than at this time last year, a decrease of 7% versus June 2017.

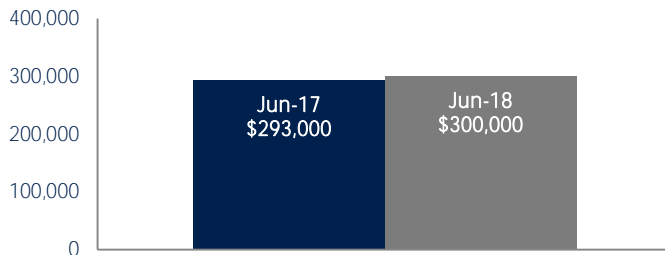
Active Inventory

Versus last year, the total number of homes available this month is lower by 50 units or 12%. The total number of active inventory this June was 377 compared to 427 in June 2017. This month's total of 377 is higher than the previous month's total supply of available inventory of 370, an increase of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Waldorf, St. Charles, and White Plains Homes was \$293,000. This June, the median sale price was \$300,000, an increase of 2% or \$7,000 compared to last year. The current median sold price is 2% 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.

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

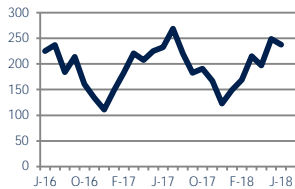




Zip Code(s): 20603, 20602, 20601, 20695 and 20604

New Listings

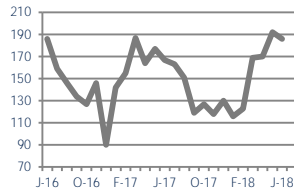
238



Up 2%
Vs. Year Ago

Current Contracts

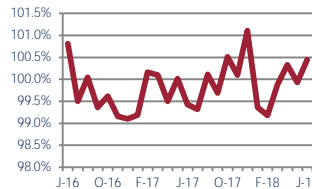
186



Up 11%
Vs. Year Ago

Sold Vs. List Price

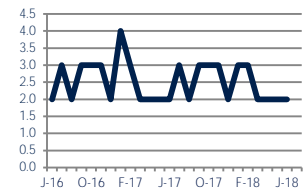
100.5%



Up 1%
Vs. Year Ago

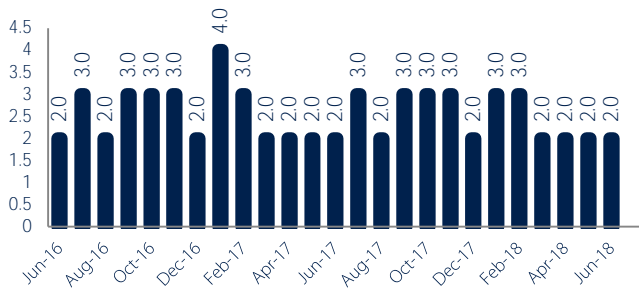
Months of Supply

2.0



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

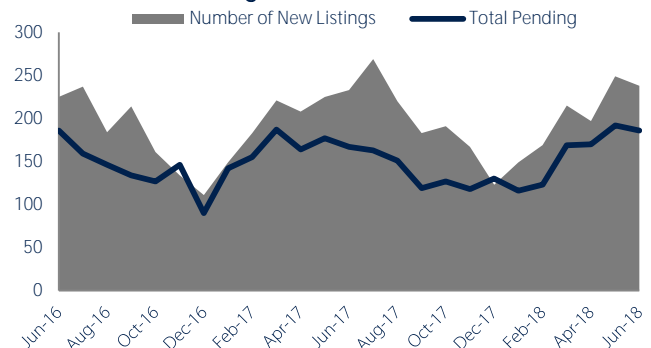
In June, there was 2.1 months of supply available in Waldorf, St. Charles, and White Plains, compared to 2.2 in June 2017. That is a decrease of 5% versus a year ago.

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.

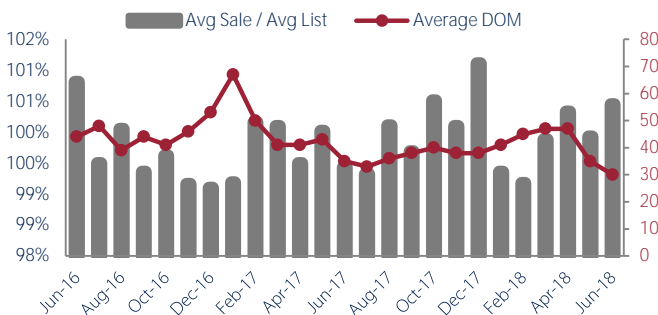
New Listings & Current Contracts

This month there were 238 homes newly listed for sale in Waldorf, St. Charles, and White Plains compared to 233 in June 2017, an increase of 2%. There were 186 current contracts pending sale this June compared to 167 a year ago. The number of current contracts is 11% 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 Waldorf, St. Charles, and White Plains was 100.5% of the average list price, which is 1.0% higher than at this time last year.

Days On Market

This month, the average number of days on market was 30, lower than the average last year, which was 35, a decrease of 14%.



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