



The Long & Foster Market Minute™

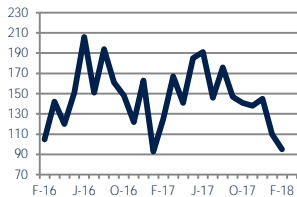
Focus On: Waldorf, St. Charles, and White Plains Housing Market

February 2018

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

Units Sold

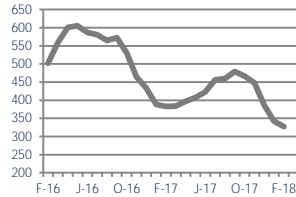
95



Down -24%
Vs. Year Ago

Active Inventory

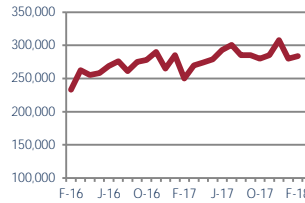
327



Down -15%
Vs. Year Ago

Median Sale Price

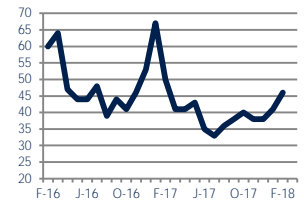
\$284,000



Up 14%
Vs. Year Ago

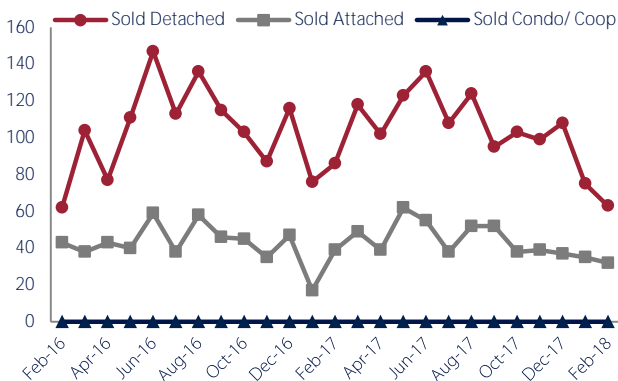
Days On Market

46



Down -8%
Vs. Year Ago

Units Sold*



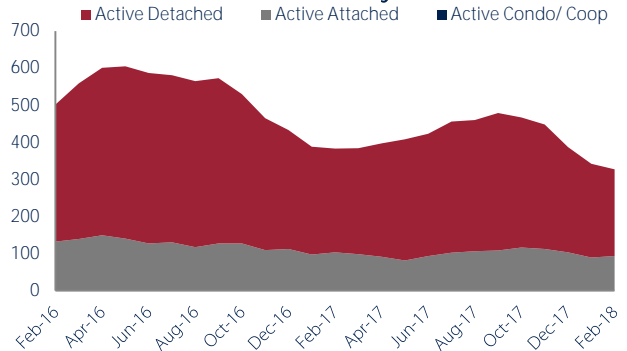
Units Sold

There was a decrease in total units sold in February, with 95 sold this month in Waldorf, St. Charles, and White Plains versus 110 last month, a decrease of 14%. This month's total units sold was lower than at this time last year, a decrease of 24% versus February 2017.

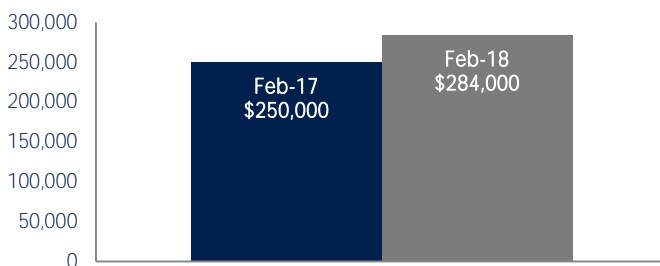
Active Inventory

Versus last year, the total number of homes available this month is lower by 56 units or 15%. The total number of active inventory this February was 327 compared to 383 in February 2017. This month's total of 327 is lower than the previous month's total supply of available inventory of 342, a decrease of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last February, the median sale price for Waldorf, St. Charles, and White Plains Homes was \$250,000. This February, the median sale price was \$284,000, an increase of 14% or \$34,000 compared to last year. The current median sold price is 1% higher than in January.

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



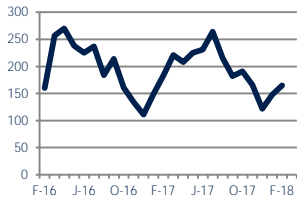
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New Listings

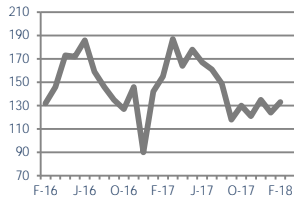
165



Down -10%
Vs. Year Ago

Current Contracts

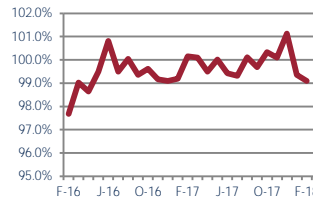
133



Down -14%
Vs. Year Ago

Sold Vs. List Price

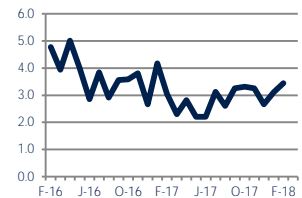
99.1%



Down -1.1%
Vs. Year Ago

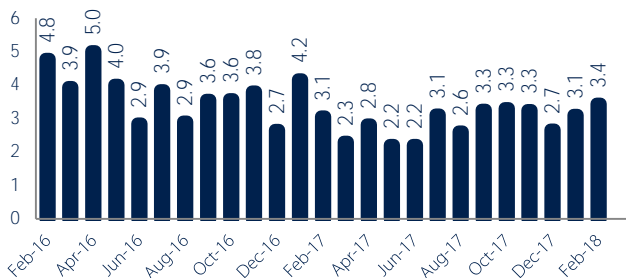
Months of Supply

3.4



Up 12%
Vs. Year Ago

Months Of Supply



Months of Supply

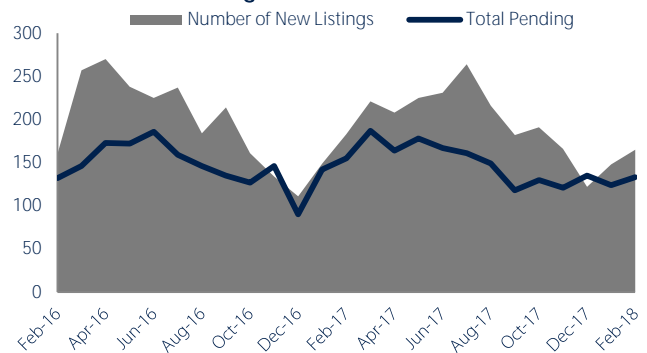
In February, there was 3.4 months of supply available in Waldorf, St. Charles, and White Plains, compared to 3.1 in February 2017. That is an increase of 12% versus a year ago.

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.

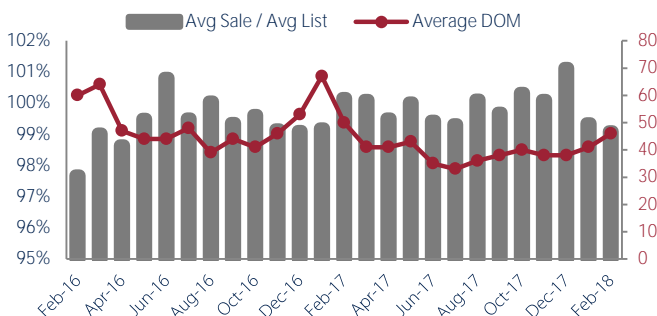
New Listings & Current Contracts

This month there were 165 homes newly listed for sale in Waldorf, St. Charles, and White Plains compared to 183 in February 2017, a decrease of 10%. There were 133 current contracts pending sale this February compared to 155 a year ago. The number of current contracts is 14% lower than last February.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In February, the average sale price in Waldorf, St. Charles, and White Plains was 99.1% of the average list price, which is 1.1% lower than at this time last year.

Days On Market

This month, the average number of days on market was 46, lower than the average last year, which was 50, a decrease of 8%.



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