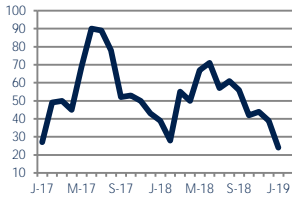


Units Sold

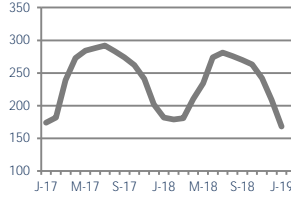
24



Down
Vs. Year Ago

Active Inventory

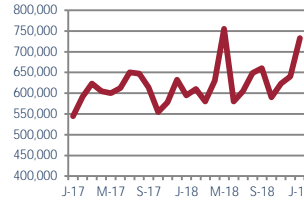
168



Down -8%
Vs. Year Ago

Median Sale Price

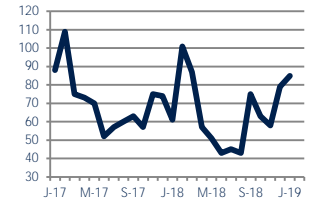
\$732,501



Up 23%
Vs. Year Ago

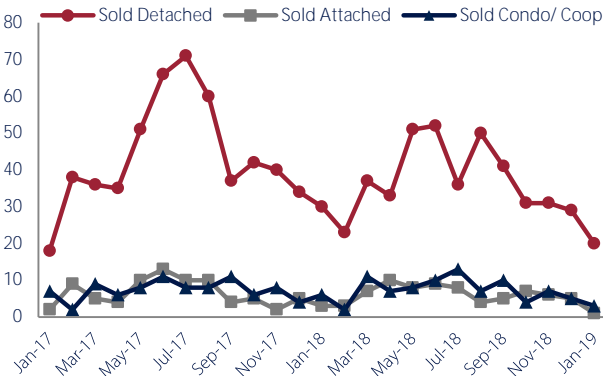
Days On Market

85



Up 39%
Vs. Year Ago

Units Sold*



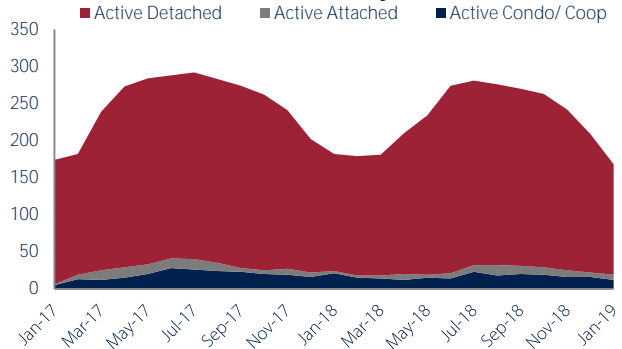
Units Sold

With relatively few transactions, there was a decrease in total units sold in January, with 24 sold this month in Clarksville, Woodstock, and Western Howard County. This month's total units sold was lower than at this time last year, a decrease from January 2018.

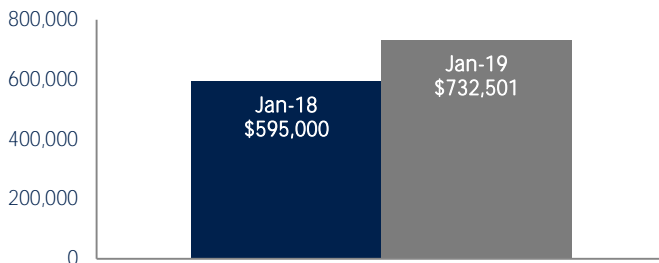
Active Inventory

Versus last year, the total number of homes available this month is lower by 14 units or 8%. The total number of active inventory this January was 168 compared to 182 in January 2018. This month's total of 168 is lower than the previous month's total supply of available inventory of 209, a decrease of 20%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Clarksville, Woodstock, and Western Howard County Homes was \$595,000. This January, the median sale price was \$732,501, an increase of 23% or \$137,501 compared to last year. The current median sold price is 14% higher than in December.

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



Clarksville, Woodstock, and Western Howard County are defined as properties listed in zip code/s 21029, 21797, 20777, 20759, 21036, 21737, 21738, 21794, 21723, 21765 and 21163.
 *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 BRIGHTMLS 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 BRIGHTMLS or Long & Foster Real Estate, Inc.

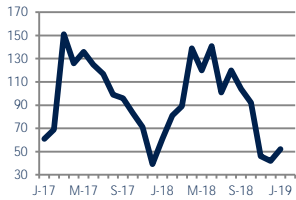




Zip Code(s): 21029, 21797, 20777, 20759, 21036, 21737, 21738, 21794, 21723, 21765 and 21163

New Listings

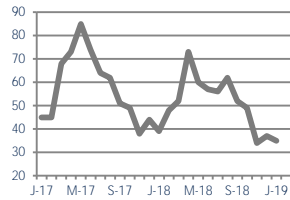
52



Down -15%
Vs. Year Ago

Current Contracts

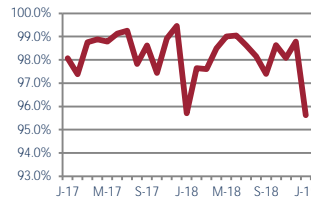
35



Down -10%
Vs. Year Ago

Sold Vs. List Price

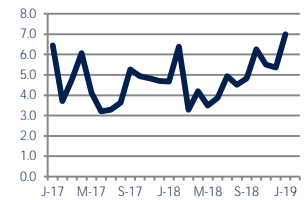
95.6%



No Change
Vs. Year Ago

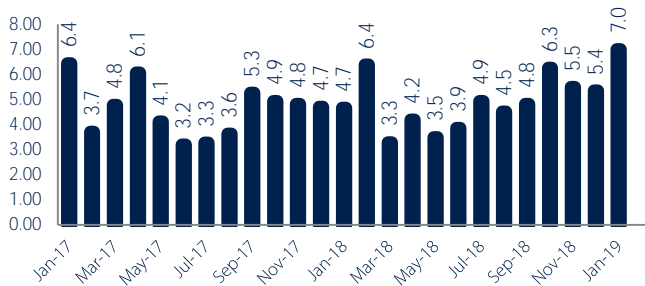
Months of Supply

7.0



Up 50%
Vs. Year Ago

Months Of Supply



Months of Supply

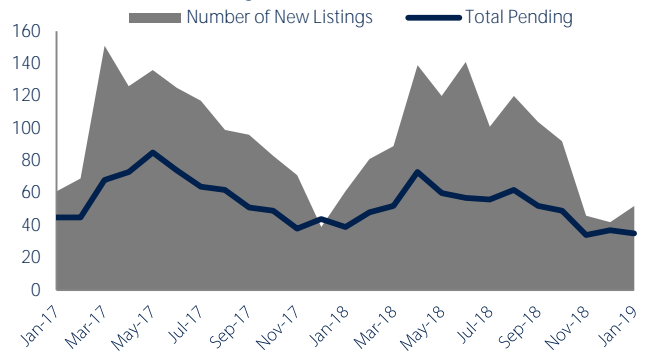
In January, there was 7.0 months of supply available in Clarksville, Woodstock, and Western Howard County, compared to 4.7 in January 2018. That is an increase of 50% versus a year ago.

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.

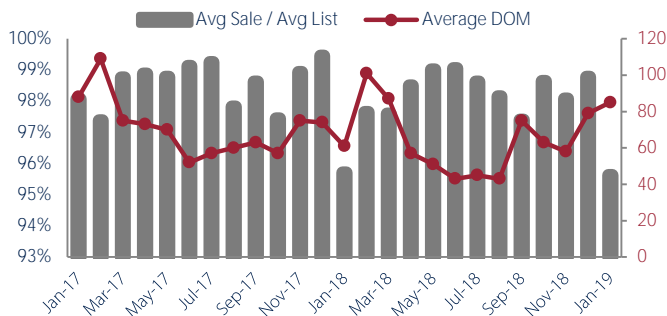
New Listings & Current Contracts

This month there were 52 homes newly listed for sale in Clarksville, Woodstock, and Western Howard County compared to 61 in January 2018, a decrease of 15%. There were 35 current contracts pending sale this January compared to 39 a year ago. The number of current contracts is 10% lower than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Clarksville, Woodstock, and Western Howard County was 95.6% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 85, higher than the average last year, which was 61, an increase of 39%.



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