



# The Long & Foster Market Minute™

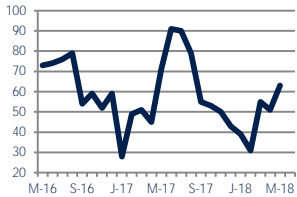
**Focus On:** Clarksville, Woodstock, and Western Howard County Housing Market

May 2018

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

## Units Sold

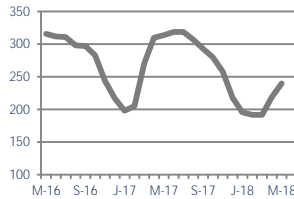
63



Down -11%  
Vs. Year Ago

## Active Inventory

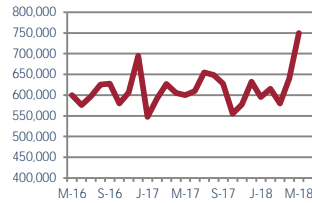
240



Down -24%  
Vs. Year Ago

## Median Sale Price

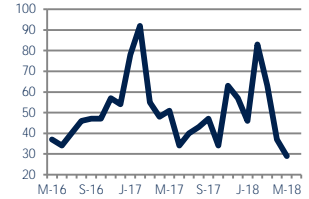
\$750,000



Up 25%  
Vs. Year Ago

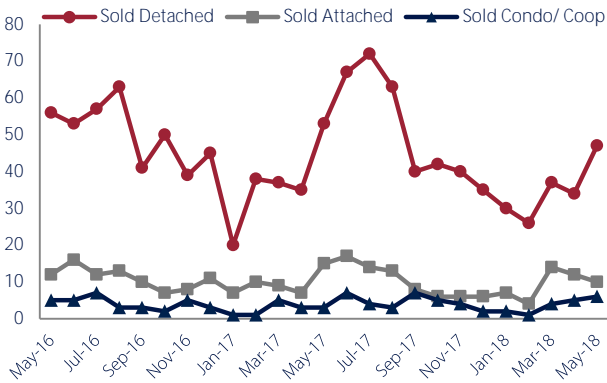
## Days On Market

29



Down -43%  
Vs. Year Ago

### Units Sold\*



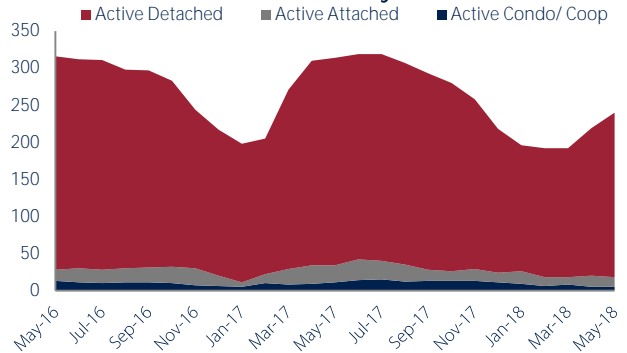
## Units Sold

There was an increase in total units sold in May, with 63 sold this month in Clarksville, Woodstock, and Western Howard County versus 51 last month, an increase of 24%. This month's total units sold was lower than at this time last year, a decrease of 11% versus May 2017.

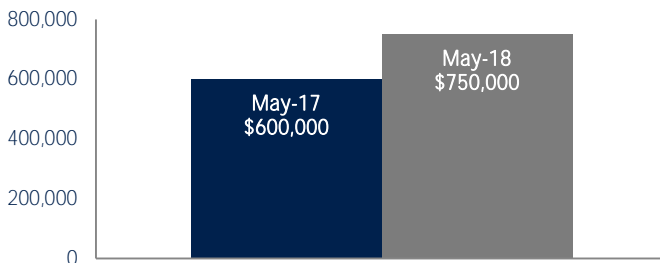
## Active Inventory

Versus last year, the total number of homes available this month is lower by 74 units or 24%. The total number of active inventory this May was 240 compared to 314 in May 2017. This month's total of 240 is higher than the previous month's total supply of available inventory of 219, an increase of 10%.

### Active Inventory\*



## Median Sale Price



## Median Sale Price

Last May, the median sale price for Clarksville, Woodstock, and Western Howard County Homes was \$600,000. This May, the median sale price was \$750,000, an increase of \$150,000 compared to last year. The current median sold price is higher than in April.

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.

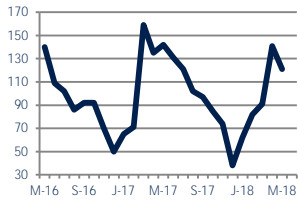
Information included in this report is based on data supplied by MRIS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of MRIS or Long & Foster Real Estate, Inc.



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### New Listings

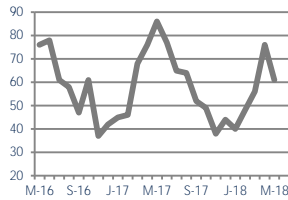
121



**Down -15%**  
Vs. Year Ago

### Current Contracts

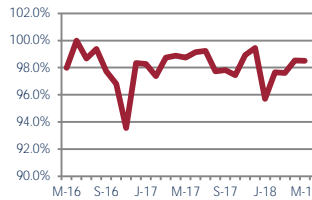
61



**Down -29%**  
Vs. Year Ago

### Sold Vs. List Price

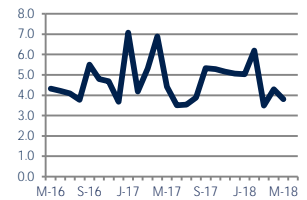
98.5%



**No Change**  
Vs. Year Ago

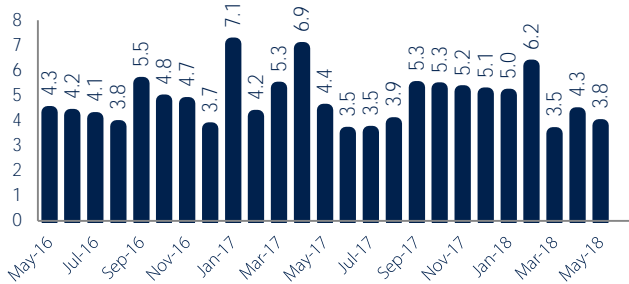
### Months of Supply

3.8



**Down -14%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

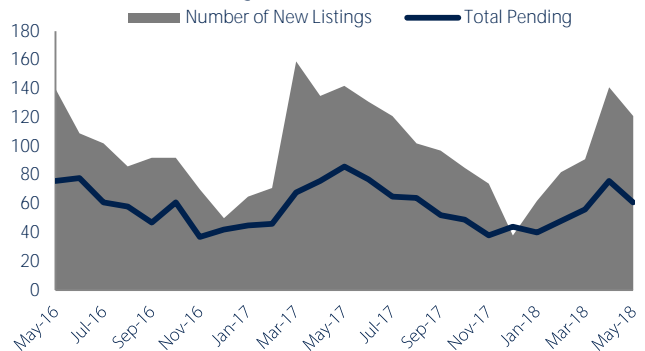
In May, there was 3.8 months of supply available in Clarksville, Woodstock, and Western Howard County, compared to 4.4 in May 2017. That is a decrease of 14% versus a year ago.

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.

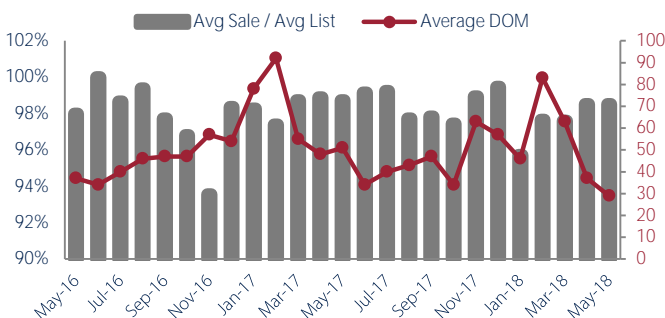
### New Listings & Current Contracts

This month there were 121 homes newly listed for sale in Clarksville, Woodstock, and Western Howard County compared to 142 in May 2017, a decrease of 15%. There were 61 current contracts pending sale this May compared to 86 a year ago. The number of current contracts is 29% lower than last May.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In May, the average sale price in Clarksville, Woodstock, and Western Howard County was 98.5% 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 29, lower than the average last year, which was 51, a decrease of 43%.



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