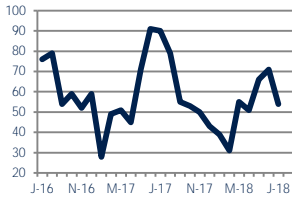


### Units Sold

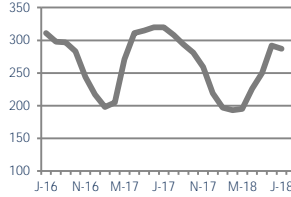
54



**Down**  
Vs. Year Ago

### Active Inventory

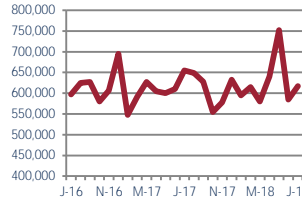
287



**Down -10%**  
Vs. Year Ago

### Median Sale Price

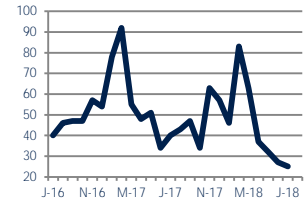
\$617,500



**Down -6%**  
Vs. Year Ago

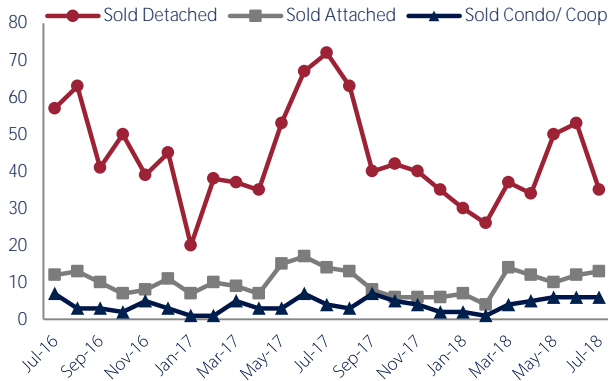
### Days On Market

25



**Down -38%**  
Vs. Year Ago

### Units Sold\*



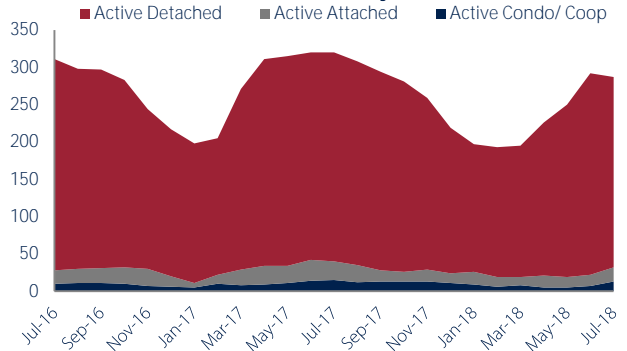
### Units Sold

There was a decrease in total units sold in July, with 54 sold this month in Clarksville, Woodstock, and Western Howard County. This month's total units sold was lower than at this time last year.

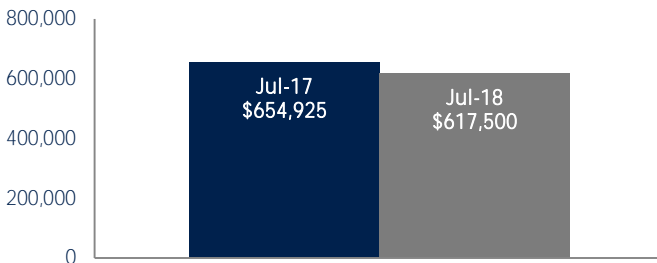
### Active Inventory

Versus last year, the total number of homes available this month is lower by 33 units or 10%. The total number of active inventory this July was 287 compared to 320 in July 2017. This month's total of 287 is lower than the previous month's total supply of available inventory of 292, a decrease of 2%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last July, the median sale price for Clarksville, Woodstock, and Western Howard County Homes was \$654,925. This July, the median sale price was \$617,500, a decrease of 6% or \$37,425 compared to last year. The current median sold price is 6% higher than in June.

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.





# The Long & Foster Market Minute™

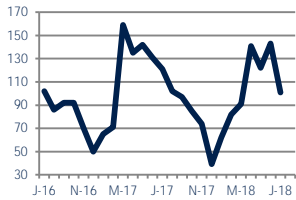
**Focus On:** Clarksville, Woodstock, and Western Howard County Housing Market

July 2018

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

## New Listings

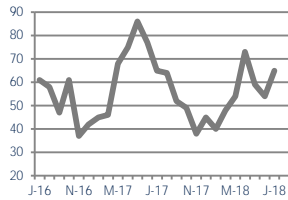
101



**Down -17%**  
Vs. Year Ago

## Current Contracts

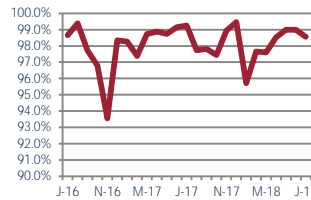
65



**No Change**  
Vs. Year Ago

## Sold Vs. List Price

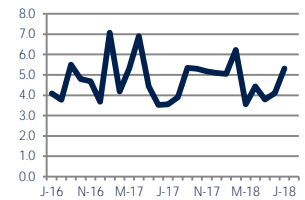
98.6%



**Down -0.7%**  
Vs. Year Ago

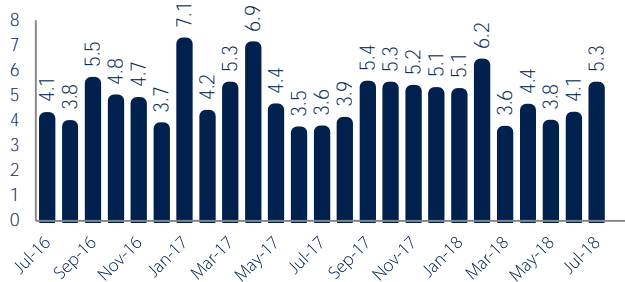
## Months of Supply

5.3



**Up 49%**  
Vs. Year Ago

## Months Of Supply



## Months of Supply

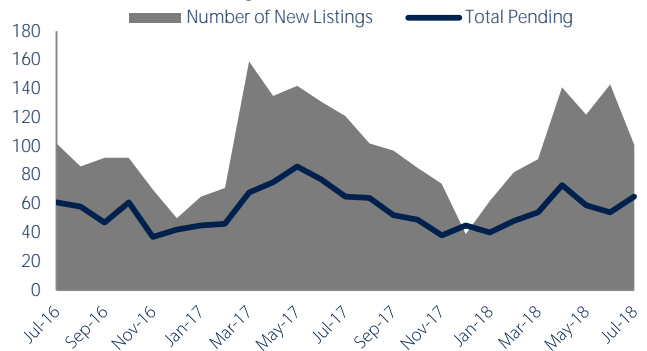
In July, there was 5.3 months of supply available in Clarksville, Woodstock, and Western Howard County, compared to 3.6 in July 2017. That is an increase of 49% versus a year ago.

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.

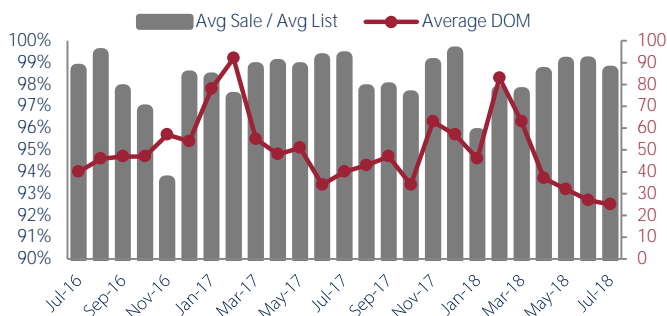
## New Listings & Current Contracts

This month there were 101 homes newly listed for sale in Clarksville, Woodstock, and Western Howard County compared to 121 in July 2017, a decrease of 17%. There were 65 current contracts pending sale this July, consistent with the volume a year ago. The number of current contracts is 20% higher than last month.

## New Listings & Current Contracts



## Sale Price/ List Price & DOM



## Sale Price to List Price Ratio

In July, the average sale price in Clarksville, Woodstock, and Western Howard County was 98.6% of the average list price, which is 0.7% lower than at this time last year.

## Days On Market

This month, the average number of days on market was 25, lower than the average last year, which was 40, a decrease of 38%.



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