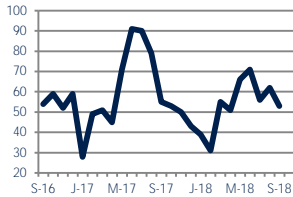


Units Sold

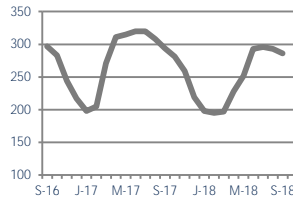
53



Down -4%
Vs. Year Ago

Active Inventory

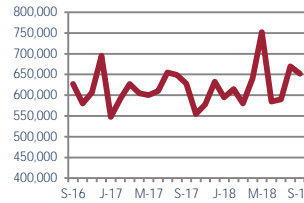
286



Down -3%
Vs. Year Ago

Median Sale Price

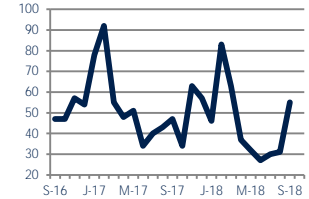
\$652,000



Up 4%
Vs. Year Ago

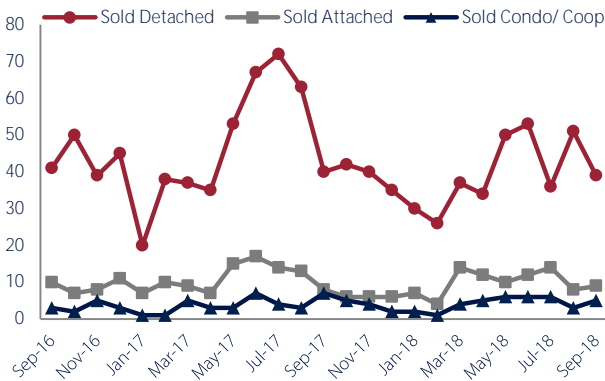
Days On Market

55



Up 17%
Vs. Year Ago

Units Sold*



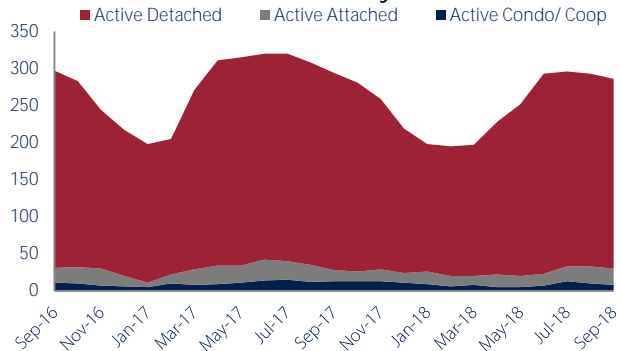
Units Sold

There was a decrease in total units sold in September, with 53 sold this month in Clarksville, Woodstock, and Western Howard County versus 62 last month, a decrease of 15%. This month's total units sold was lower than at this time last year, a decrease of 4% versus September 2017.

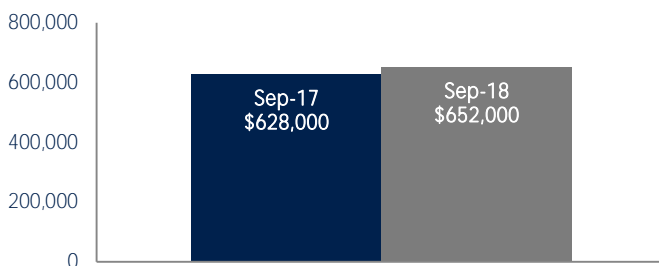
Active Inventory

Versus last year, the total number of homes available this month is lower by 8 units or 3%. The total number of active inventory this September was 286 compared to 294 in September 2017. This month's total of 286 is lower than the previous month's total supply of available inventory of 293, a decrease of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Clarksville, Woodstock, and Western Howard County Homes was \$628,000. This September, the median sale price was \$652,000, an increase of 4% or \$24,000 compared to last year. The current median sold price is 3% lower than in August.

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.



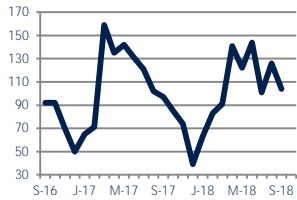
Focus On: Clarksville, Woodstock, and Western Howard County Housing Market

September 2018

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

New Listings

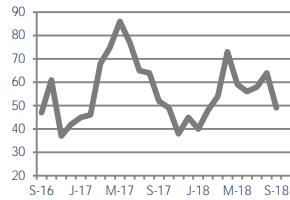
104



Up 7%
Vs. Year Ago

Current Contracts

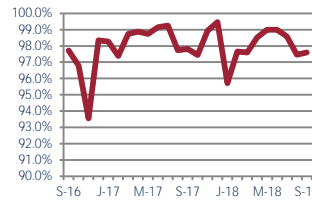
49



Down -6%
Vs. Year Ago

Sold Vs. List Price

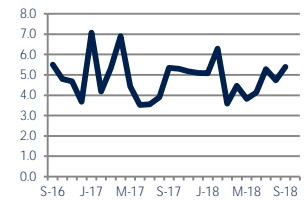
97.6%



No Change
Vs. Year Ago

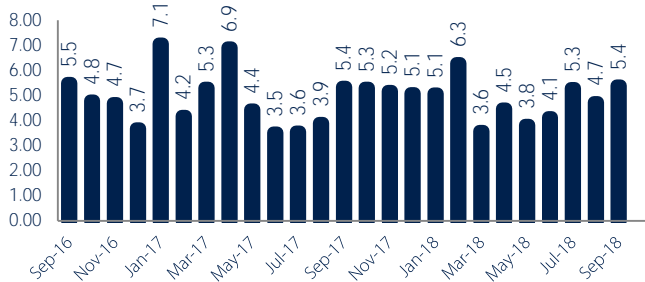
Months of Supply

5.4



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

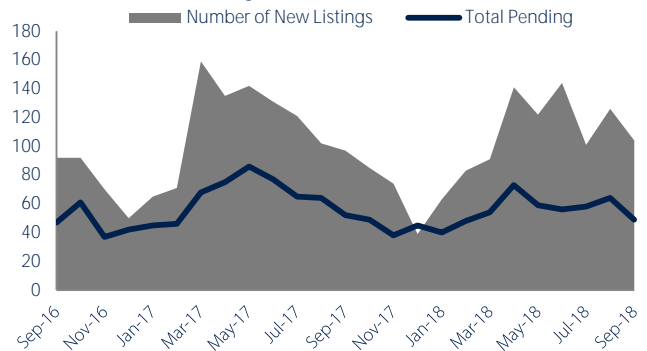
In September, there was 5.4 months of supply available in Clarksville, Woodstock, and Western Howard County. The amount of supply is similar compared to a year ago.

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.

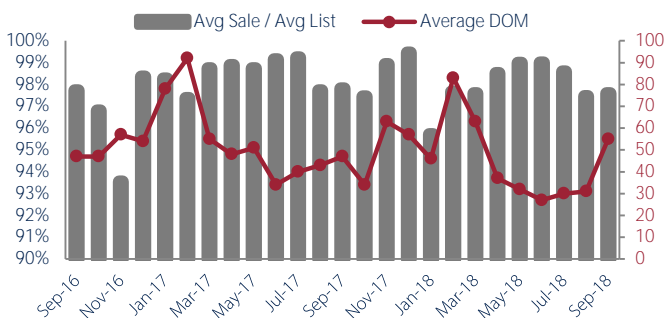
New Listings & Current Contracts

This month there were 104 homes newly listed for sale in Clarksville, Woodstock, and Western Howard County compared to 97 in September 2017, an increase of 7%. There were 49 current contracts pending sale this September compared to 52 a year ago. The number of current contracts is 6% lower than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Clarksville, Woodstock, and Western Howard County was 97.6% 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 55, higher than the average last year, which was 47, an increase of 17%.



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.

