

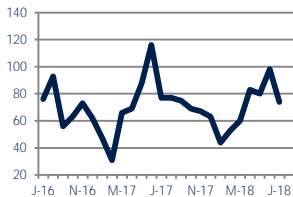
## Focus On: Crofton, Crownsville, and Gambrills Housing Market

July 2018

Zip Code(s): 21114, 21032 and 21054

### Units Sold

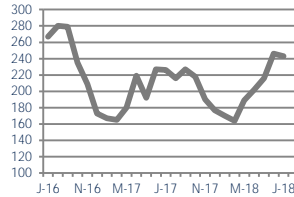
74



Down -4%  
Vs. Year Ago

### Active Inventory

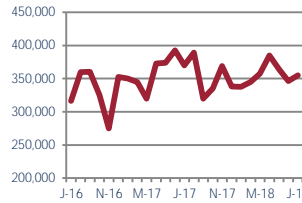
243



Up 8%  
Vs. Year Ago

### Median Sale Price

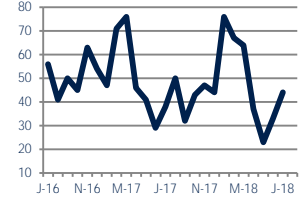
\$355,000



Down -4%  
Vs. Year Ago

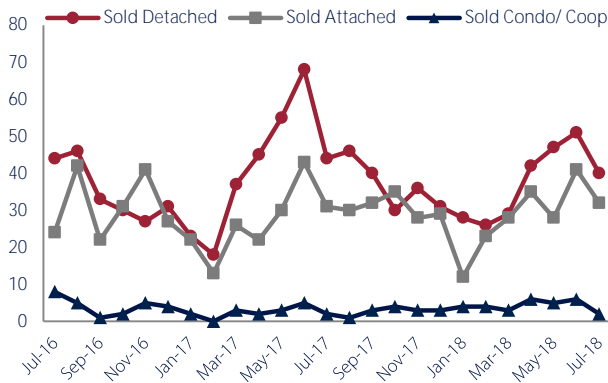
### Days On Market

44



Up 16%  
Vs. Year Ago

### Units Sold\*



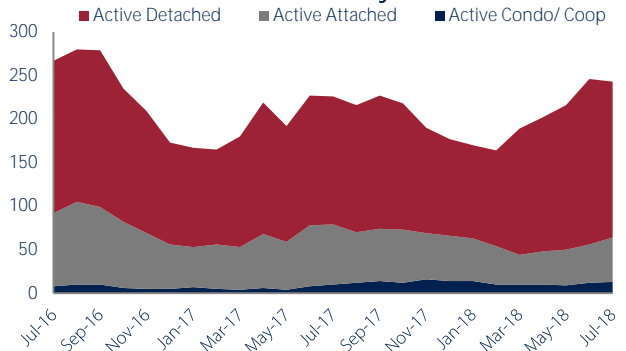
### Units Sold

There was a decrease in total units sold in July, with 74 sold this month in Crofton, Crownsville, and Gambrills versus 98 last month, a decrease of 24%. This month's total units sold was lower than at this time last year, a decrease of 4% versus July 2017.

### Active Inventory

Versus last year, the total number of homes available this month is higher by 17 units or 8%. The total number of active inventory this July was 243 compared to 226 in July 2017. This month's total of 243 is lower than the previous month's total supply of available inventory of 246, a decrease of 1%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last July, the median sale price for Crofton, Crownsville, and Gambrills Homes was \$369,900. This July, the median sale price was \$355,000, a decrease of 4% or \$14,900 compared to last year. The current median sold price is 2% 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.

Crofton, Crownsville, and Gambrills are defined as properties listed in zip code/s 21114, 21032 and 21054.

\*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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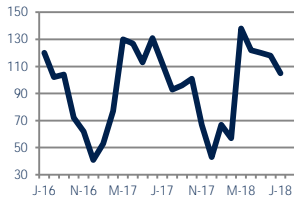




Zip Code(s): 21114, 21032 and 21054

### New Listings

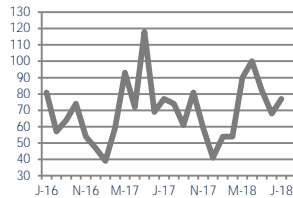
105



Down -6%  
Vs. Year Ago

### Current Contracts

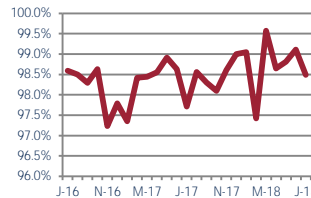
77



No Change  
Vs. Year Ago

### Sold Vs. List Price

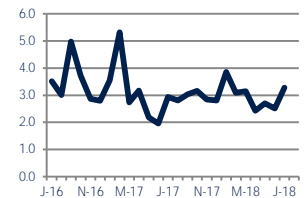
98.5%



Up 0.8%  
Vs. Year Ago

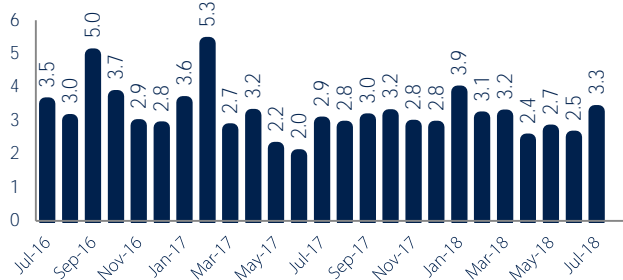
### Months of Supply

3.3



Up 12%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

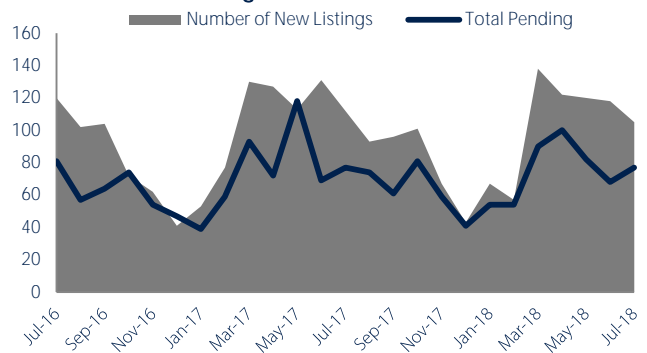
In July, there was 3.3 months of supply available in Crofton, Crownsville, and Gambrills, compared to 2.9 in July 2017. That is an increase of 12% versus a year ago.

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.

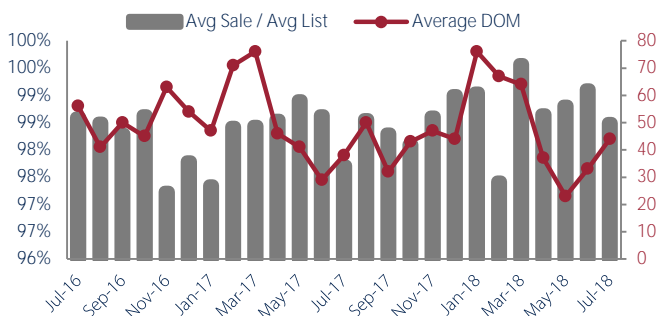
### New Listings & Current Contracts

This month there were 105 homes newly listed for sale in Crofton, Crownsville, and Gambrills compared to 112 in July 2017, a decrease of 6%. There were 77 current contracts pending sale this July, consistent with the volume a year ago. The number of current contracts is 13% 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 Crofton, Crownsville, and Gambrills was 98.5% of the average list price, which is 0.8% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 44, higher than the average last year, which was 38, an increase of 16%.



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