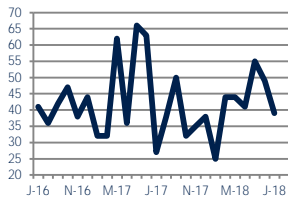




Zip Code(s): 21221

### Units Sold

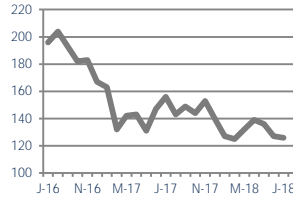
39



**Up**  
Vs. Year Ago

### Active Inventory

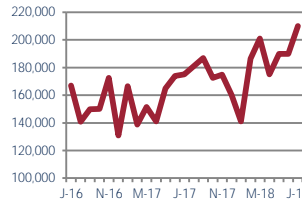
126



**Down -19%**  
Vs. Year Ago

### Median Sale Price

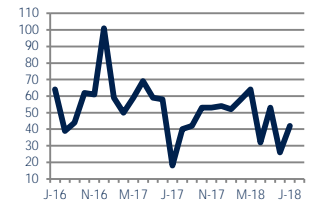
\$210,000



**Up 20%**  
Vs. Year Ago

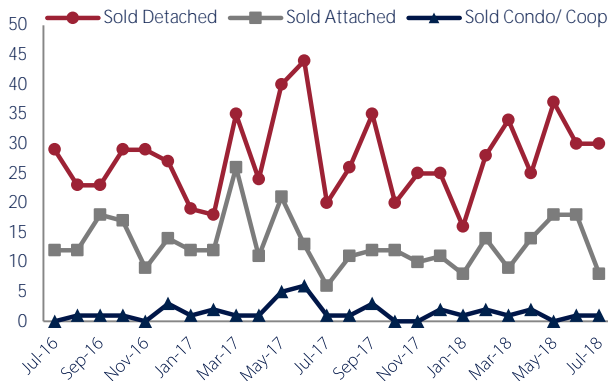
### Days On Market

42



**Up**  
Vs. Year Ago

### Units Sold\*



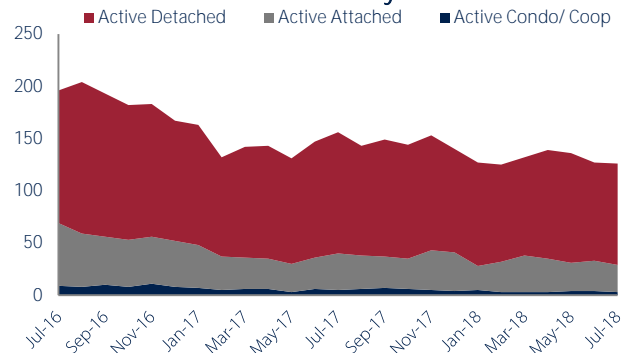
### Units Sold

With relatively few transactions, there was a decrease in total units sold in July, with 39 sold this month in Essex. This month's total units sold was higher than at this time last year, an increase from July 2017.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 30 units or 19%. The total number of active inventory this July was 126 compared to 156 in July 2017. This month's total of 126 is lower than the previous month's total supply of available inventory of 127, a decrease of 1%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last July, the median sale price for Essex Homes was \$175,000. This July, the median sale price was \$210,000, an increase of 20% or \$35,000 compared to last year. The current median sold price is 11% 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.

Essex are defined as properties listed in zip code/s 21221.

\*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.



CHRISTIE'S INTERNATIONAL REAL ESTATE





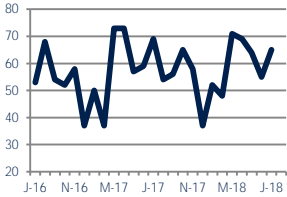
## Focus On: Essex Housing Market

July 2018

Zip Code(s): 21221

### New Listings

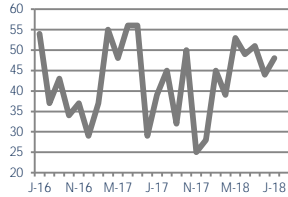
65



Down -6%  
Vs. Year Ago

### Current Contracts

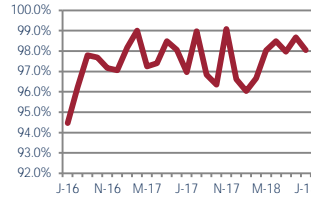
48



Up 23%  
Vs. Year Ago

### Sold Vs. List Price

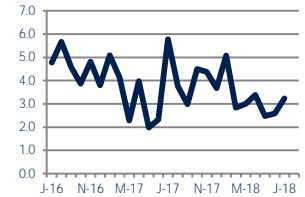
98.0%



Up 1.1%  
Vs. Year Ago

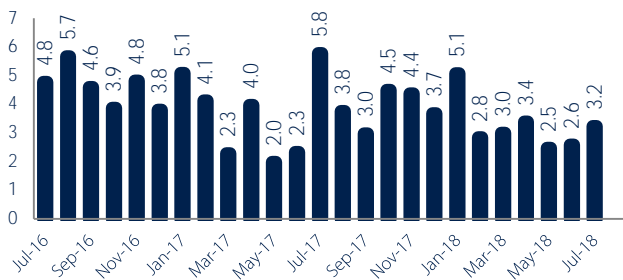
### Months of Supply

3.2



Down -44%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

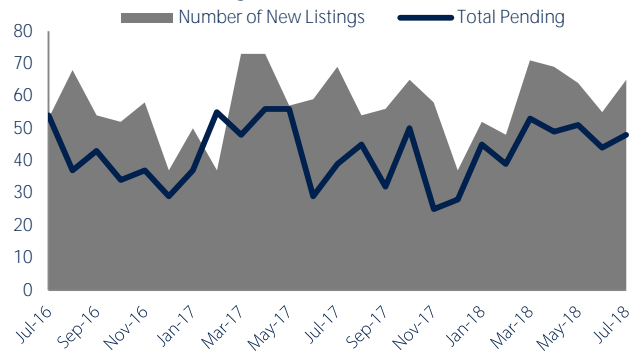
In July, there was 3.2 months of supply available in Essex, compared to 5.8 in July 2017. That is a decrease of 44% versus a year ago.

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.

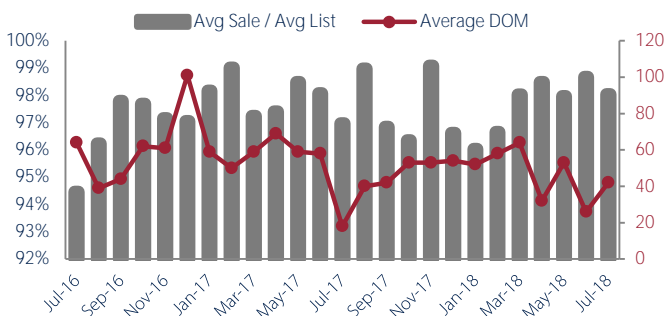
### New Listings & Current Contracts

This month there were 65 homes newly listed for sale in Essex compared to 69 in July 2017, a decrease of 6%. There were 48 current contracts pending sale this July compared to 39 a year ago. The number of current contracts is 23% higher than last July.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In July, the average sale price in Essex was 98.0% of the average list price, which is 1.1% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 42, higher than the average last year, which was 18. This increase was impacted by the limited number of sales.



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