

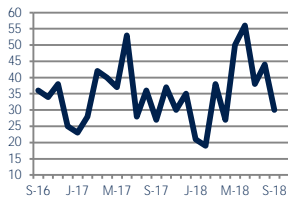
Focus On: Fallston and Joppa Housing Market

September 2018

Zip Code(s): 21047 and 21085

Units Sold

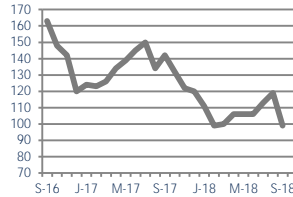
30



Up 11%
Vs. Year Ago

Active Inventory

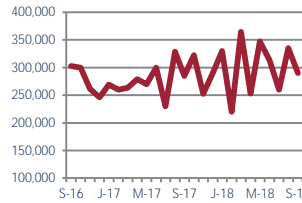
99



Down -30%
Vs. Year Ago

Median Sale Price

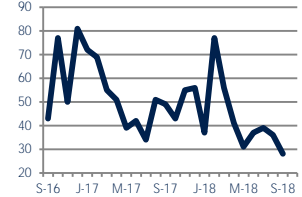
\$290,000



Up 2%
Vs. Year Ago

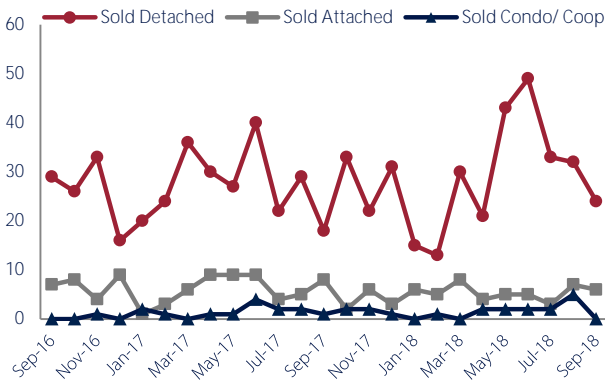
Days On Market

28



Down -43%
Vs. Year Ago

Units Sold*



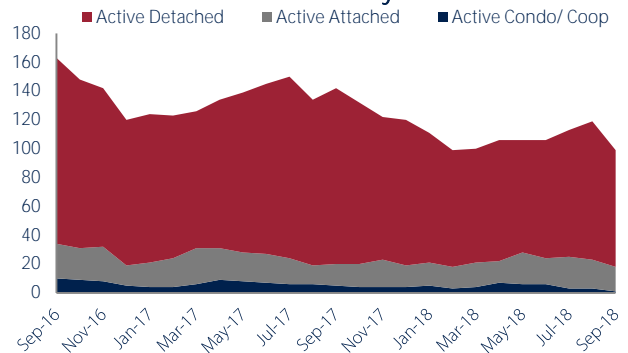
Units Sold

There was a decrease in total units sold in September, with 30 sold this month in Fallston and Joppa versus 44 last month, a decrease of 32%. This month's total units sold was higher than at this time last year, an increase of 11% versus September 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 43 units or 30%. The total number of active inventory this September was 99 compared to 142 in September 2017. This month's total of 99 is lower than the previous month's total supply of available inventory of 119, a decrease of 17%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Fallston and Joppa Homes was \$285,000. This September, the median sale price was \$290,000, an increase of 2% or \$5,000 compared to last year. The current median sold price is 13% 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.

Fallston and Joppa are defined as properties listed in zip code/s 21047 and 21085.

*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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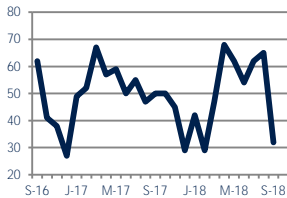
Focus On: Fallston and Joppa Housing Market

September 2018

Zip Code(s): 21047 and 21085

New Listings

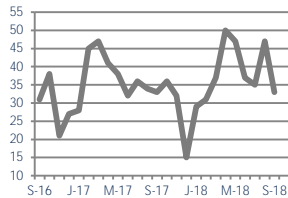
32



Down -36%
Vs. Year Ago

Current Contracts

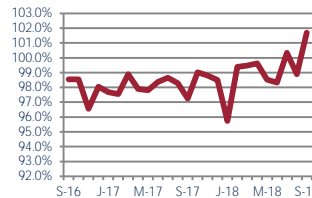
33



No Change
Vs. Year Ago

Sold Vs. List Price

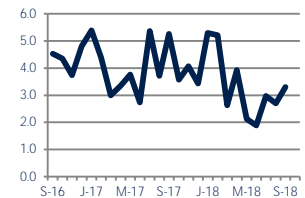
101.7%



Up 4.6%
Vs. Year Ago

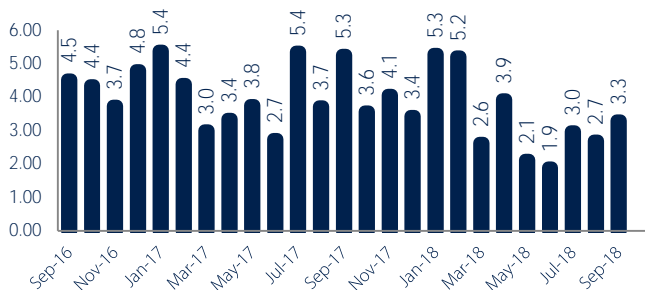
Months of Supply

3.3



Down -37%
Vs. Year Ago

Months Of Supply



Months of Supply

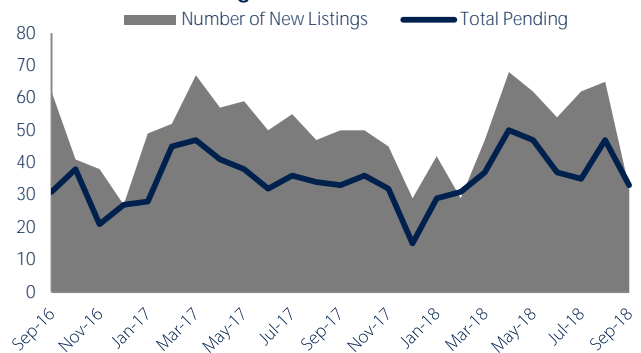
In September, there was 3.3 months of supply available in Fallston and Joppa, compared to 5.3 in September 2017. That is a decrease of 37% versus a year ago.

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.

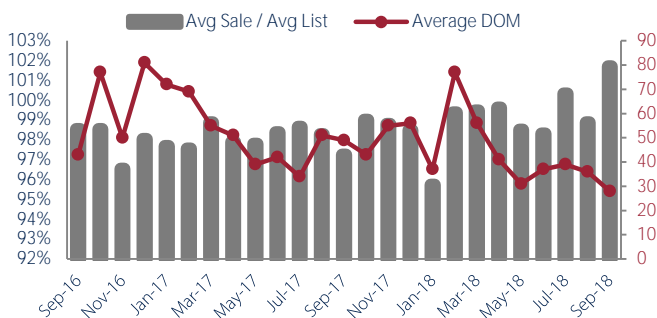
New Listings & Current Contracts

This month there were 32 homes newly listed for sale in Fallston and Joppa compared to 50 in September 2017, a decrease of 36%. There were 33 current contracts pending sale this September, consistent with the volume a year ago. The number of current contracts is 30% lower than last month.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Fallston and Joppa was 101.7% of the average list price, which is 4.4% higher than at this time last year.

Days On Market

This month, the average number of days on market was 28, lower than the average last year, which was 49, a decrease of 43%.



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