

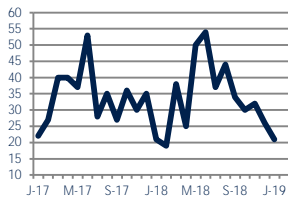
## Focus On: Fallston and Joppa Housing Market

January 2019

Zip Code(s): 21047 and 21085

### Units Sold

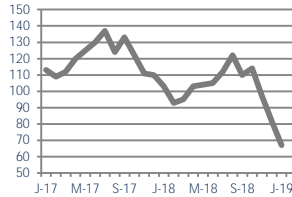
21



No Change  
Vs. Year Ago

### Active Inventory

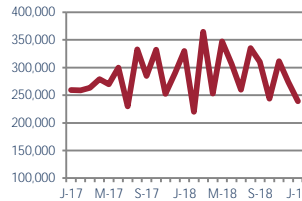
67



Down -35%  
Vs. Year Ago

### Median Sale Price

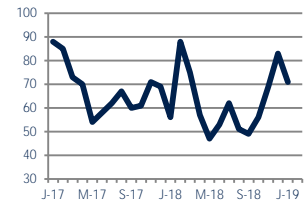
\$239,000



Down  
Vs. Year Ago

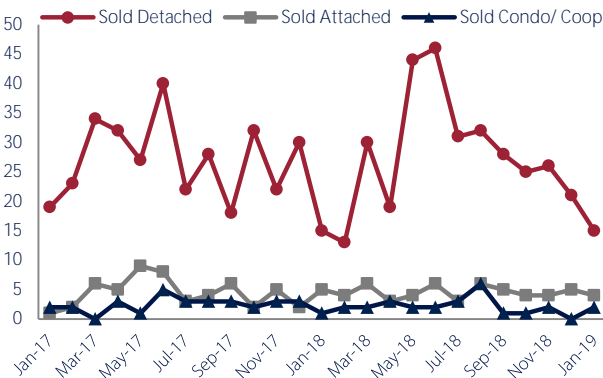
### Days On Market

71



Up 27%  
Vs. Year Ago

### Units Sold\*



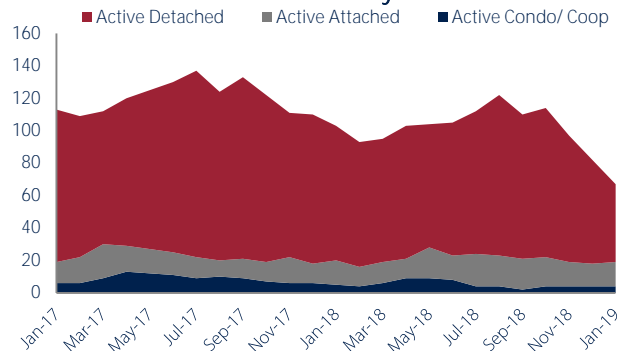
### Units Sold

There was a decrease in total units sold in January, with 21 sold this month in Fallston and Joppa, a decrease of 19%. This month's total units sold is similar compared to a year ago.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 36 units or 35%. The total number of active inventory this January was 67 compared to 103 in January 2018. This month's total of 67 is lower than the previous month's total supply of available inventory of 82, a decrease of 18%.

### Active Inventory\*

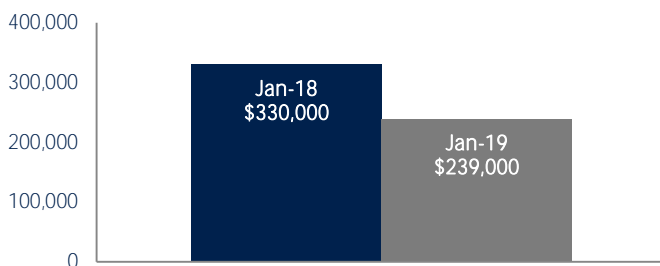


### Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last January, the median sale price for Fallston and Joppa Homes was \$330,000. This January, the median sale price was \$239,000, a decrease of \$91,000 compared to last year. The current median sold price is lower than in December.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

### Median Sale Price



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 BRIGHTMLS 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 BRIGHTMLS or Long & Foster Real Estate, Inc.



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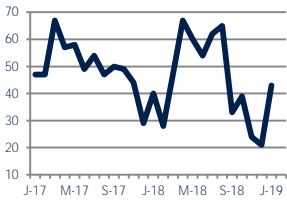
## Focus On: Fallston and Joppa Housing Market

January 2019

Zip Code(s): 21047 and 21085

### New Listings

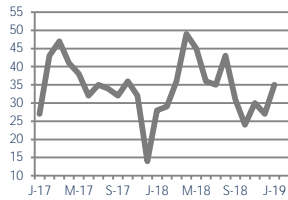
43



Up 7%  
Vs. Year Ago

### Current Contracts

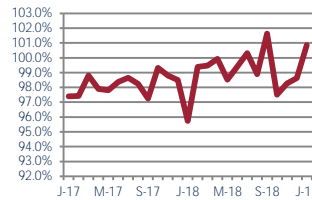
35



Up 25%  
Vs. Year Ago

### Sold Vs. List Price

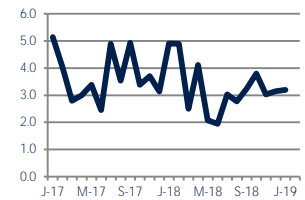
100.9%



Up  
Vs. Year Ago

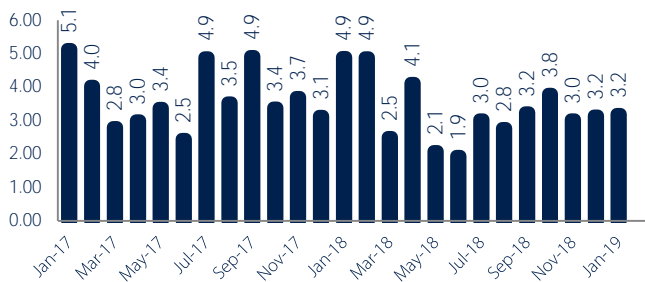
### Months of Supply

3.2



Down -35%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

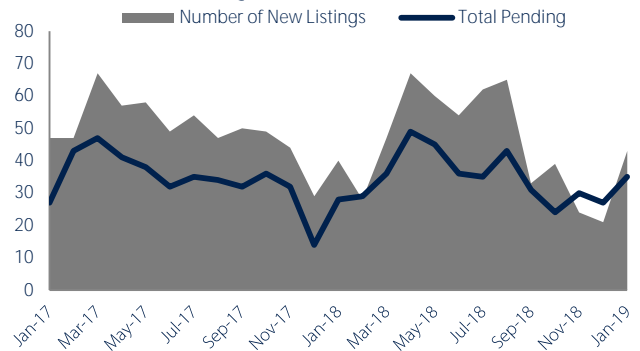
In January, there was 3.2 months of supply available in Fallston and Joppa, compared to 4.9 in January 2018. That is a decrease of 35% versus a year ago.

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.

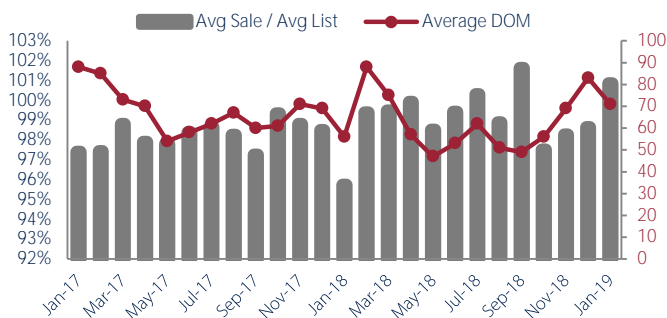
### New Listings & Current Contracts

This month there were 43 homes newly listed for sale in Fallston and Joppa compared to 40 in January 2018, an increase of 8%. There were 35 current contracts pending sale this January compared to 28 a year ago. The number of current contracts is 25% higher than last January.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In January, the average sale price in Fallston and Joppa was 100.9% of the average list price, which is higher than at this time last year.

### Days On Market

This month, the average number of days on market was 71, higher than the average last year, which was 56, an increase of 27%.



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