



The Long & Foster Market Minute™

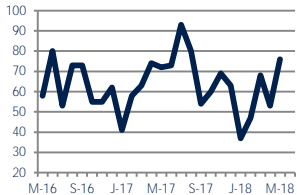
Focus On: La Plata, Indian Head, and Bryans Road Housing Market

May 2018

Zip Code(s): 20646, 20640, 20616, 20658, 20677, 20662, 20693 and 20675

Units Sold

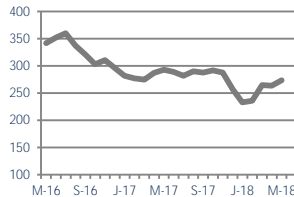
76



Up 6%
Vs. Year Ago

Active Inventory

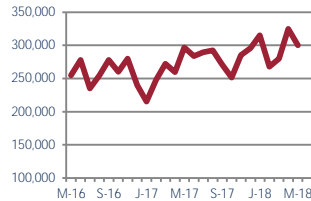
274



Down -6%
Vs. Year Ago

Median Sale Price

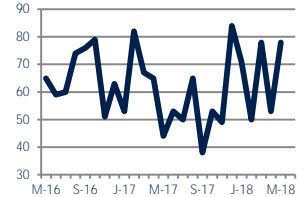
\$299,950



Up 1%
Vs. Year Ago

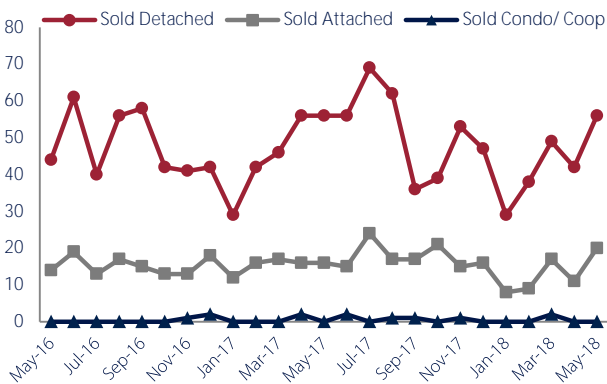
Days On Market

78



Up 77%
Vs. Year Ago

Units Sold*



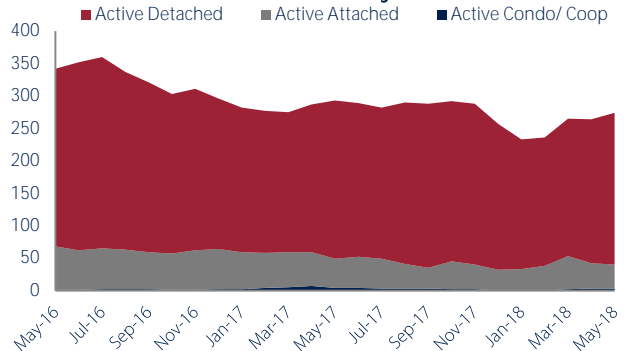
Units Sold

There was an increase in total units sold in May, with 76 sold this month in La Plata, Indian Head, and Bryans Road. This month's total units sold was higher than at this time last year.

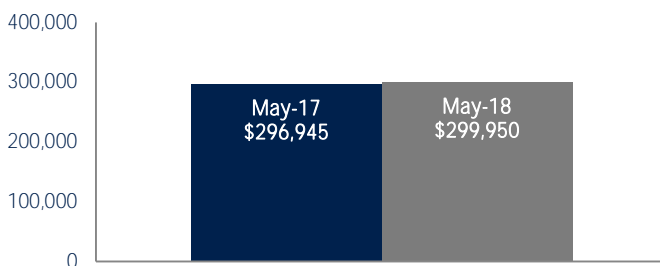
Active Inventory

Versus last year, the total number of homes available this month is lower by 19 units or 6%. The total number of active inventory this May was 274 compared to 293 in May 2017. This month's total of 274 is higher than the previous month's total supply of available inventory of 264, an increase of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for La Plata, Indian Head, and Bryans Road Homes was \$296,945. This May, the median sale price was \$299,950, an increase of 1% or \$3,005 compared to last year. The current median sold price is 8% lower than in April.

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

La Plata, Indian Head, and Bryans Road are defined as properties listed in zip code/s 20646, 20640, 20616, 20658, 20677, 20662, 20693 and 20675.

*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



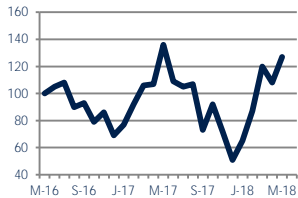
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May 2018

Zip Code(s): 20646, 20640, 20616, 20658, 20677, 20662, 20693 and 20675

New Listings

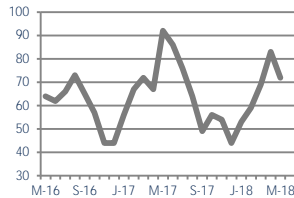
127



Down -7%
Vs. Year Ago

Current Contracts

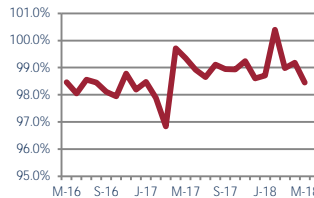
72



Down -22%
Vs. Year Ago

Sold Vs. List Price

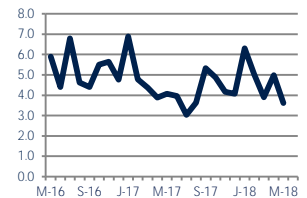
98.5%



Down -0.9%
Vs. Year Ago

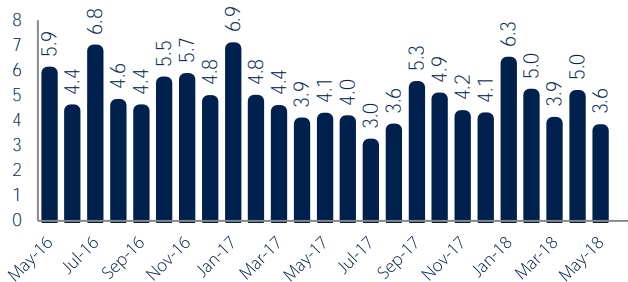
Months of Supply

3.6



Down -11%
Vs. Year Ago

Months Of Supply



Months of Supply

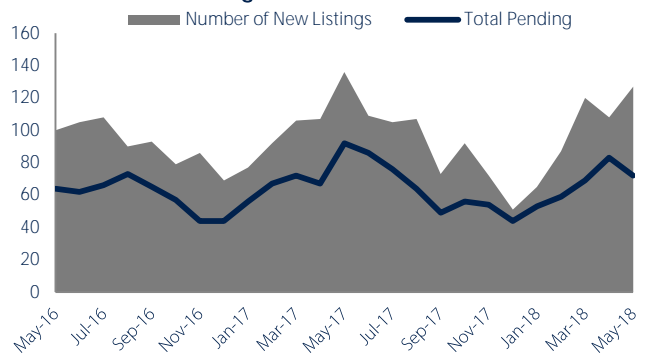
In May, there was 3.6 months of supply available in La Plata, Indian Head, and Bryans Road, compared to 4.1 in May 2017. That is a decrease of 11% versus a year ago.

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.

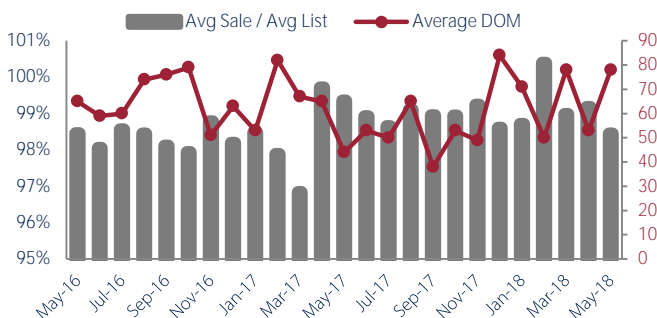
New Listings & Current Contracts

This month there were 127 homes newly listed for sale in La Plata, Indian Head, and Bryans Road compared to 136 in May 2017, a decrease of 7%. There were 72 current contracts pending sale this May compared to 92 a year ago. The number of current contracts is 22% lower than last May.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In May, the average sale price in La Plata, Indian Head, and Bryans Road was 98.5% of the average list price, which is 0.9% lower than at this time last year.

Days On Market

This month, the average number of days on market was 78, higher than the average last year, which was 44, an increase of 77%.



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