



The Long & Foster Market Minute™

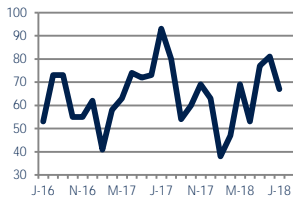
Focus On: La Plata, Indian Head, and Bryans Road Housing Market

July 2018

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

Units Sold

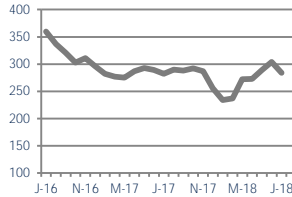
67



Down -28%
Vs. Year Ago

Active Inventory

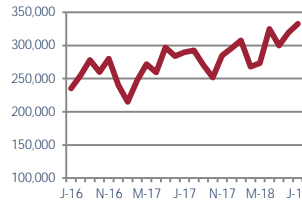
284



Up 1%
Vs. Year Ago

Median Sale Price

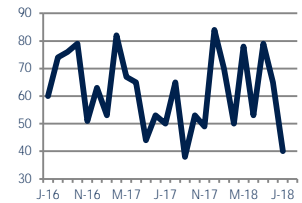
\$332,500



Up 15%
Vs. Year Ago

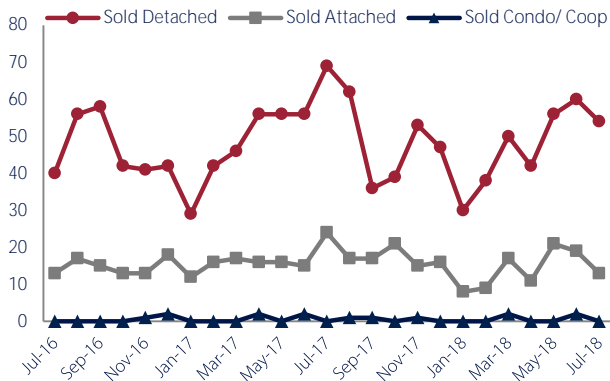
Days On Market

40



Down -20%
Vs. Year Ago

Units Sold*



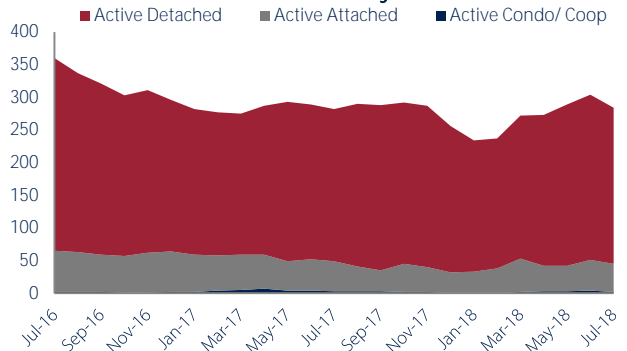
Units Sold

There was a decrease in total units sold in July, with 67 sold this month in La Plata, Indian Head, and Bryans Road versus 81 last month, a decrease of 17%. This month's total units sold was lower than at this time last year, a decrease of 28% versus July 2017.

Active Inventory

Versus last year, the total number of homes available this month is higher by 2 units or 1%. The total number of active inventory this July was 284 compared to 282 in July 2017. This month's total of 284 is lower than the previous month's total supply of available inventory of 304, a decrease of 7%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for La Plata, Indian Head, and Bryans Road Homes was \$289,500. This July, the median sale price was \$332,500, an increase of 15% or \$43,000 compared to last year. The current median sold price is 4% 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.

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.



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INTERNATIONAL REAL ESTATE





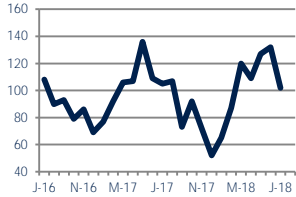
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New Listings

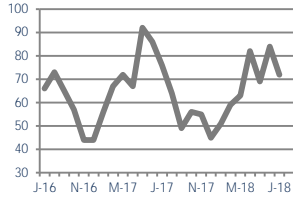
102



Down -3%
Vs. Year Ago

Current Contracts

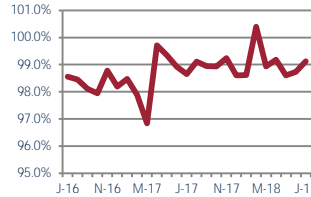
72



Down -5%
Vs. Year Ago

Sold Vs. List Price

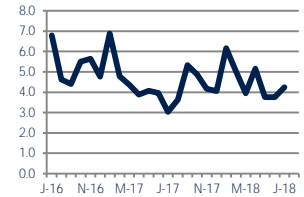
99.1%



No Change
Vs. Year Ago

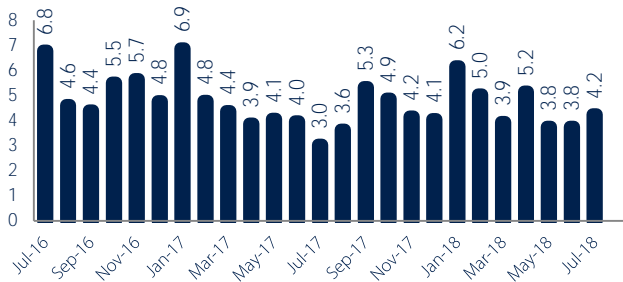
Months of Supply

4.2



Up 40%
Vs. Year Ago

Months Of Supply



Months of Supply

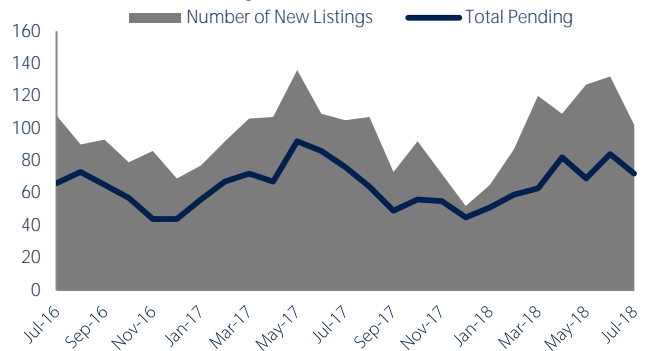
In July, there was 4.2 months of supply available in La Plata, Indian Head, and Bryans Road, compared to 3.0 in July 2017. That is an increase of 40% versus a year ago.

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.

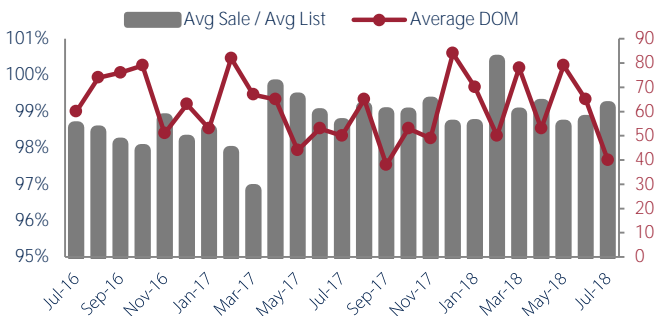
New Listings & Current Contracts

This month there were 102 homes newly listed for sale in La Plata, Indian Head, and Bryans Road compared to 105 in July 2017, a decrease of 3%. There were 72 current contracts pending sale this July compared to 76 a year ago. The number of current contracts is 5% lower 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 La Plata, Indian Head, and Bryans Road was 99.1% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 40, lower than the average last year, which was 50, a decrease of 20%.



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