



The Long & Foster Market Minute™

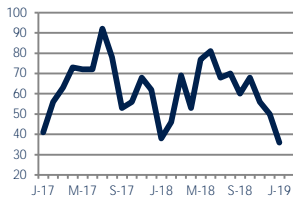
Focus On: La Plata, Indian Head, and Bryans Road Housing Market

January 2019

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

Units Sold

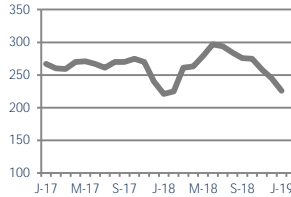
36



Down -5%
Vs. Year Ago

Active Inventory

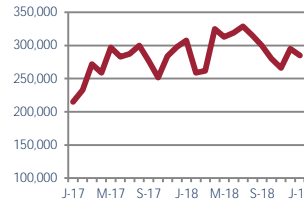
226



Up 2%
Vs. Year Ago

Median Sale Price

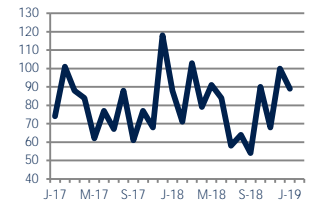
\$284,975



Down -7%
Vs. Year Ago

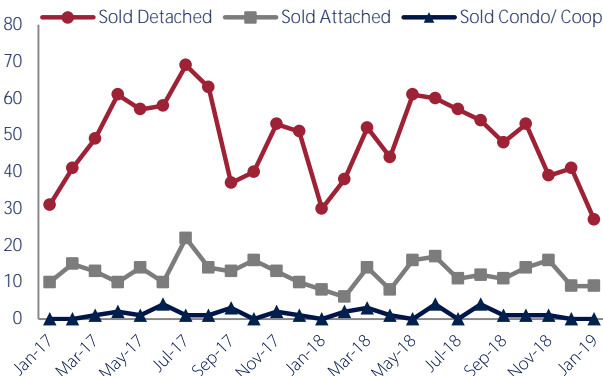
Days On Market

89



Up 1%
Vs. Year Ago

Units Sold*



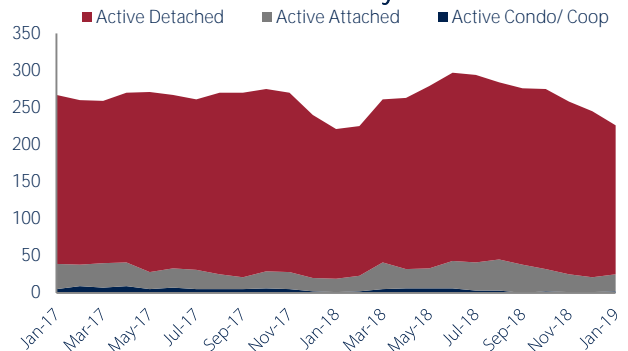
Units Sold

There was a decrease in total units sold in January, with 36 sold this month in La Plata, Indian Head, and Bryans Road versus 50 last month, a decrease of 28%. This month's total units sold was lower than at this time last year, a decrease of 5% versus January 2018.

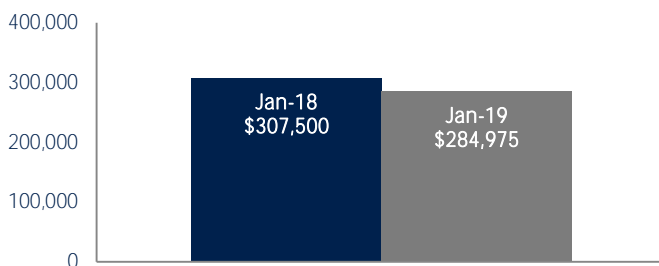
Active Inventory

Versus last year, the total number of homes available this month is higher by 5 units or 2%. The total number of active inventory this January was 226 compared to 221 in January 2018. This month's total of 226 is lower than the previous month's total supply of available inventory of 245, a decrease of 8%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for La Plata, Indian Head, and Bryans Road Homes was \$307,500. This January, the median sale price was \$284,975, a decrease of 7% or \$22,525 compared to last year. The current median sold price is 3% 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.

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 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.



CHRISTIE'S
INTERNATIONAL REAL ESTATE



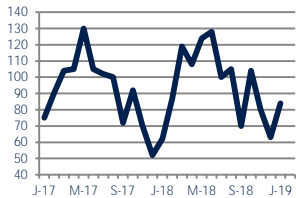
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January 2019

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

New Listings

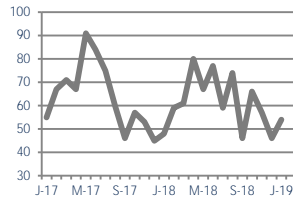
84



Up 35%
Vs. Year Ago

Current Contracts

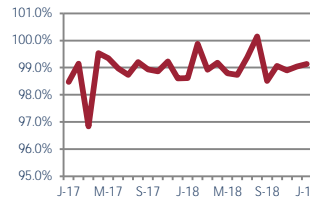
54



Up 13%
Vs. Year Ago

Sold Vs. List Price

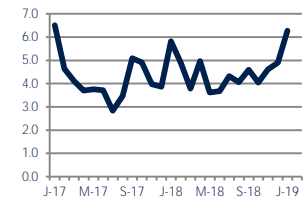
99.1%



Up 0.5%
Vs. Year Ago

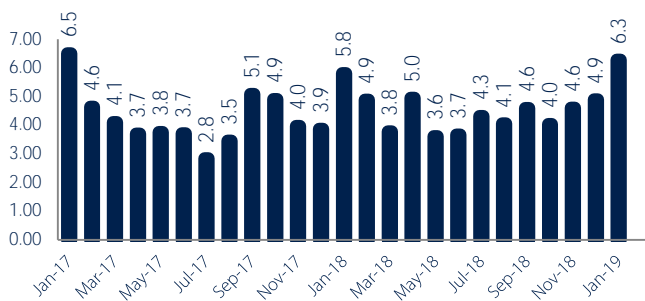
Months of Supply

6.3



Up 8%
Vs. Year Ago

Months Of Supply



Months of Supply

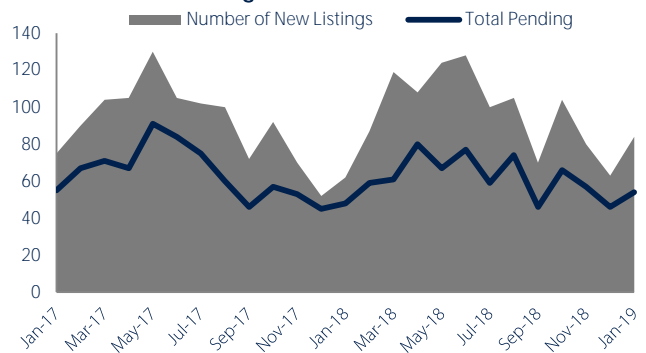
In January, there was 6.3 months of supply available in La Plata, Indian Head, and Bryans Road, compared to 5.8 in January 2018. That is an increase of 8% versus a year ago.

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.

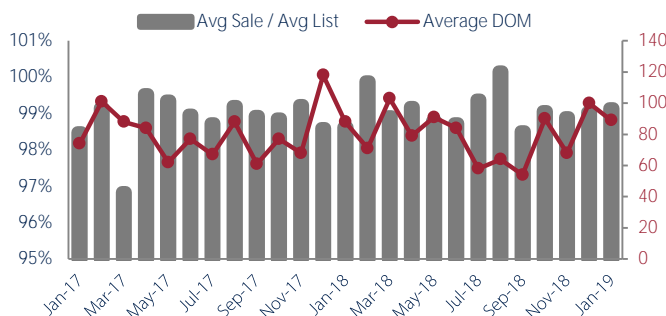
New Listings & Current Contracts

This month there were 84 homes newly listed for sale in La Plata, Indian Head, and Bryans Road compared to 62 in January 2018, an increase of 35%. There were 54 current contracts pending sale this January compared to 48 a year ago. The number of current contracts is 13% 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 La Plata, Indian Head, and Bryans Road was 99.1% of the average list price, which is 0.5% higher than at this time last year.

Days On Market

This month, the average number of days on market was 89, higher than the average last year, which was 88, an increase of 1%.



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