



The Long & Foster Market Minute™

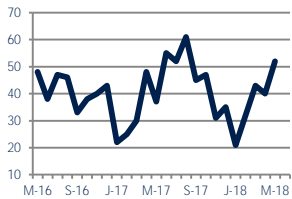
Focus On: Mechanicsville, Hughesville, and Charlotte Hall Housing Market

May 2018

Zip Code(s): 20659, 20637 and 20622

Units Sold

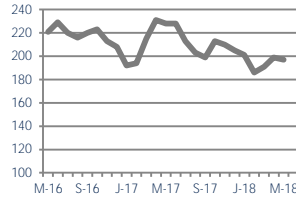
52



Up
Vs. Year Ago

Active Inventory

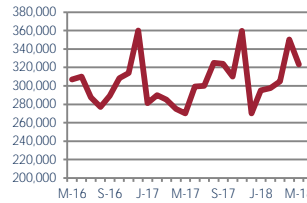
197



Down -14%
Vs. Year Ago

Median Sale Price

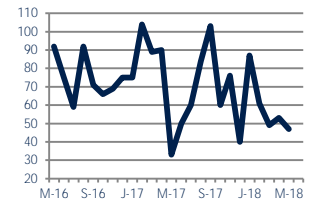
\$323,450



Up 20%
Vs. Year Ago

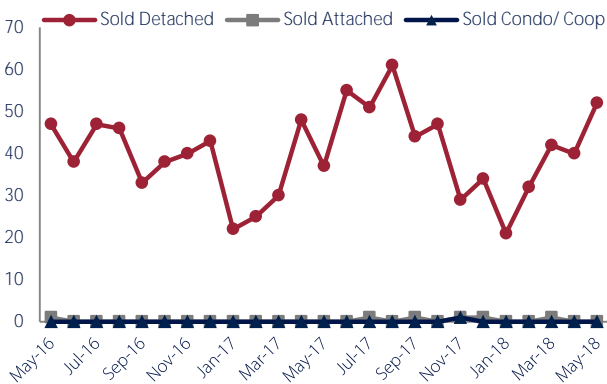
Days On Market

47



Up 42%
Vs. Year Ago

Units Sold*



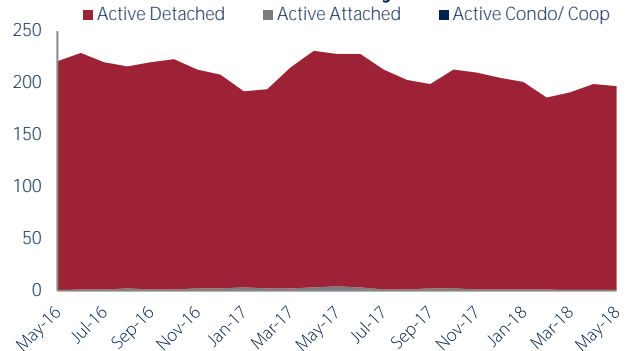
Units Sold

There was an increase in total units sold in May, with 52 sold this month in Mechanicsville, Hughesville, and Charlotte Hall. This month's total units sold was higher than at this time last year.

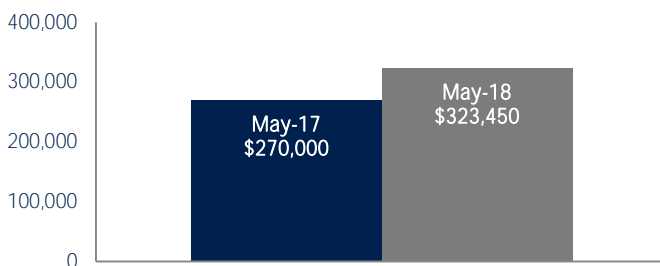
Active Inventory

Versus last year, the total number of homes available this month is lower by 31 units or 14%. The total number of active inventory this May was 197 compared to 228 in May 2017. This month's total of 197 is lower than the previous month's total supply of available inventory of 199, a decrease of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for Mechanicsville, Hughesville, and Charlotte Hall Homes was \$270,000. This May, the median sale price was \$323,450, an increase of 20% or \$53,450 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.



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INTERNATIONAL REAL ESTATE

Mechanicsville, Hughesville, and Charlotte Hall are defined as properties listed in zip code/s 20659, 20637 and 20622.

*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.

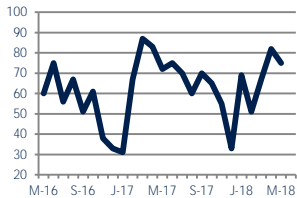




Zip Code(s): 20659, 20637 and 20622

New Listings

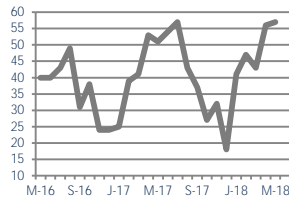
75



Up 4%
Vs. Year Ago

Current Contracts

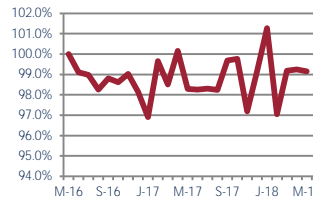
57



Up 12%
Vs. Year Ago

Sold Vs. List Price

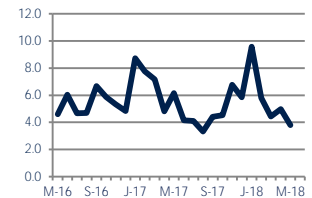
99.2%



Up 0.9%
Vs. Year Ago

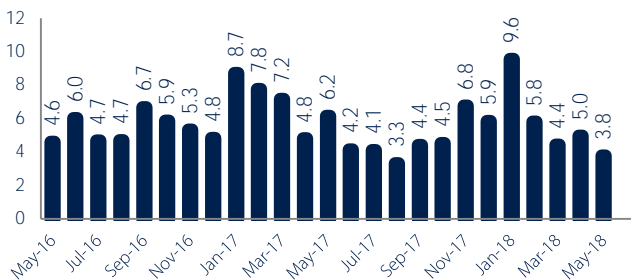
Months of Supply

3.8



Down -38%
Vs. Year Ago

Months Of Supply



Months of Supply

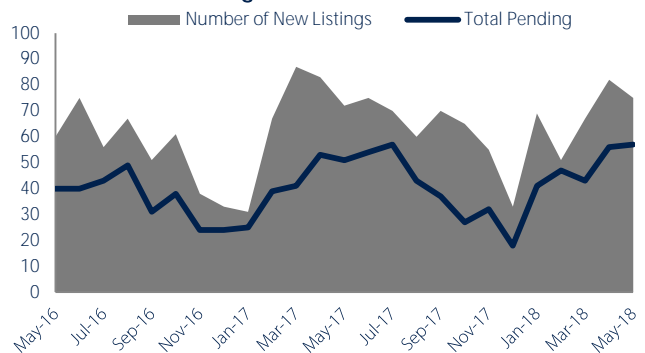
In May, there was 3.8 months of supply available in Mechanicsville, Hughesville, and Charlotte Hall, compared to 6.2 in May 2017. That is a decrease of 39% versus a year ago.

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.

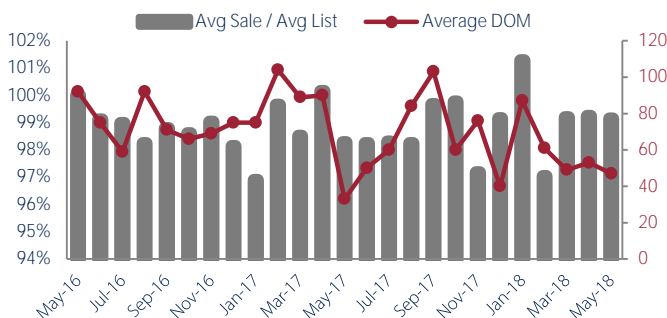
New Listings & Current Contracts

This month there were 75 homes newly listed for sale in Mechanicsville, Hughesville, and Charlotte Hall compared to 72 in May 2017, an increase of 4%. There were 57 current contracts pending sale this May compared to 51 a year ago. The number of current contracts is 12% higher 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 Mechanicsville, Hughesville, and Charlotte Hall was 99.2% of the average list price, which is 0.9% higher than at this time last year.

Days On Market

This month, the average number of days on market was 47, higher than the average last year, which was 33, an increase of 42%.



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