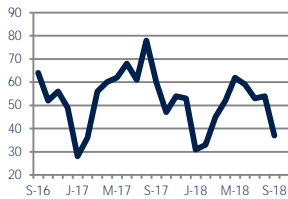


Zip Code(s): 20723, 20794 and 20763

### Units Sold

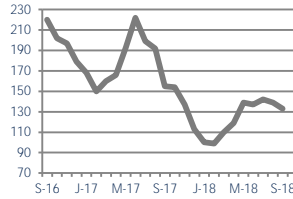
37



**Down**  
Vs. Year Ago

### Active Inventory

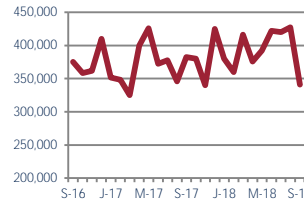
133



**Down -14%**  
Vs. Year Ago

### Median Sale Price

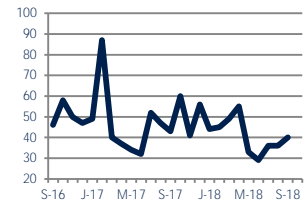
\$340,821



**Down -11%**  
Vs. Year Ago

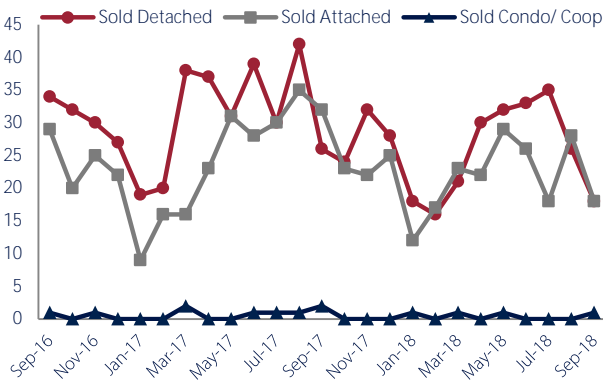
### Days On Market

40



**Down -7%**  
Vs. Year Ago

### Units Sold\*



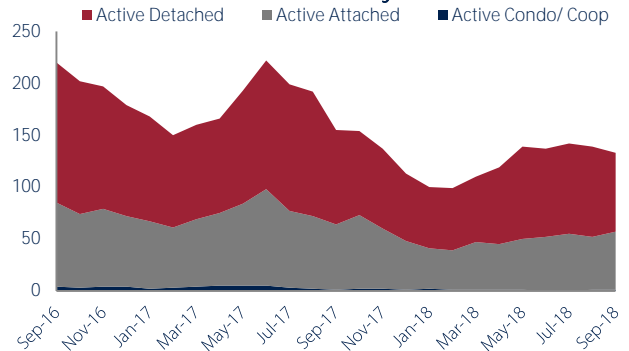
### Units Sold

With relatively few transactions, there was a decrease in total units sold in September, with 37 sold this month in Northern Laurel, Jessup, and Savage. This month's total units sold was lower than at this time last year, a decrease from September 2017.

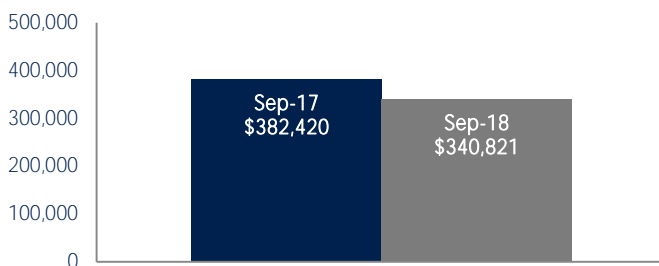
### Active Inventory

Versus last year, the total number of homes available this month is lower by 22 units or 14%. The total number of active inventory this September was 133 compared to 155 in September 2017. This month's total of 133 is lower than the previous month's total supply of available inventory of 139, a decrease of 4%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last September, the median sale price for Northern Laurel, Jessup, and Savage Homes was \$382,420. This September, the median sale price was \$340,821, a decrease of 11% or \$41,599 compared to last year. The current median sold price is 20% lower than in August.

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

Northern Laurel, Jessup, and Savage are defined as properties listed in zip code/s 20723, 20794 and 20763.

\*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.



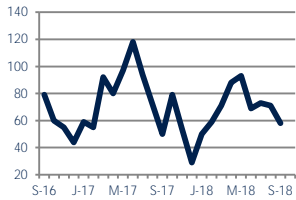
## Focus On: Northern Laurel, Jessup, and Savage Housing Market

September 2018

Zip Code(s): 20723, 20794 and 20763

### New Listings

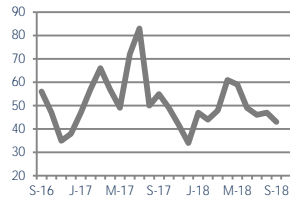
58



Up 16%  
Vs. Year Ago

### Current Contracts

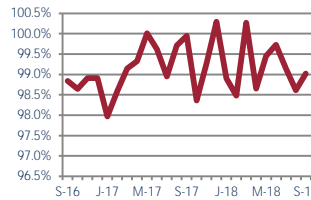
43



Down -22%  
Vs. Year Ago

### Sold Vs. List Price

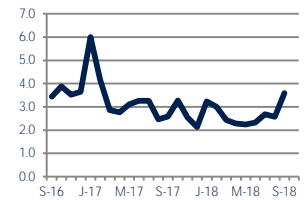
99.0%



Down -0.9%  
Vs. Year Ago

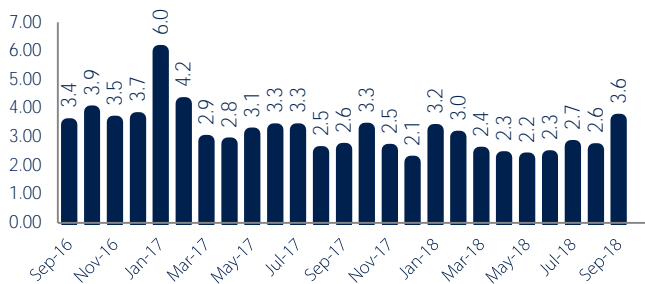
### Months of Supply

3.6



Up 39%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

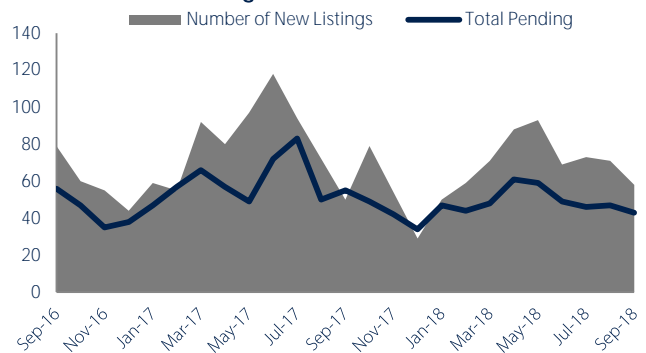
In September, there was 3.6 months of supply available in Northern Laurel, Jessup, and Savage, compared to 2.6 in September 2017. That is an increase of 39% versus a year ago.

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.

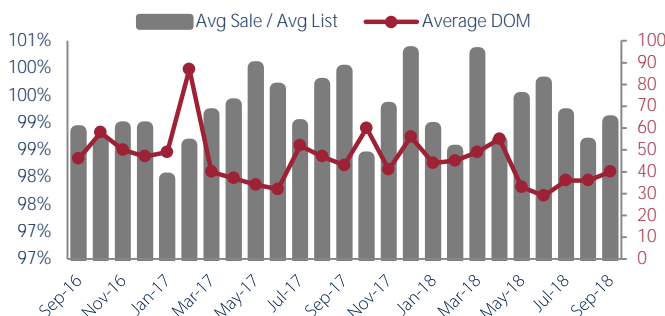
### New Listings & Current Contracts

This month there were 58 homes newly listed for sale in Northern Laurel, Jessup, and Savage compared to 50 in September 2017, an increase of 16%. There were 43 current contracts pending sale this September compared to 55 a year ago. The number of current contracts is 22% lower than last September.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In September, the average sale price in Northern Laurel, Jessup, and Savage was 99.0% 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 40, lower than the average last year, which was 43, a decrease of 7%.



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