



The Long & Foster Market Minute™

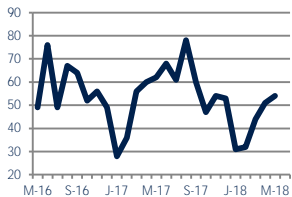
Focus On: Northern Laurel, Jessup, and Savage Housing Market

May 2018

Zip Code(s): 20723, 20794 and 20763

Units Sold

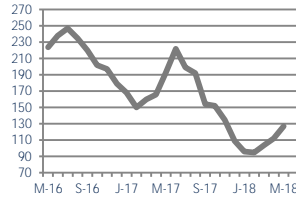
54



Down -13%
Vs. Year Ago

Active Inventory

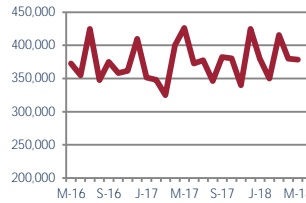
127



Down -34%
Vs. Year Ago

Median Sale Price

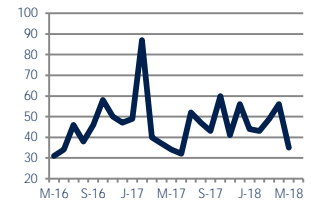
\$378,373



Down -11%
Vs. Year Ago

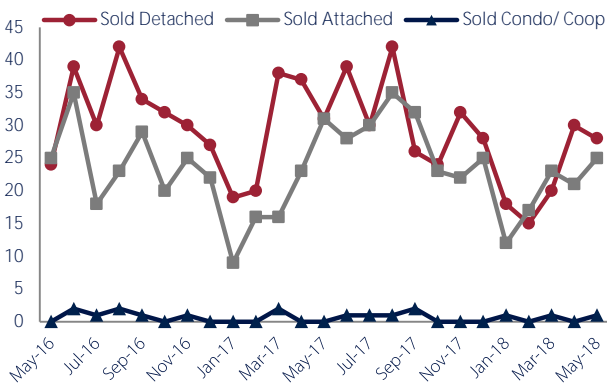
Days On Market

35



Up 3%
Vs. Year Ago

Units Sold*



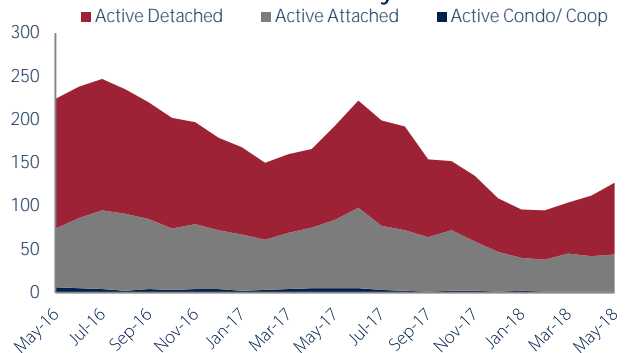
Units Sold

There was an increase in total units sold in May, with 54 sold this month in Northern Laurel, Jessup, and Savage versus 51 last month, an increase of 6%. This month's total units sold was lower than at this time last year, a decrease of 13% versus May 2017.

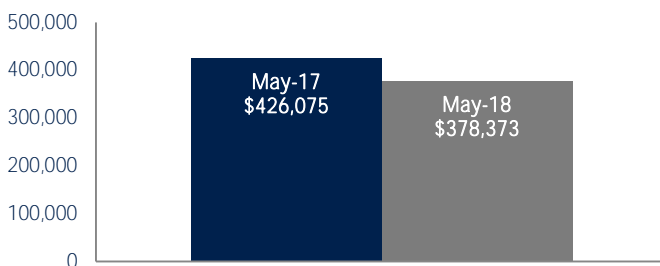
Active Inventory

Versus last year, the total number of homes available this month is lower by 66 units or 34%. The total number of active inventory this May was 127 compared to 193 in May 2017. This month's total of 127 is higher than the previous month's total supply of available inventory of 112, an increase of 13%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for Northern Laurel, Jessup, and Savage Homes was \$426,075. This May, the median sale price was \$378,373, a decrease of 11% or \$47,702 compared to last year. The current median sold price is approximately the same as the median price in April.

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.



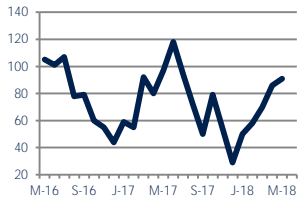
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 20723, 20794 and 20763

New Listings

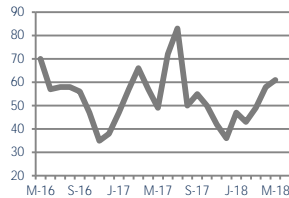
91



Down -6%
Vs. Year Ago

Current Contracts

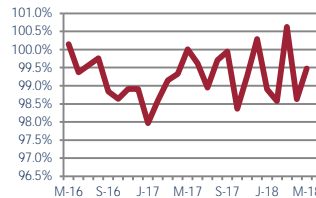
61



Up 24%
Vs. Year Ago

Sold Vs. List Price

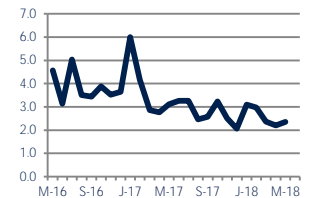
99.5%



Down -0.5%
Vs. Year Ago

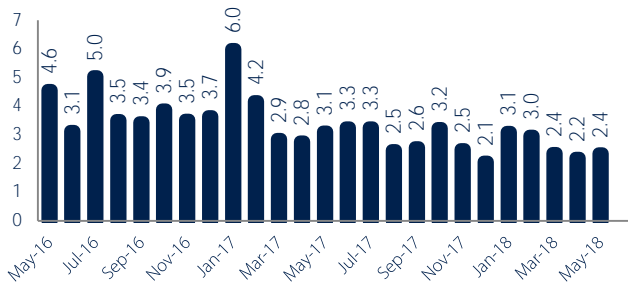
Months of Supply

2.4



Down -24%
Vs. Year Ago

Months Of Supply



Months of Supply

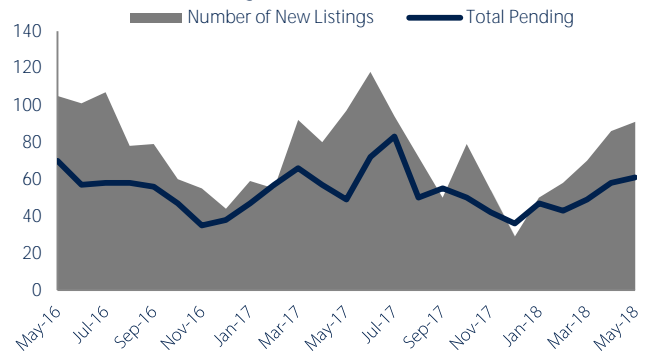
In May, there was 2.4 months of supply available in Northern Laurel, Jessup, and Savage, compared to 3.1 in May 2017. That is a decrease of 24% versus a year ago.

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.

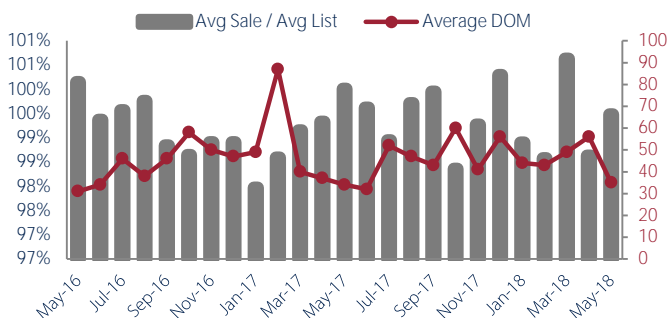
New Listings & Current Contracts

This month there were 91 homes newly listed for sale in Northern Laurel, Jessup, and Savage compared to 97 in May 2017, a decrease of 6%. There were 61 current contracts pending sale this May compared to 49 a year ago. The number of current contracts is 24% 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 Northern Laurel, Jessup, and Savage was 99.5% of the average list price, which is 0.5% lower than at this time last year.

Days On Market

This month, the average number of days on market was 35, higher than the average last year, which was 34, an increase of 3%.



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.

