



The Long & Foster Market Minute™

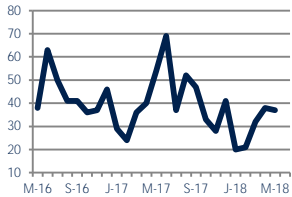
Focus On: Phoenix, Sparks, and Northern Baltimore County Housing Market

May 2018

Zip Code(s): 21131, 21120, 21152, 21053, 21161, 21111, 21155, 21023 and 21020

Units Sold

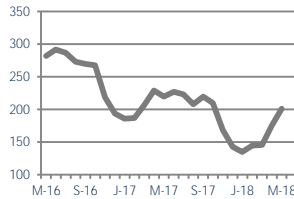
37



Down -31%
Vs. Year Ago

Active Inventory

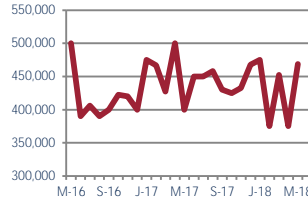
201



Down -9%
Vs. Year Ago

Median Sale Price

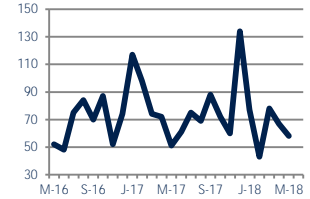
\$469,000



Up
Vs. Year Ago

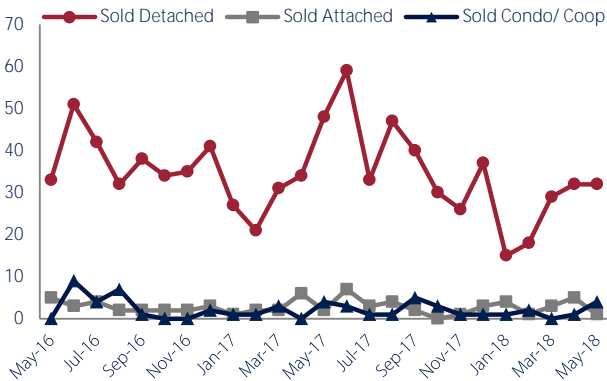
Days On Market

58



Up 14%
Vs. Year Ago

Units Sold*



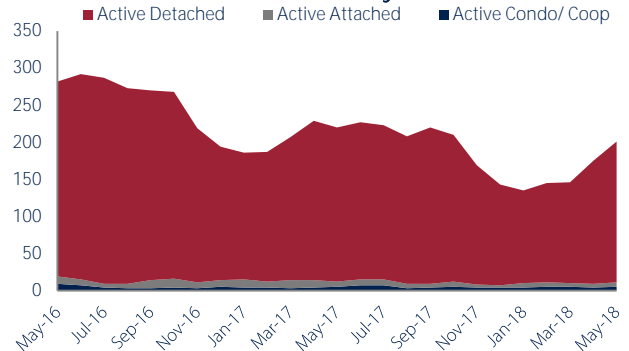
Units Sold

There was a decrease in total units sold in May, with 37 sold this month in Phoenix, Sparks, and Northern Baltimore County versus 38 last month, a decrease of 3%. This month's total units sold was lower than at this time last year, a decrease of 31% versus May 2017.

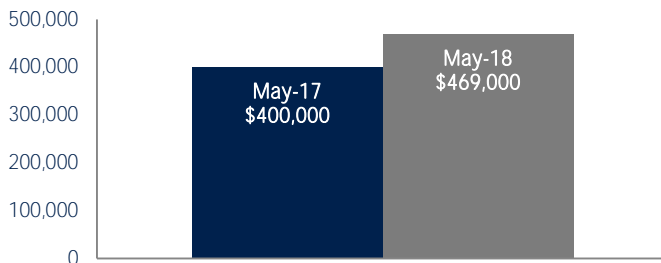
Active Inventory

Versus last year, the total number of homes available this month is lower by 19 units or 9%. The total number of active inventory this May was 201 compared to 220 in May 2017. This month's total of 201 is higher than the previous month's total supply of available inventory of 175, an increase of 15%.

Active Inventory*



Median Sale Price



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last May, the median sale price for Phoenix, Sparks, and Northern Baltimore County Homes was \$400,000. This May, the median sale price was \$469,000, an increase of \$69,000 compared to last year. The current median sold price is higher 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.



Phoenix, Sparks, and Northern Baltimore County are defined as properties listed in zip code/s 21131, 21120, 21152, 21053, 21161, 21111, 21155, 21023 and 21020.

*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.

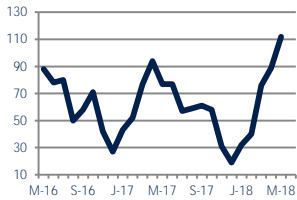




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New Listings

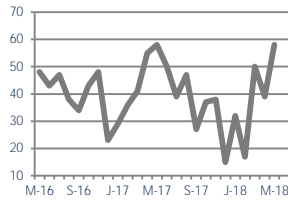
112



Up 45%
Vs. Year Ago

Current Contracts

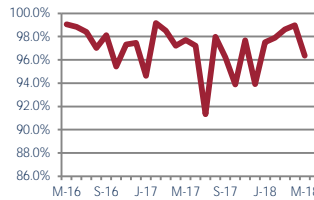
58



No Change
Vs. Year Ago

Sold Vs. List Price

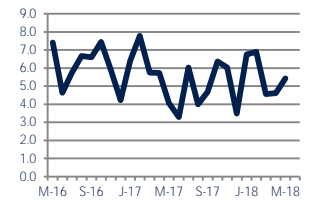
96.4%



Down -1.4%
Vs. Year Ago

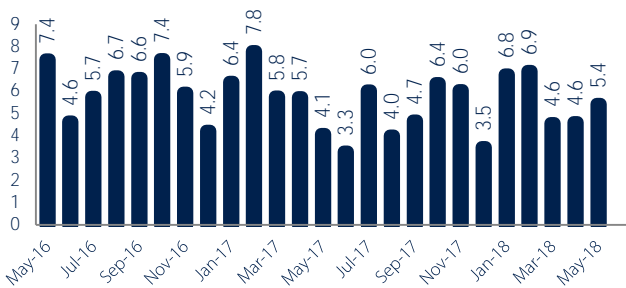
Months of Supply

5.4



Up 33%
Vs. Year Ago

Months Of Supply



Months of Supply

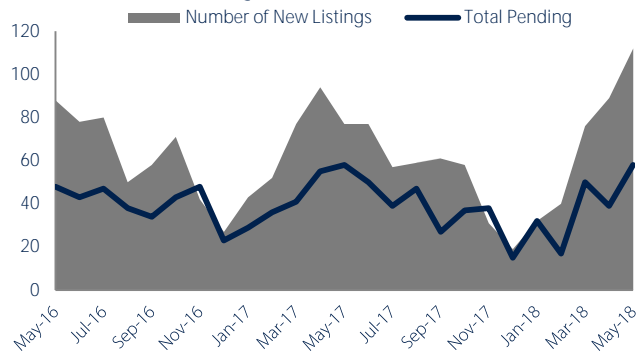
In May, there was 5.4 months of supply available in Phoenix, Sparks, and Northern Baltimore County, compared to 4.1 in May 2017. That is an increase of 33% versus a year ago.

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.

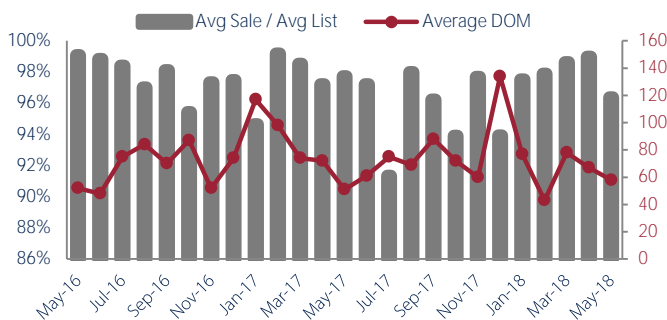
New Listings & Current Contracts

This month there were 112 homes newly listed for sale in Phoenix, Sparks, and Northern Baltimore County compared to 77 in May 2017, an increase of 45%. There were 58 current contracts pending sale this May, consistent with the volume a year ago. The number of current contracts is 49% higher than last month.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In May, the average sale price in Phoenix, Sparks, and Northern Baltimore County was 96.4% of the average list price, which is 1.4% lower than at this time last year.

Days On Market

This month, the average number of days on market was 58, higher than the average last year, which was 51, an increase of 14%.



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