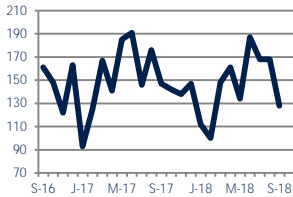


Focus On: Waldorf, St. Charles, and White Plains Housing Market

September 2018

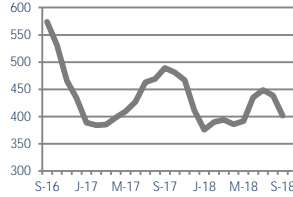
Zip Code(s): 20603, 20602, 20601, 20695 and 20604

Units Sold
128



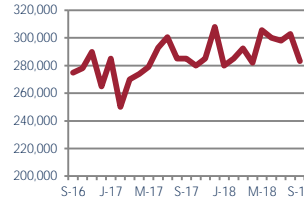
Down -13%
Vs. Year Ago

Active Inventory
402



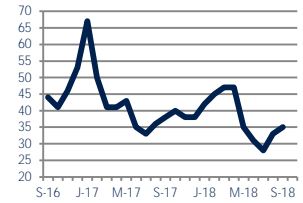
Down -18%
Vs. Year Ago

Median Sale Price
\$283,250



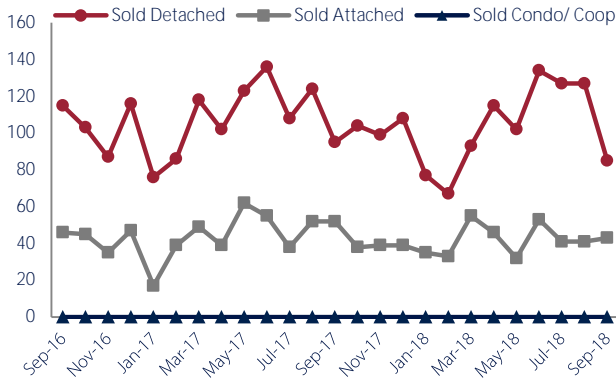
Down -1%
Vs. Year Ago

Days On Market
35



Down -8%
Vs. Year Ago

Units Sold*



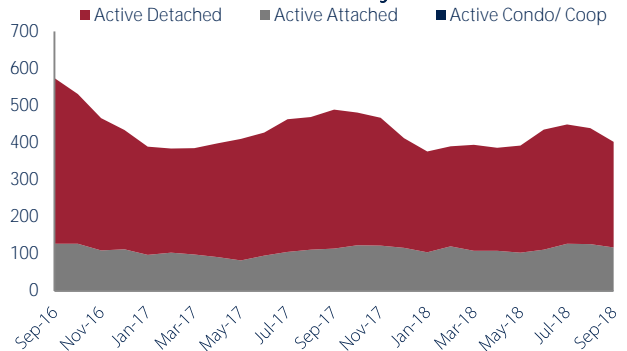
Units Sold

There was a decrease in total units sold in September, with 128 sold this month in Waldorf, St. Charles, and White Plains versus 168 last month, a decrease of 24%. This month's total units sold was lower than at this time last year, a decrease of 13% versus September 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 87 units or 18%. The total number of active inventory this September was 402 compared to 489 in September 2017. This month's total of 402 is lower than the previous month's total supply of available inventory of 439, a decrease of 8%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Waldorf, St. Charles, and White Plains Homes was \$285,000. This September, the median sale price was \$283,250, a decrease of 1% or \$1,750 compared to last year. The current median sold price is 7% 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.



Waldorf, St. Charles, and White Plains are defined as properties listed in zip code/s 20603, 20602, 20601, 20695 and 20604.

*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.

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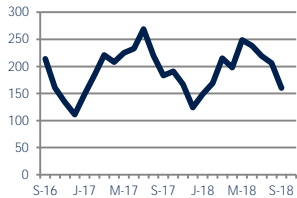
Focus On: Waldorf, St. Charles, and White Plains Housing Market

September 2018

Zip Code(s): 20603, 20602, 20601, 20695 and 20604

New Listings

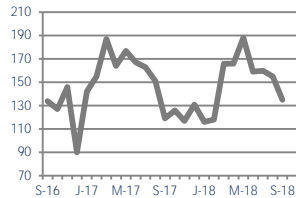
160



Down -13%
Vs. Year Ago

Current Contracts

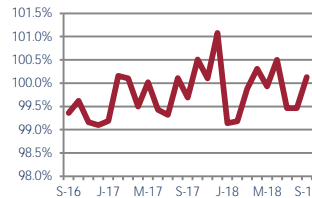
135



Up 13%
Vs. Year Ago

Sold Vs. List Price

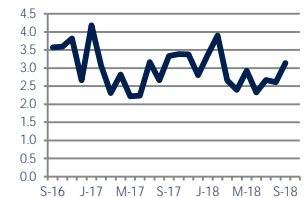
100.1%



No Change
Vs. Year Ago

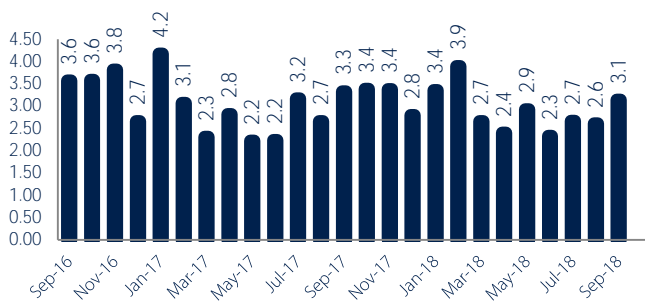
Months of Supply

3.1



Down -6%
Vs. Year Ago

Months Of Supply



Months of Supply

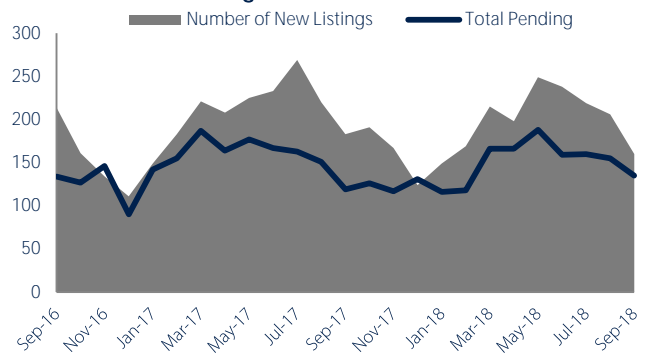
In September, there was 3.1 months of supply available in Waldorf, St. Charles, and White Plains, compared to 3.3 in September 2017. That is a decrease of 6% versus a year ago.

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.

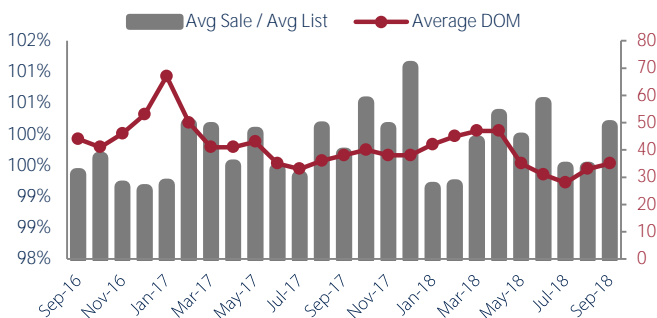
New Listings & Current Contracts

This month there were 160 homes newly listed for sale in Waldorf, St. Charles, and White Plains compared to 183 in September 2017, a decrease of 13%. There were 135 current contracts pending sale this September compared to 119 a year ago. The number of current contracts is 13% higher 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 Waldorf, St. Charles, and White Plains was 100.1% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 35, lower than the average last year, which was 38, a decrease of 8%.



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