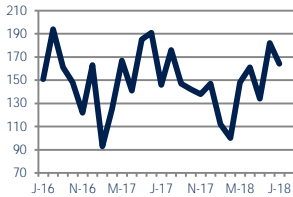


## Focus On: Waldorf, St. Charles, and White Plains Housing Market

July 2018

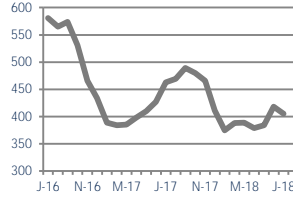
Zip Code(s): 20603, 20602, 20601, 20695 and 20604

**Units Sold**  
164



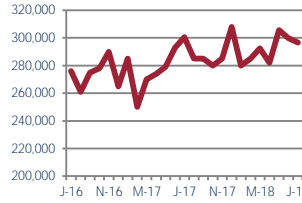
**Up 12%**  
Vs. Year Ago

**Active Inventory**  
405



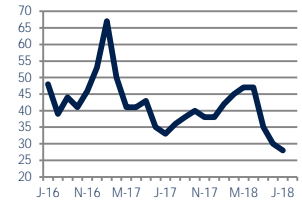
**Down -13%**  
Vs. Year Ago

**Median Sale Price**  
\$296,500



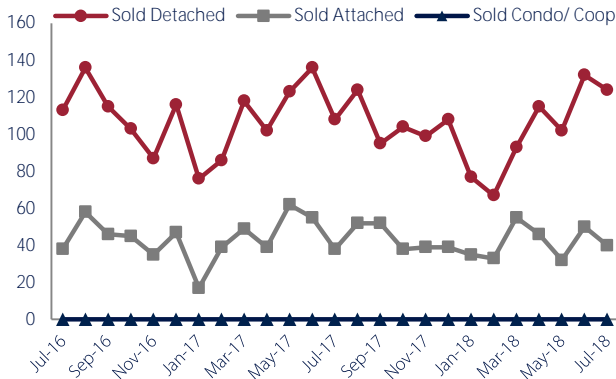
**Down -1%**  
Vs. Year Ago

**Days On Market**  
28



**Down -15%**  
Vs. Year Ago

### Units Sold\*



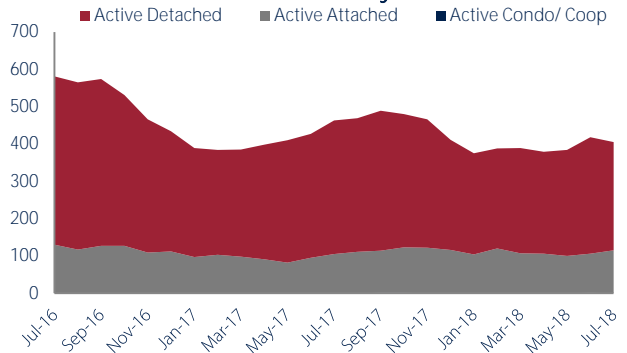
### Units Sold

There was a decrease in total units sold in July, with 164 sold this month in Waldorf, St. Charles, and White Plains versus 182 last month, a decrease of 10%. This month's total units sold was higher than at this time last year, an increase of 12% versus July 2017.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 58 units or 13%. The total number of active inventory this July was 405 compared to 463 in July 2017. This month's total of 405 is lower than the previous month's total supply of available inventory of 418, a decrease of 3%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last July, the median sale price for Waldorf, St. Charles, and White Plains Homes was \$300,630. This July, the median sale price was \$296,500, a decrease of 1% or \$4,130 compared to last year. The current median sold price is 1% lower than in June.

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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**CHRISTIE'S**  
INTERNATIONAL REAL ESTATE



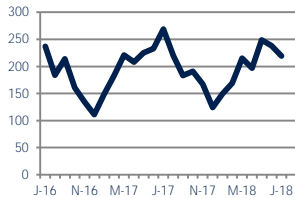
## Focus On: Waldorf, St. Charles, and White Plains Housing Market

July 2018

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

### New Listings

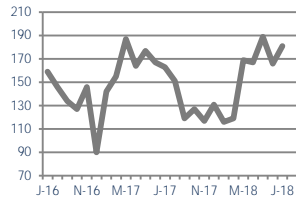
219



**Down -19%**  
Vs. Year Ago

### Current Contracts

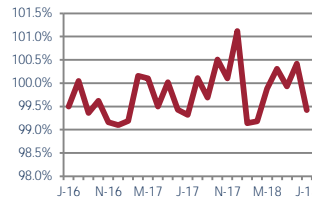
181



**Up 11%**  
Vs. Year Ago

### Sold Vs. List Price

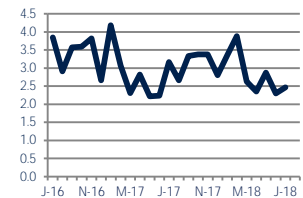
99.4%



**No Change**  
Vs. Year Ago

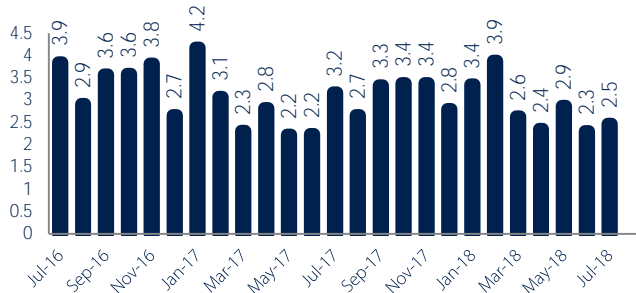
### Months of Supply

2.5



**Down -22%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

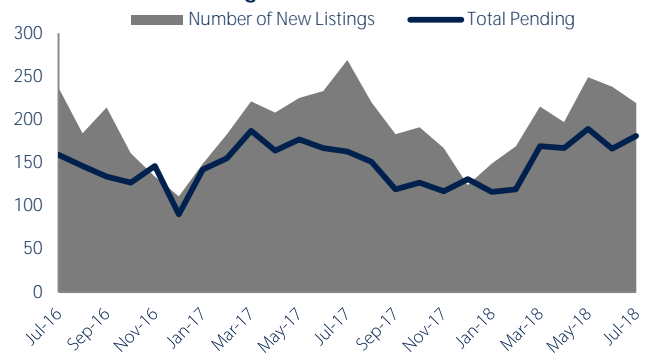
In July, there was 2.5 months of supply available in Waldorf, St. Charles, and White Plains, compared to 3.2 in July 2017. That is a decrease of 22% versus a year ago.

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.

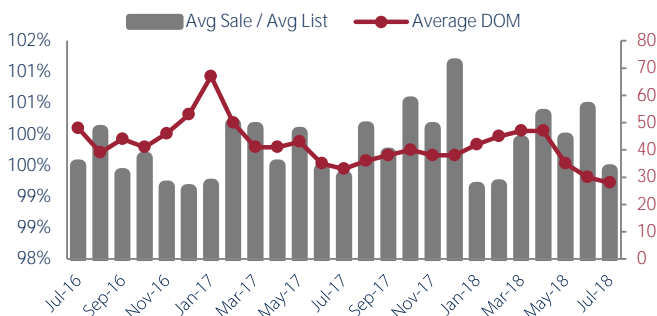
### New Listings & Current Contracts

This month there were 219 homes newly listed for sale in Waldorf, St. Charles, and White Plains compared to 269 in July 2017, a decrease of 19%. There were 181 current contracts pending sale this July compared to 163 a year ago. The number of current contracts is 11% higher than last July.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In July, the average sale price in Waldorf, St. Charles, and White Plains was 99.4% 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 28, lower than the average last year, which was 33, a decrease of 15%.



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