



THE LONG & FOSTER® MARKETMINUTE



Focus On: Guilford and Charles Village Housing Market

February 2016

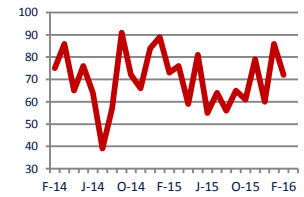
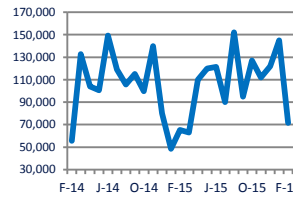
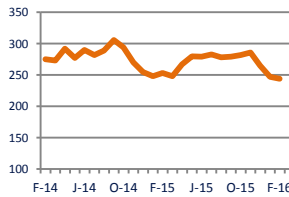
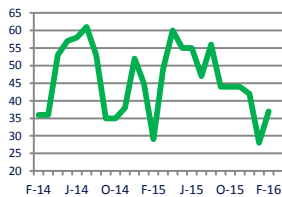
Zip Code(s): 21218

Units Sold
37

Active Inventory
244

Median Sale Price
\$71,500

Days On Market
72

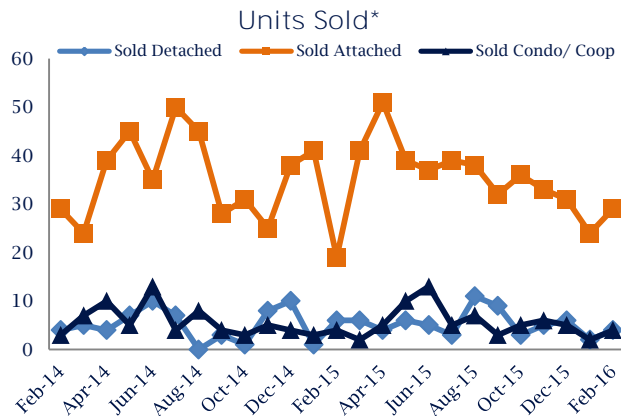


Up 28%
Vs. Year Ago

Down -4%
Vs. Year Ago

Up
Vs. Year Ago

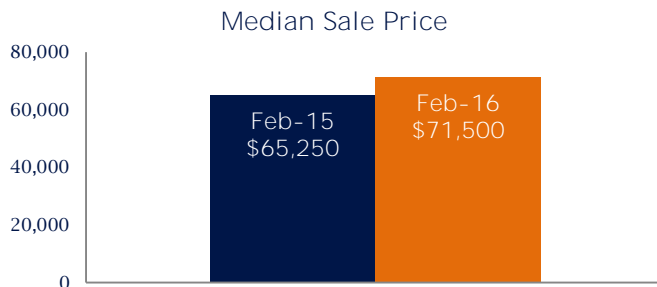
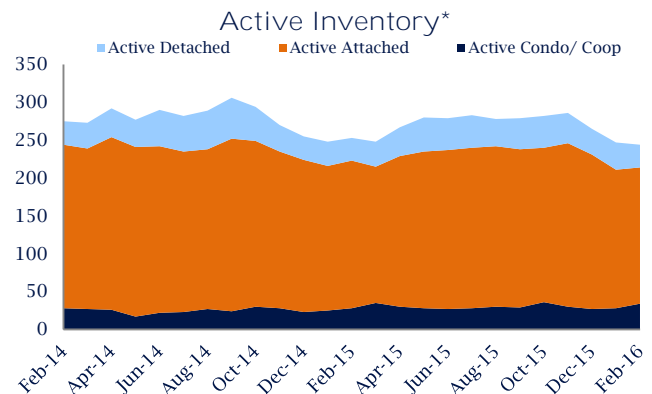
Down -1%
Vs. Year Ago



Units Sold

There was an increase in total units sold in February, with 37 sold this month in Guilford and Charles Village versus 28 last month, an increase of 32%. This month's total units sold was higher than at this time last year, an increase of 28% versus February 2015.

Active Inventory
Versus last year, the total number of homes available this month is lower by 9 units or 4%. The total number of active inventory this February was 244 compared to 253 in February 2015. This month's total of 244 is lower than the previous month's total supply of available inventory of 247, a decrease of 1%.



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last February, the median sale price for Guilford and Charles Village Homes was \$65,250. This February, the median sale price was \$71,500, an increase of \$6,250 compared to last year. The current median sold price is lower than in January. Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

Guilford and Charles Village are defined as properties listed in zip code/s 21218.

*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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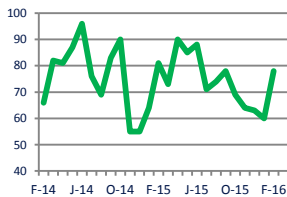
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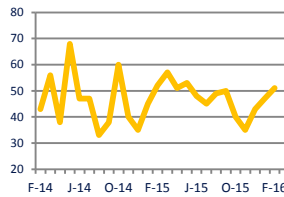
New Listings

78



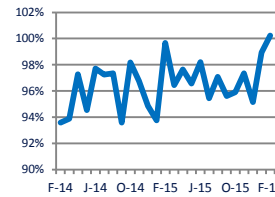
Current Contracts

51



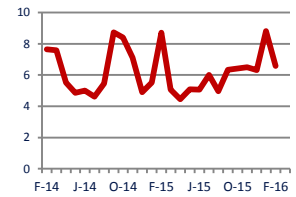
Sold Vs. List Price

100.2%



Months of Supply

6.6



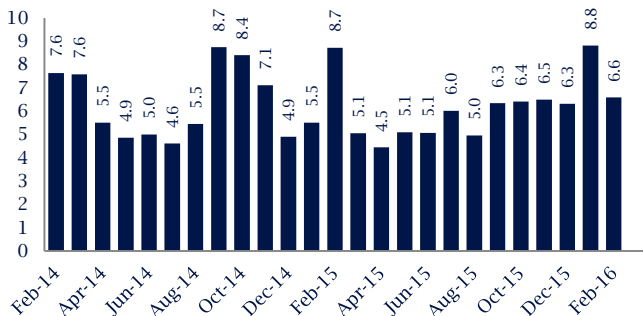
Down -4%
Vs. Year Ago

Down -2%
Vs. Year Ago

Up 0.6%
Vs. Year Ago

Down -24%
Vs. Year Ago

Months Of Supply



Months of Supply

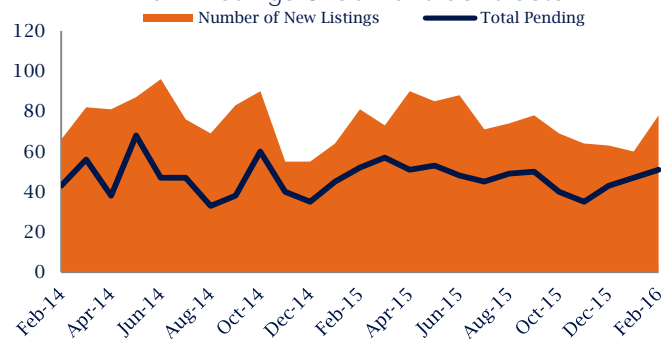
In February, there was 6.6 months of supply available in Guilford and Charles Village, compared to 8.7 in February 2015. That is a decrease of 24% versus a year ago.

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.

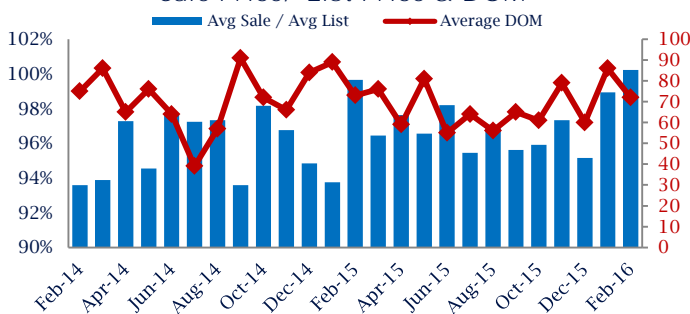
New Listings & Current Contracts

This month there were 78 homes newly listed for sale in Guilford and Charles Village compared to 81 in February 2015, a decrease of 4%. There were 51 current contracts pending sale this February compared to 52 a year ago. The number of current contracts is 2% lower than last February.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In February, the average sale price in Guilford and Charles Village was 100.2% of the average list price, which is 0.6% higher than at this time last year.

Days On Market

This month, the average number of days on market was 72, lower than the average last year, which was 73, a decrease of 1%.

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