

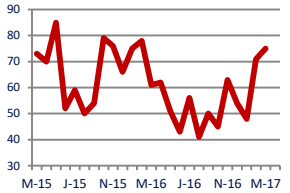
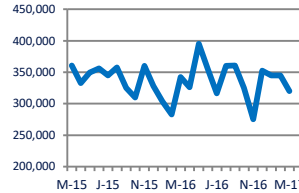
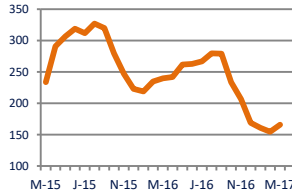
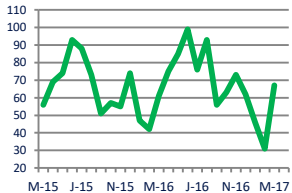


Focus On: Crofton, Crownsville, and Gambrills Housing Market

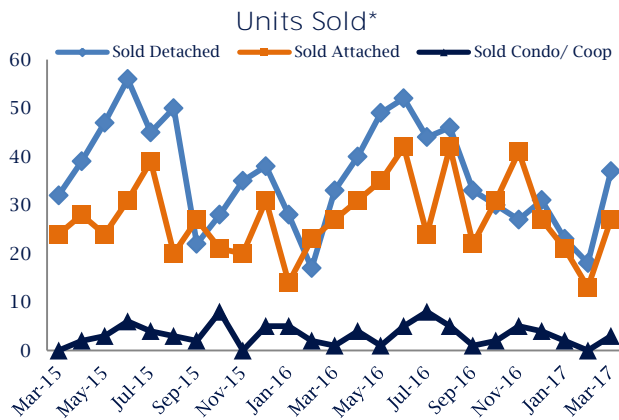
March 2017

Zip Code(s): 21114, 21032 and 21054

Units Sold 67	Active Inventory 166	Median Sale Price \$320,000	Days On Market 75
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Up 10% Vs. Year Ago	Down -31% Vs. Year Ago	Down -7% Vs. Year Ago	Up 23% Vs. Year Ago
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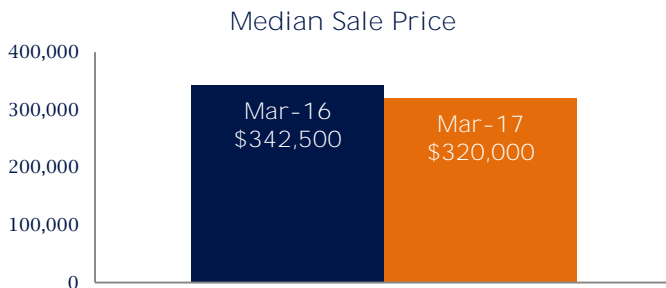
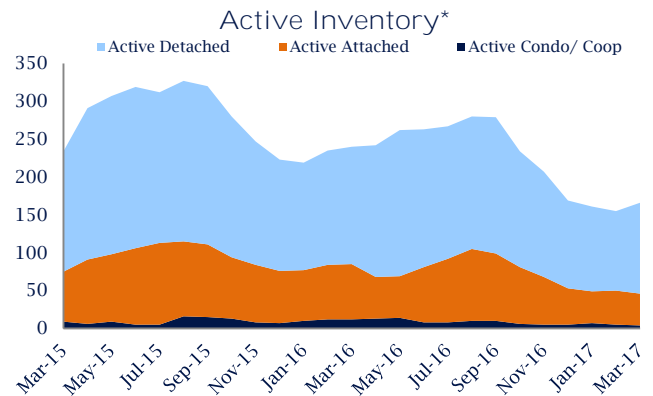


Units Sold

There was an increase in total units sold in March, with 67 sold this month in Crofton, Crownsville, and Gambrills. This month's total units sold was higher than at this time last year.

Active Inventory

Versus last year, the total number of homes available this month is lower by 74 units or 31%. The total number of active inventory this March was 166 compared to 240 in March 2016. This month's total of 166 is higher than the previous month's total supply of available inventory of 155, an increase of 7%.



Median Sale Price

Last March, the median sale price for Crofton, Crownsville, and Gambrills Homes was \$342,500. This March, the median sale price was \$320,000, a decrease of 7% or \$22,500 compared to last year. The current median sold price is 7% lower than in February.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

Crofton, Crownsville, and Gambrills are defined as properties listed in zip code/s 21114, 21032 and 21054.

*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.



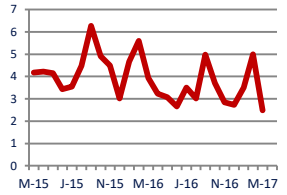
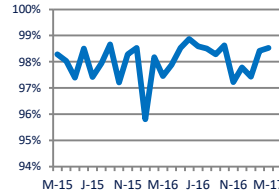
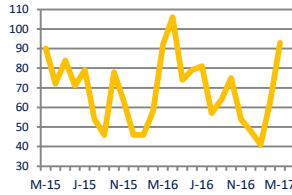
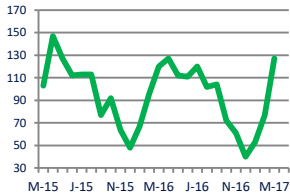


Focus On: Crofton, Crownsville, and Gambrills Housing Market

March 2017

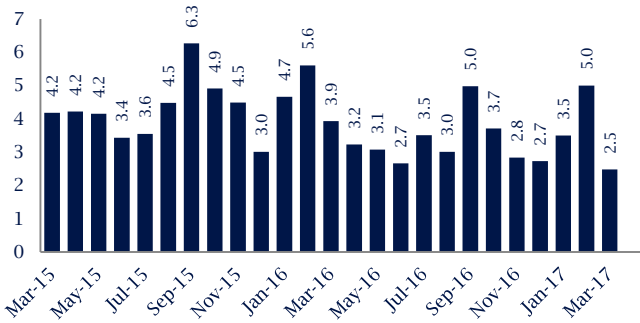
Zip Code(s): 21114, 21032 and 21054

New Listings 127	Current Contracts 93	Sold Vs. List Price 98.5%	Months of Supply 2.5
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Up 6% Vs. Year Ago	Up 1% Vs. Year Ago	Up 1.1% Vs. Year Ago	Down -37% Vs. Year Ago
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Months Of Supply



Months of Supply

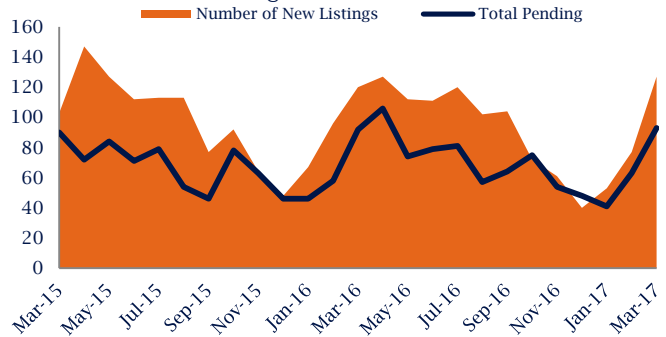
In March, there was 2.5 months of supply available in Crofton, Crownsville, and Gambrills, compared to 3.9 in March 2016. That is a decrease of 37% versus a year ago.

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.

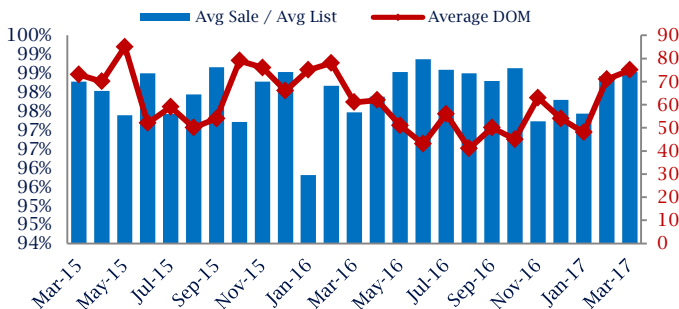
New Listings & Current Contracts

This month there were 127 homes newly listed for sale in Crofton, Crownsville, and Gambrills compared to 120 in March 2016, an increase of 6%. There were 93 current contracts pending sale this March compared to 92 a year ago. The number of current contracts is 1% higher than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Crofton, Crownsville, and Gambrills was 98.5% of the average list price, which is 1.1% higher than at this time last year.

Days On Market

This month, the average number of days on market was 75, higher than the average last year, which was 61, an increase of 23%.

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