

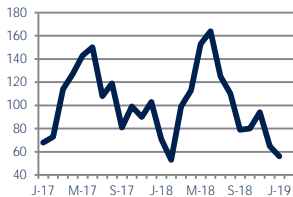
Focus On: Bethesda and Cabin John Housing Market

January 2019

Zip Code(s): 20814, 20816, 20817, 20818, 20812, 20889, 20892 and 20894

Units Sold

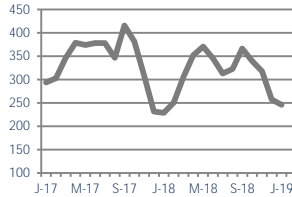
56



Down -21%
Vs. Year Ago

Active Inventory

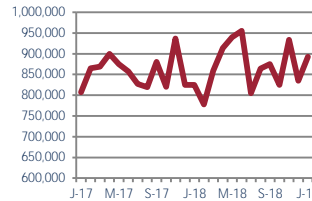
246



Up 7%
Vs. Year Ago

Median Sale Price

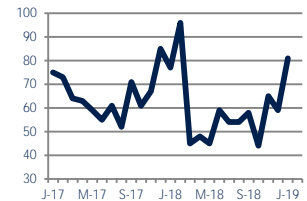
\$892,500



Up 8%
Vs. Year Ago

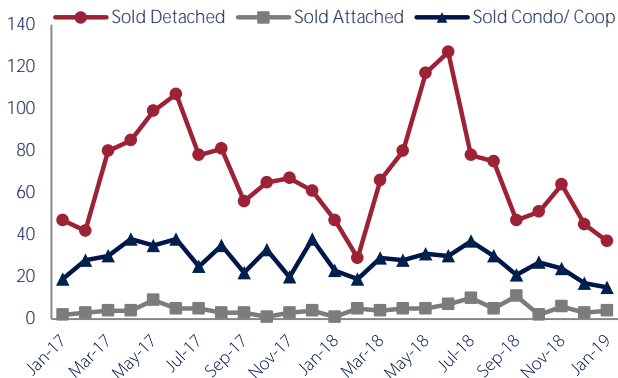
Days On Market

81



Up 5%
Vs. Year Ago

Units Sold*



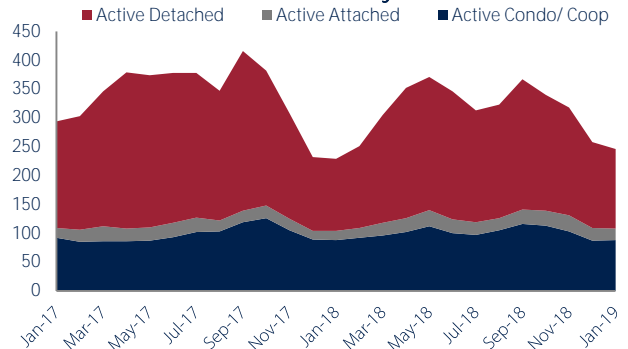
Units Sold

There was a decrease in total units sold in January, with 56 sold this month in Bethesda and Cabin John versus 65 last month, a decrease of 14%. This month's total units sold was lower than at this time last year, a decrease of 21% versus January 2018.

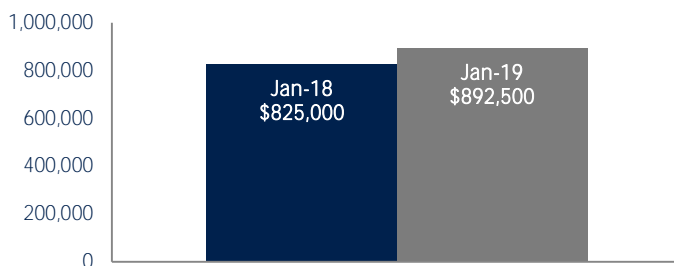
Active Inventory

Versus last year, the total number of homes available this month is higher by 17 units or 7%. The total number of active inventory this January was 246 compared to 229 in January 2018. This month's total of 246 is lower than the previous month's total supply of available inventory of 258, a decrease of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Bethesda and Cabin John Homes was \$825,000. This January, the median sale price was \$892,500, an increase of 8% or \$67,500 compared to last year. The current median sold price is 7% higher than in December.

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

Bethesda and Cabin John are defined as properties listed in zip code/s 20814, 20816, 20817, 20818, 20812, 20889, 20892 and 20894.

*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 BRIGHTMLS 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 BRIGHTMLS or Long & Foster Real Estate, Inc.



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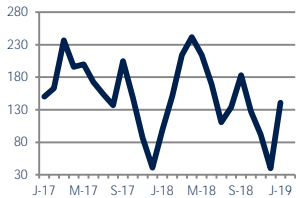
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January 2019

Zip Code(s): 20814, 20816, 20817, 20818, 20812, 20889, 20892 and 20894

New Listings

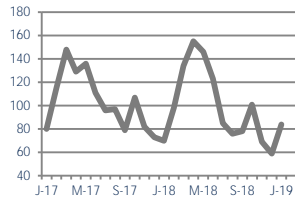
141



Up 42%
Vs. Year Ago

Current Contracts

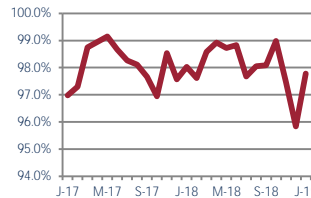
84



Up 20%
Vs. Year Ago

Sold Vs. List Price

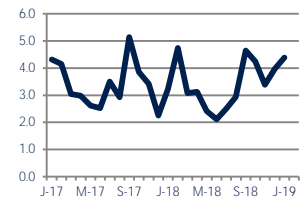
97.8%



No Change
Vs. Year Ago

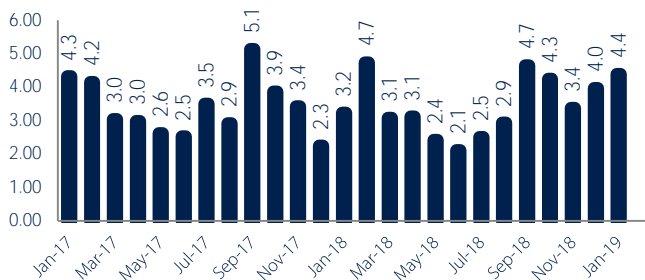
Months of Supply

4.4



Up 36%
Vs. Year Ago

Months Of Supply



Months of Supply

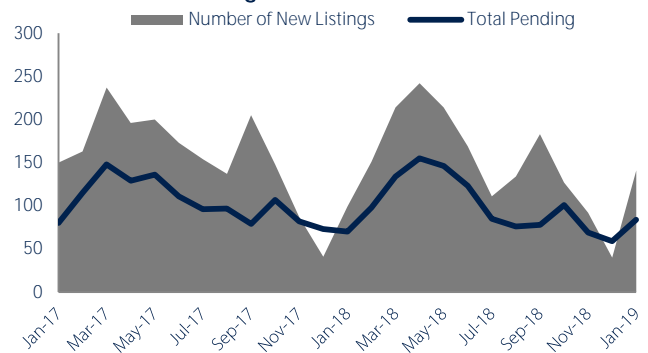
In January, there was 4.4 months of supply available in Bethesda and Cabin John, compared to 3.2 in January 2018. That is an increase of 36% versus a year ago.

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.

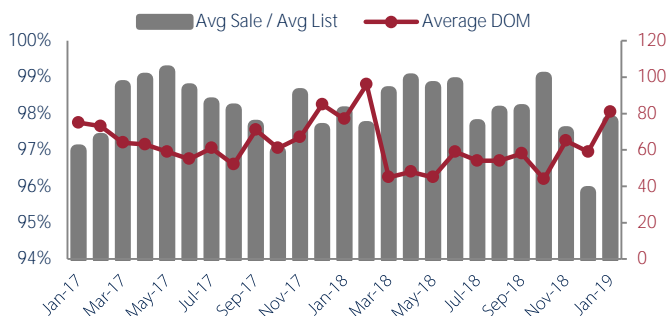
New Listings & Current Contracts

This month there were 141 homes newly listed for sale in Bethesda and Cabin John compared to 99 in January 2018, an increase of 42%. There were 84 current contracts pending sale this January compared to 70 a year ago. The number of current contracts is 20% higher than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Bethesda and Cabin John was 97.8% 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 81, higher than the average last year, which was 77, an increase of 5%.



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