



The Long & Foster Market Minute™

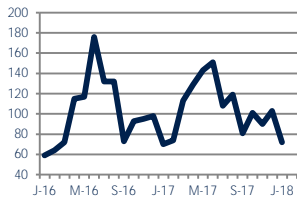
Focus On: Bethesda and Cabin John Housing Market

January 2018

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

Units Sold

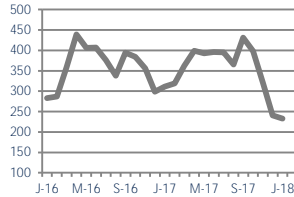
72



Up 3%
Vs. Year Ago

Active Inventory

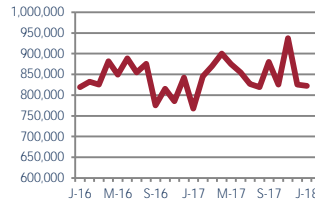
233



Down -25%
Vs. Year Ago

Median Sale Price

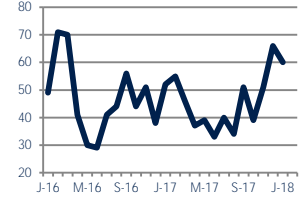
\$822,500



Up 7%
Vs. Year Ago

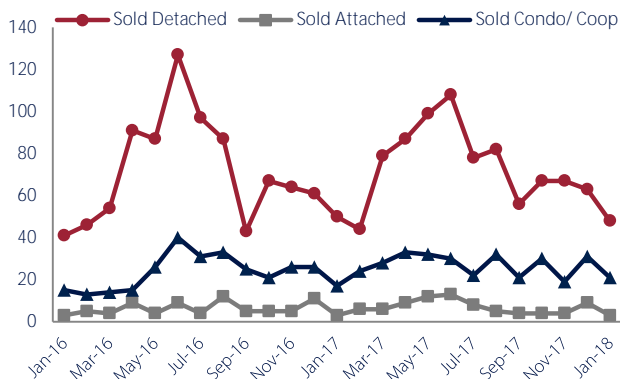
Days On Market

60



Up 15%
Vs. Year Ago

Units Sold*



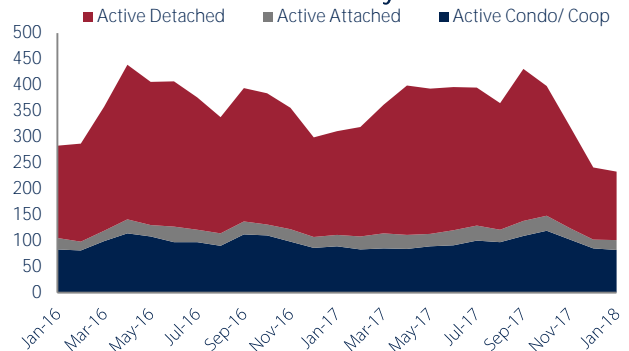
Units Sold

There was a decrease in total units sold in January, with 72 sold this month in Bethesda and Cabin John versus 103 last month, a decrease of 30%. This month's total units sold was higher than at this time last year, an increase of 3% versus January 2017.

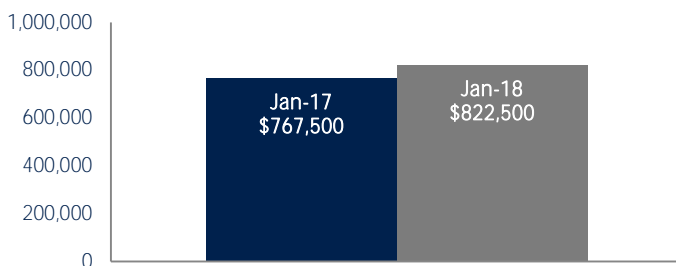
Active Inventory

Versus last year, the total number of homes available this month is lower by 78 units or 25%. The total number of active inventory this January was 233 compared to 311 in January 2017. This month's total of 233 is lower than the previous month's total supply of available inventory of 241, a decrease of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Bethesda and Cabin John Homes was \$767,500. This January, the median sale price was \$822,500, an increase of 7% or \$55,000 compared to last year. The current median sold price is approximately the same as the median price 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 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.



CHRISTIE'S
INTERNATIONAL REAL ESTATE



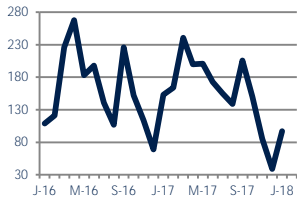
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January 2018

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New Listings

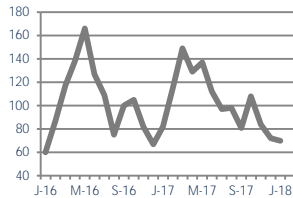
97



Down -37%
Vs. Year Ago

Current Contracts

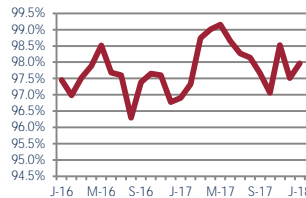
70



Down -15%
Vs. Year Ago

Sold Vs. List Price

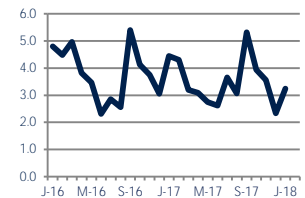
98.0%



Up 1.1%
Vs. Year Ago

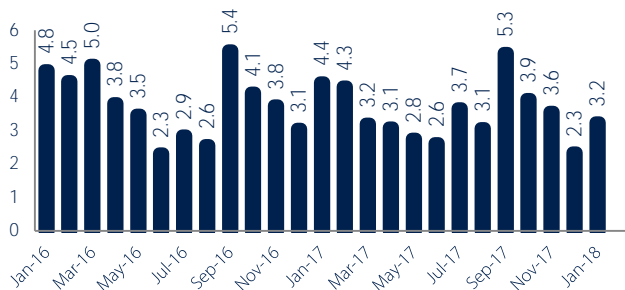
Months of Supply

3.2



Down -27%
Vs. Year Ago

Months Of Supply



Months of Supply

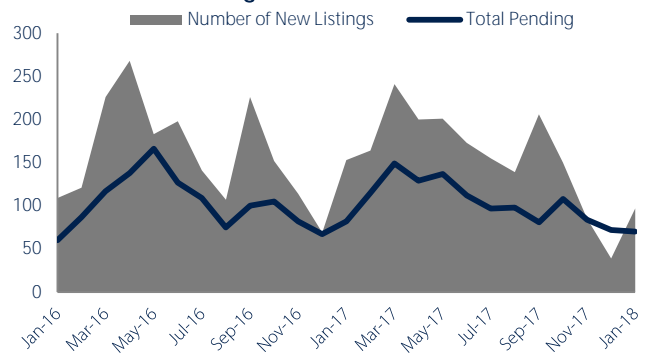
In January, there was 3.2 months of supply available in Bethesda and Cabin John, compared to 4.4 in January 2017. That is a decrease of 27% versus a year ago.

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.

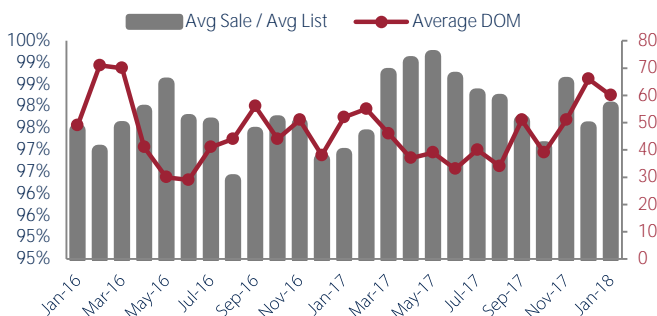
New Listings & Current Contracts

This month there were 97 homes newly listed for sale in Bethesda and Cabin John compared to 153 in January 2017, a decrease of 37%. There were 70 current contracts pending sale this January compared to 82 a year ago. The number of current contracts is 15% lower 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 98.0% 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 60, higher than the average last year, which was 52, an increase of 15%.



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