



# The Long & Foster Market Minute™

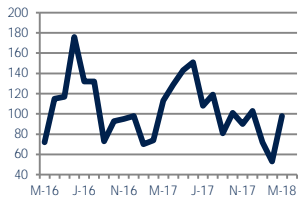
**Focus On:** Bethesda and Cabin John Housing Market

March 2018

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

## Units Sold

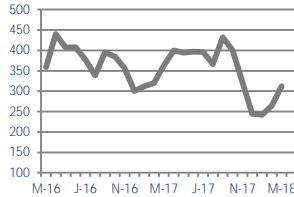
98



Down -13%  
Vs. Year Ago

## Active Inventory

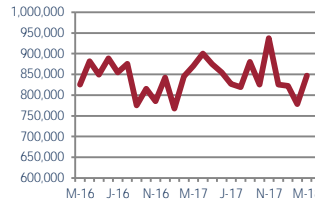
312



Down -14%  
Vs. Year Ago

## Median Sale Price

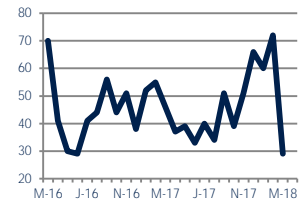
\$847,000



Down -3%  
Vs. Year Ago

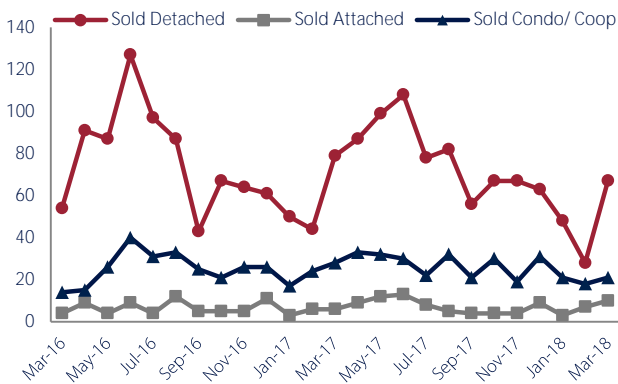
## Days On Market

29



Down -37%  
Vs. Year Ago

### Units Sold\*



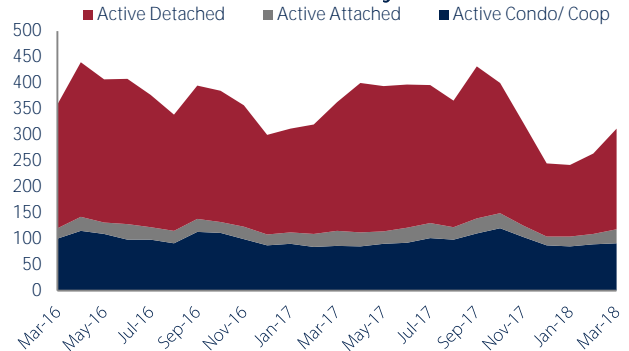
## Units Sold

There was an increase in total units sold in March, with 98 sold this month in Bethesda and Cabin John. This month's total units sold was lower than at this time last year.

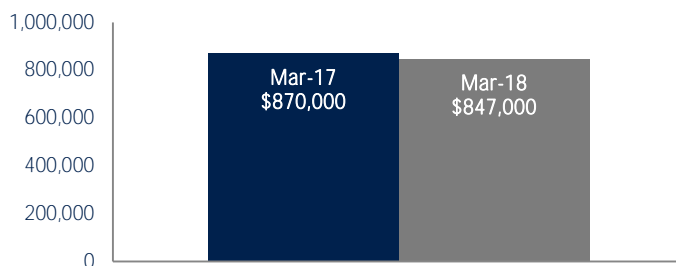
## Active Inventory

Versus last year, the total number of homes available this month is lower by 51 units or 14%. The total number of active inventory this March was 312 compared to 363 in March 2017. This month's total of 312 is higher than the previous month's total supply of available inventory of 264, an increase of 18%.

### Active Inventory\*



## Median Sale Price



## Median Sale Price

Last March, the median sale price for Bethesda and Cabin John Homes was \$870,000. This March, the median sale price was \$847,000, a decrease of 3% or \$23,000 compared to last year. The current median sold price is 9% higher 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.

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.



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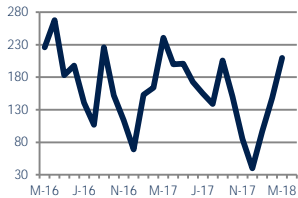
## Focus On: Bethesda and Cabin John Housing Market

March 2018

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

### New Listings

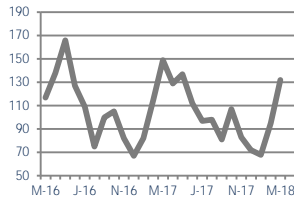
210



Down -13%  
Vs. Year Ago

### Current Contracts

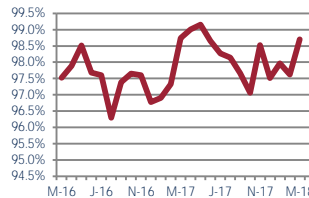
132



Down -11%  
Vs. Year Ago

### Sold Vs. List Price

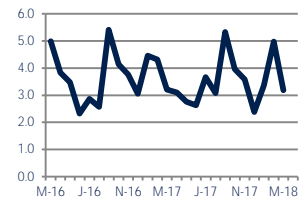
98.7%



No Change  
Vs. Year Ago

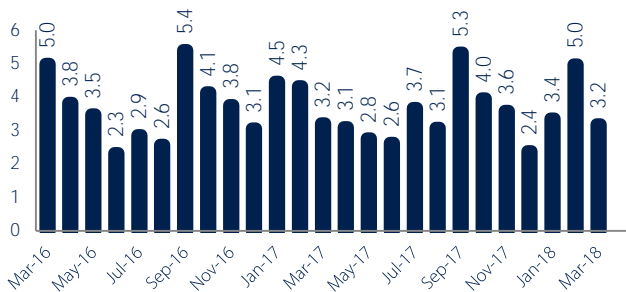
### Months of Supply

3.2



No Change  
Vs. Year Ago

### Months Of Supply



### Months of Supply

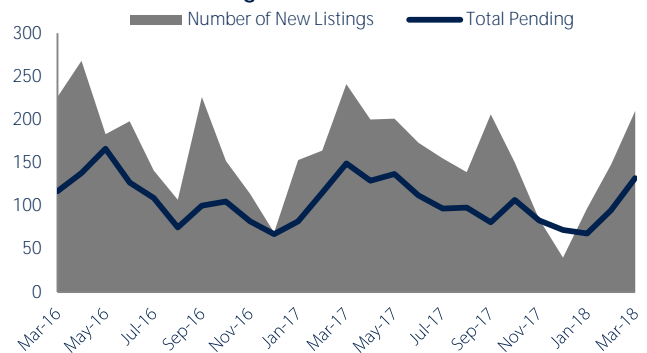
In March, there was 3.2 months of supply available in Bethesda and Cabin John. The amount of supply is similar compared to a year ago.

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.

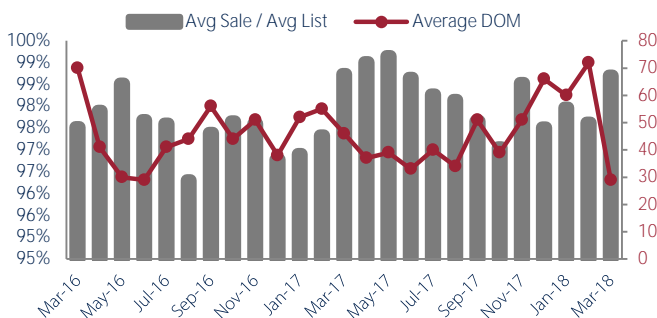
### New Listings & Current Contracts

This month there were 210 homes newly listed for sale in Bethesda and Cabin John compared to 241 in March 2017, a decrease of 13%. There were 132 current contracts pending sale this March compared to 149 a year ago. The number of current contracts is 11% lower 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 Bethesda and Cabin John was 98.7% 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 29, lower than the average last year, which was 46, a decrease of 37%.

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