

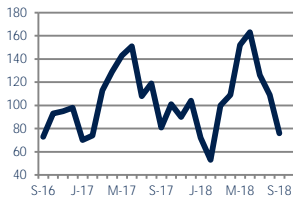
## Focus On: Bethesda and Cabin John Housing Market

September 2018

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

### Units Sold

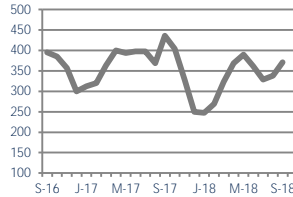
76



Down -6%  
Vs. Year Ago

### Active Inventory

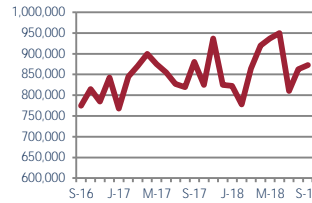
371



Down -15%  
Vs. Year Ago

### Median Sale Price

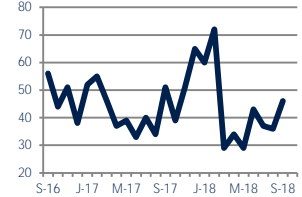
\$872,500



Down -1%  
Vs. Year Ago

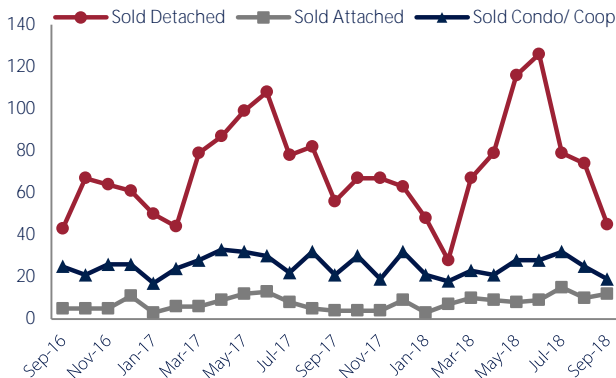
### Days On Market

46



Down -10%  
Vs. Year Ago

### Units Sold\*



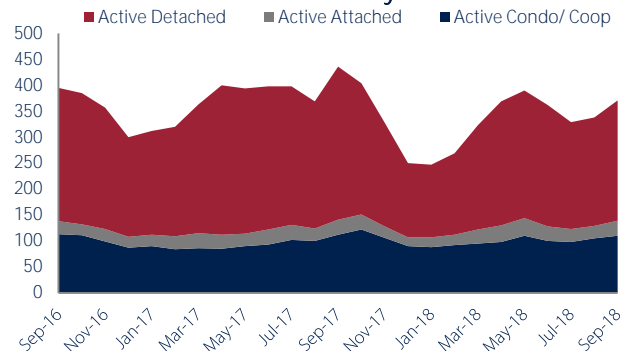
### Units Sold

There was a decrease in total units sold in September, with 76 sold this month in Bethesda and Cabin John versus 109 last month, a decrease of 30%. This month's total units sold was lower than at this time last year, a decrease of 6% versus September 2017.

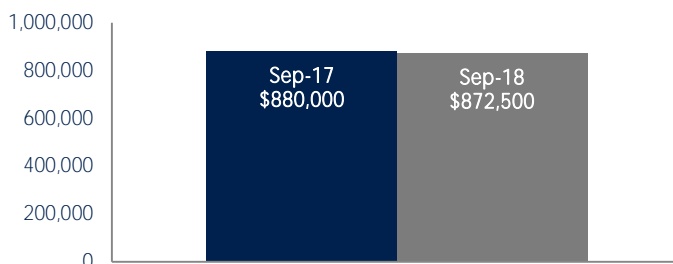
### Active Inventory

Versus last year, the total number of homes available this month is lower by 65 units or 15%. The total number of active inventory this September was 371 compared to 436 in September 2017. This month's total of 371 is higher than the previous month's total supply of available inventory of 338, an increase of 10%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last September, the median sale price for Bethesda and Cabin John Homes was \$880,000. This September, the median sale price was \$872,500, a decrease of 1% or \$7,500 compared to last year. The current median sold price is 1% higher than in August.

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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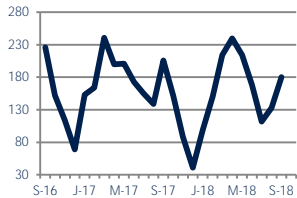
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September 2018

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

### New Listings

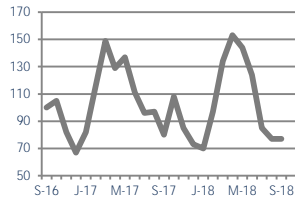
180



Down -13%  
Vs. Year Ago

### Current Contracts

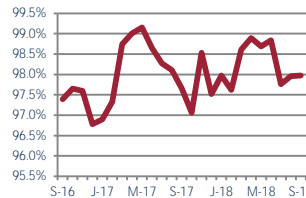
77



Down -4%  
Vs. Year Ago

### Sold Vs. List Price

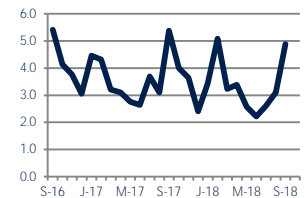
98.0%



No Change  
Vs. Year Ago

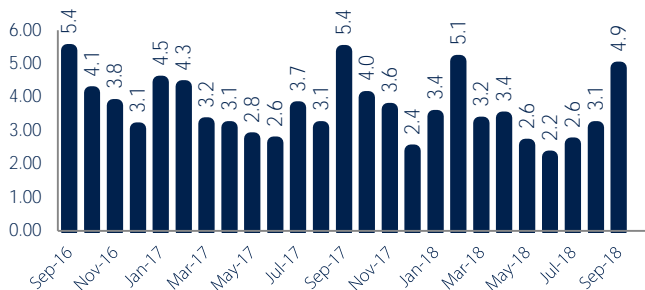
### Months of Supply

4.9



Down -9%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

In September, there was 4.9 months of supply available in Bethesda and Cabin John, compared to 5.4 in September 2017. That is a decrease of 9% versus a year ago.

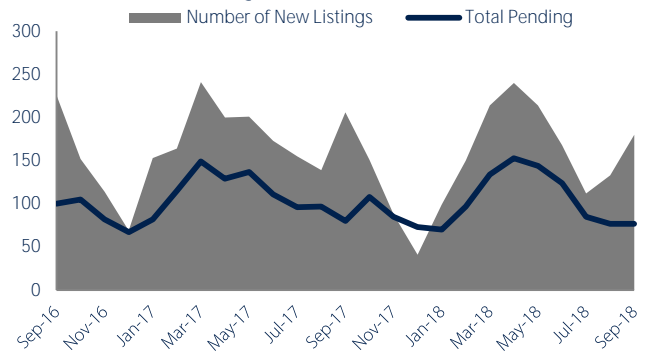
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

### New Listings & Current Contracts

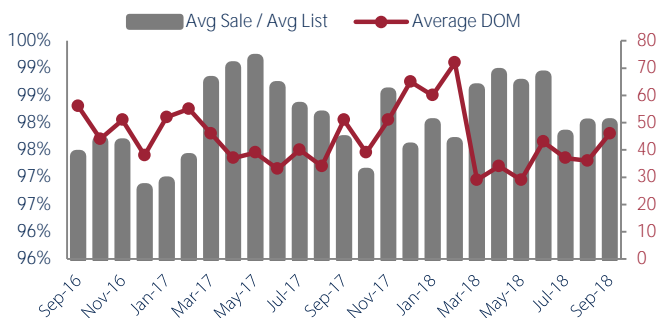
This month there were 180 homes newly listed for sale in Bethesda and Cabin John compared to 206 in September 2017, a decrease of 13%.

There were 77 current contracts pending sale this September compared to 80 a year ago. The number of current contracts remained stable as compared to last September.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In September, the average sale price in Bethesda and Cabin John was 98.0% 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 46, lower than the average last year, which was 51, a decrease of 10%.



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