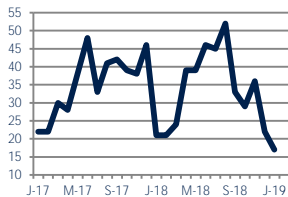


Zip Code(s): 20866, 20868 and 20905

Units Sold

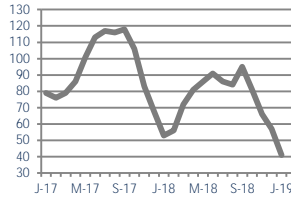
17



Down -19%
Vs. Year Ago

Active Inventory

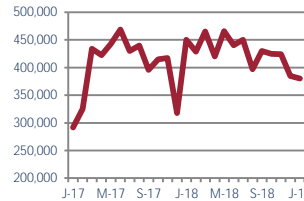
41



Down -23%
Vs. Year Ago

Median Sale Price

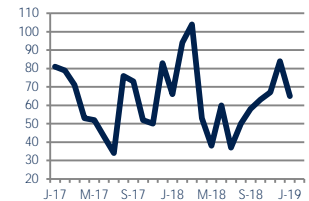
\$380,000



Down -16%
Vs. Year Ago

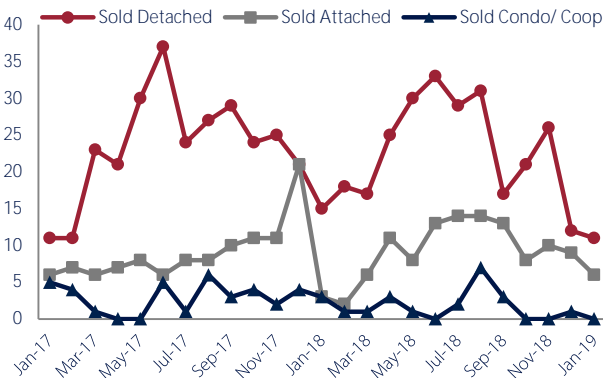
Days On Market

65



Down -2%
Vs. Year Ago

Units Sold*



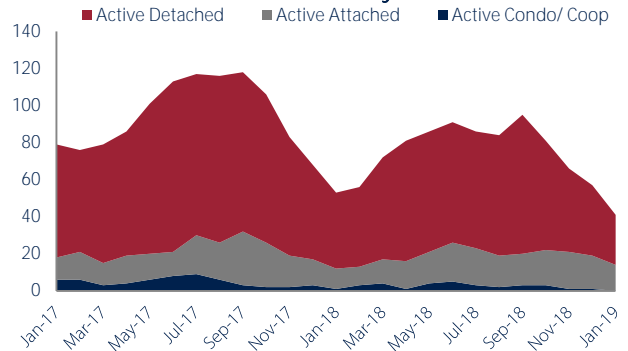
Units Sold

There was a decrease in total units sold in January, with 17 sold this month in Burtonsville, Spencerville, and Northern Silver Spring versus 22 last month, a decrease of 23%. This month's total units sold was lower than at this time last year, a decrease of 19% versus January 2018.

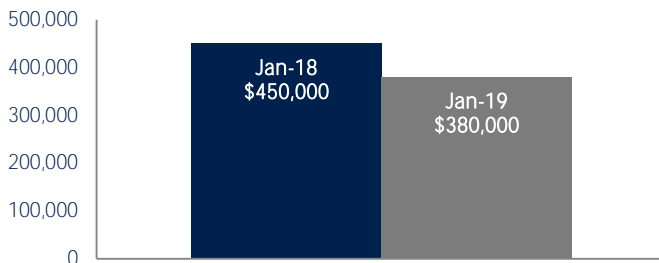
Active Inventory

Versus last year, the total number of homes available this month is lower by 12 units or 23%. The total number of active inventory this January was 41 compared to 53 in January 2018. This month's total of 41 is lower than the previous month's total supply of available inventory of 57, a decrease of 28%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Burtonsville, Spencerville, and Northern Silver Spring Homes was \$450,000. This January, the median sale price was \$380,000, a decrease of 16% or \$70,000 compared to last year. The current median sold price is 1% lower 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.

Burtonsville, Spencerville, and Northern Silver Spring are defined as properties listed in zip code/s 20866, 20868 and 20905.

*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.

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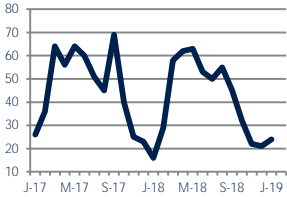




Zip Code(s): 20866, 20868 and 20905

New Listings

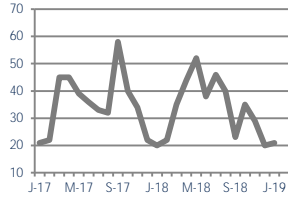
24



Up 50%
Vs. Year Ago

Current Contracts

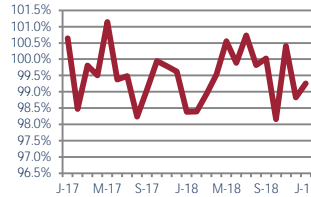
21



Up 5%
Vs. Year Ago

Sold Vs. List Price

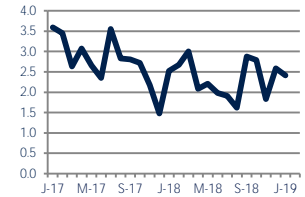
99.3%



Up 0.9%
Vs. Year Ago

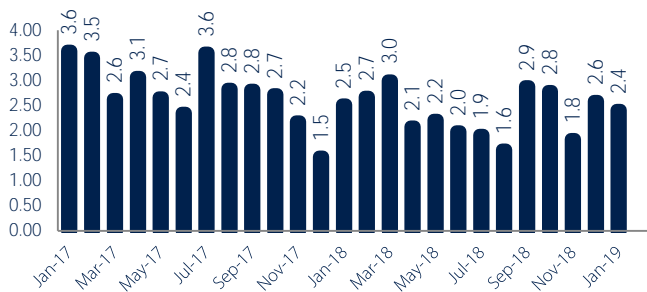
Months of Supply

2.4



Down -4%
Vs. Year Ago

Months Of Supply



Months of Supply

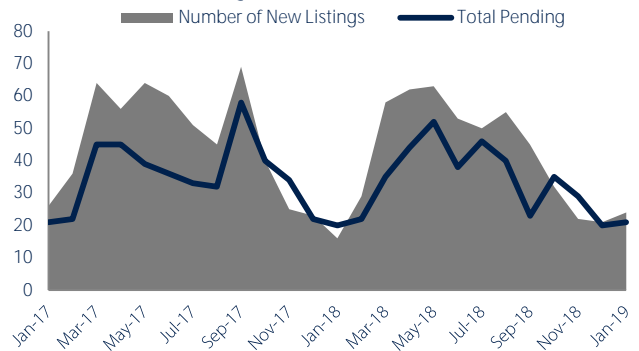
In January, there was 2.4 months of supply available in Burtonsville, Spencerville, and Northern Silver Spring, compared to 2.5 in January 2018. That is a decrease of 4% versus a year ago.

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.

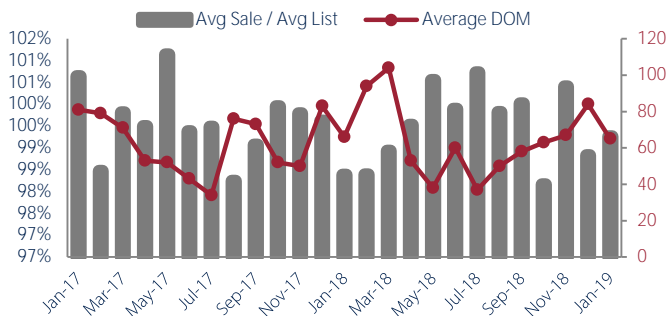
New Listings & Current Contracts

This month there were 24 homes newly listed for sale in Burtonsville, Spencerville, and Northern Silver Spring compared to 16 in January 2018, an increase of 50%. There were 21 current contracts pending sale this January compared to 20 a year ago. The number of current contracts is 5% 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 Burtonsville, Spencerville, and Northern Silver Spring was 99.3% of the average list price, which is 0.9% higher than at this time last year.

Days On Market

This month, the average number of days on market was 65, lower than the average last year, which was 66, a decrease of 2%.



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