

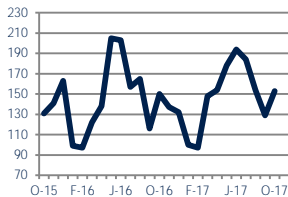
## Focus On: Gaithersburg Housing Market

October 2017

Zip Code(s): 20877, 20878, 20879, 20882, 20880 and 20899

### Units Sold

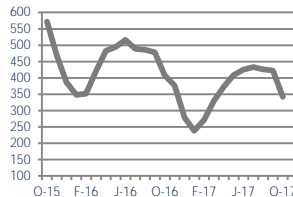
153



Up 2%  
Vs. Year Ago

### Active Inventory

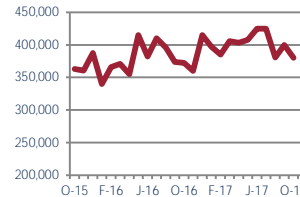
342



Down -16%  
Vs. Year Ago

### Median Sale Price

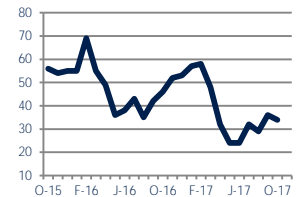
\$380,000



Up 2%  
Vs. Year Ago

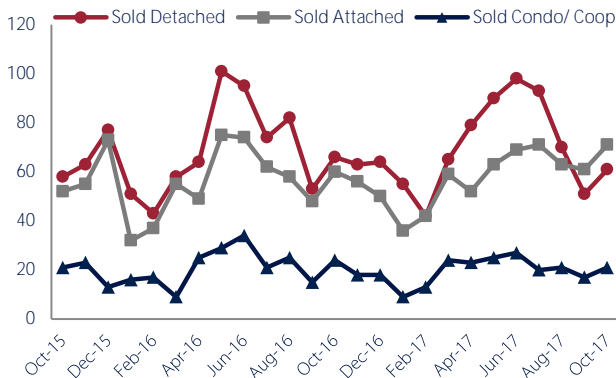
### Days On Market

34



Down -26%  
Vs. Year Ago

### Units Sold\*



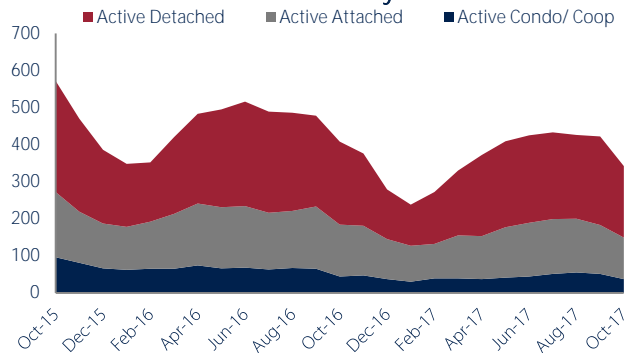
### Units Sold

There was an increase in total units sold in October, with 153 sold this month in Gaithersburg versus 129 last month, an increase of 19%. This month's total units sold was higher than at this time last year, an increase of 2% versus October 2016.

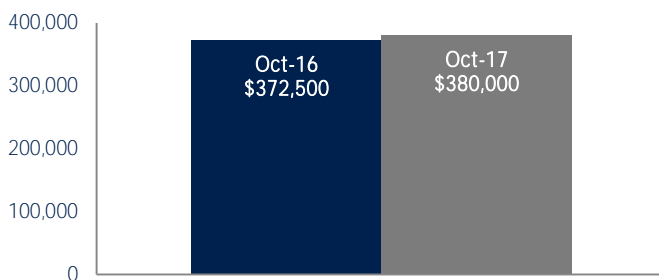
### Active Inventory

Versus last year, the total number of homes available this month is lower by 66 units or 16%. The total number of active inventory this October was 342 compared to 408 in October 2016. This month's total of 342 is lower than the previous month's total supply of available inventory of 422, a decrease of 19%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last October, the median sale price for Gaithersburg Homes was \$372,500. This October, the median sale price was \$380,000, an increase of 2% or \$7,500 compared to last year. The current median sold price is 5% lower than in September.

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

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**CHRISTIE'S**  
INTERNATIONAL REAL ESTATE

Gaithersburg are defined as properties listed in zip code/s 20877, 20878, 20879, 20882, 20880 and 20899.

\*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.





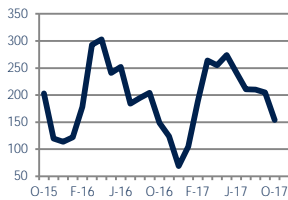
## Focus On: Gaithersburg Housing Market

October 2017

Zip Code(s): 20877, 20878, 20879, 20882, 20880 and 20899

### New Listings

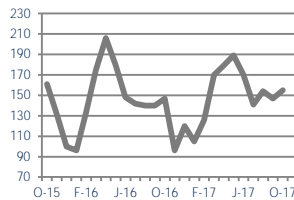
154



Up 3%  
Vs. Year Ago

### Current Contracts

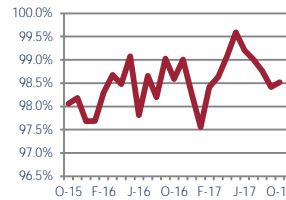
155



Up 5%  
Vs. Year Ago

### Sold Vs. List Price

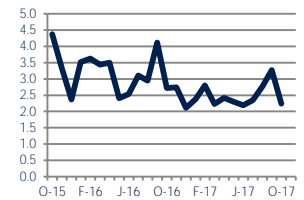
98.5%



No Change  
Vs. Year Ago

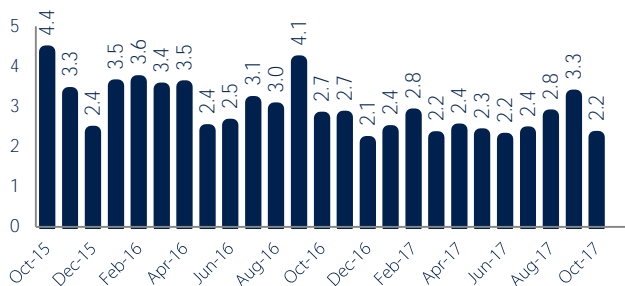
### Months of Supply

2.2



Down -18%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

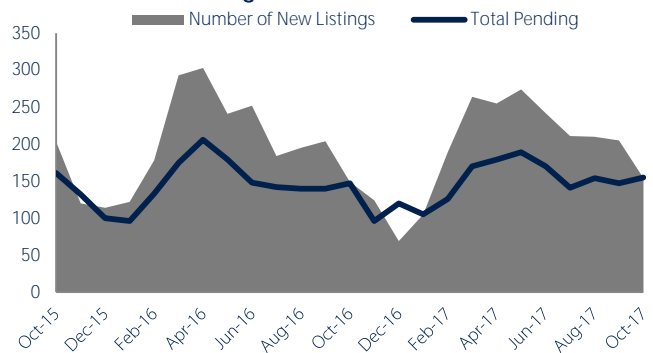
In October, there was 2.2 months of supply available in Gaithersburg, compared to 2.7 in October 2016. That is a decrease of 18% versus a year ago.

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.

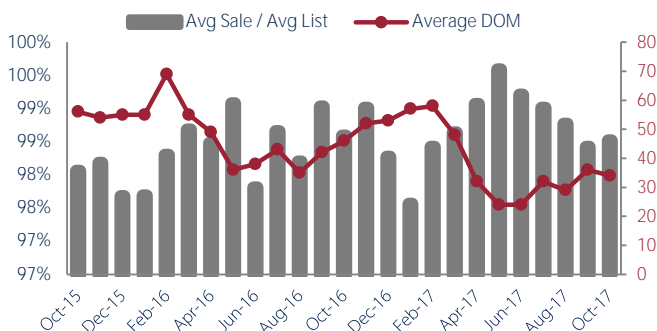
### New Listings & Current Contracts

This month there were 154 homes newly listed for sale in Gaithersburg compared to 149 in October 2016, an increase of 3%. There were 155 current contracts pending sale this October compared to 147 a year ago. The number of current contracts is 5% higher than last October.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In October, the average sale price in Gaithersburg was 98.5% 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 34, lower than the average last year, which was 46, a decrease of 26%.