

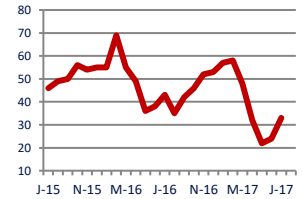
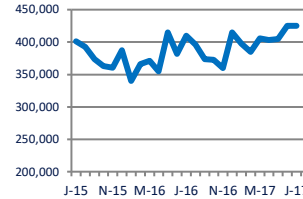
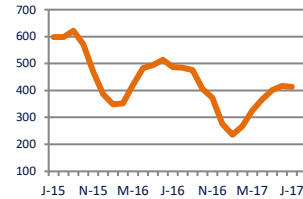
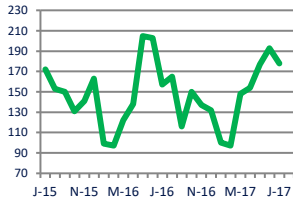


## Focus On: Gaithersburg Housing Market

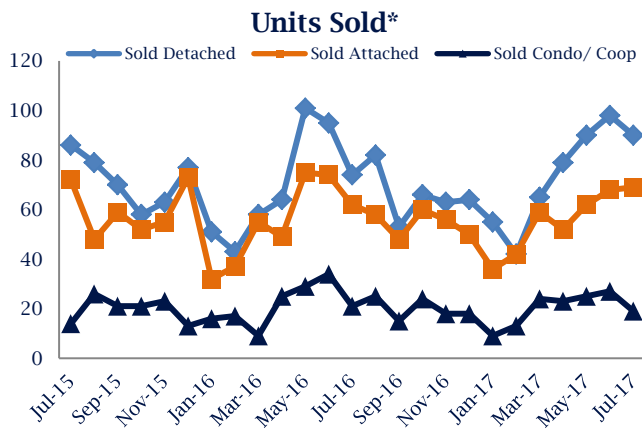
July 2017

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

<b>Units Sold</b> 178	<b>Active Inventory</b> 413	<b>Median Sale Price</b> \$424,950	<b>Days On Market</b> 33
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<b>Up 13%</b> Vs. Year Ago	<b>Down -15%</b> Vs. Year Ago	<b>Up 4%</b> Vs. Year Ago	<b>Down -23%</b> Vs. Year Ago
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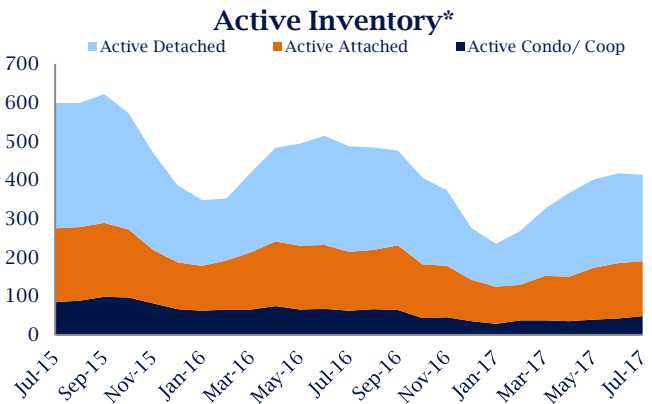


### Units Sold

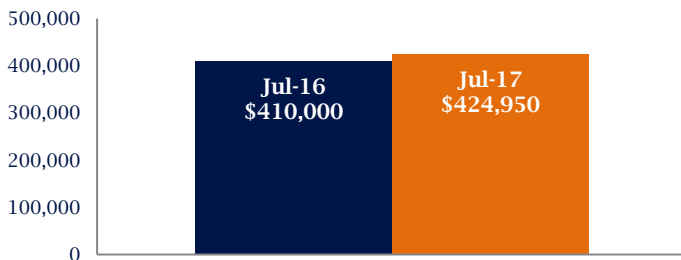
There was a decrease in total units sold in July, with 178 sold this month in Gaithersburg versus 193 last month, a decrease of 8%. This month's total units sold was higher than at this time last year, an increase of 13% versus July 2016.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 74 units or 15%. The total number of active inventory this July was 413 compared to 487 in July 2016. This month's total of 413 is lower than the previous month's total supply of available inventory of 417, a decrease of 1%.



### Median Sale Price



### Median Sale Price

Last July, the median sale price for Gaithersburg Homes was \$410,000. This July, the median sale price was \$424,950, an increase of 4% or \$14,950 compared to last year. The current median sold price is approximately the same as the median price in June.

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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\*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.



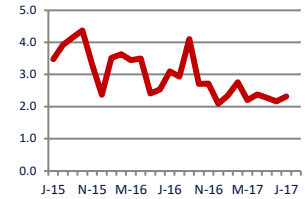
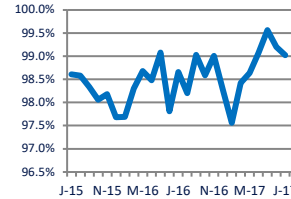
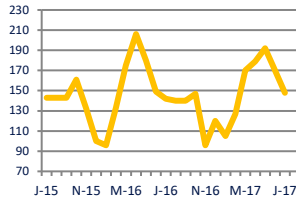
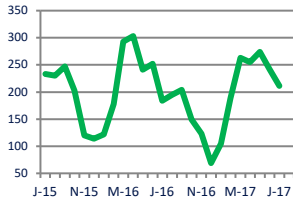


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July 2017

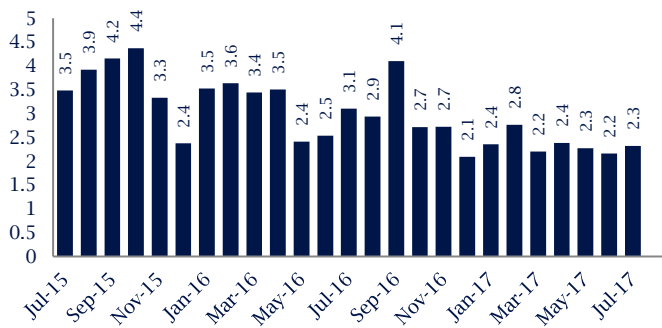
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<b>New Listings</b> 211	<b>Current Contracts</b> 148	<b>Sold Vs. List Price</b> 99.0%	<b>Months of Supply</b> 2.3
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<b>Up 15%</b> Vs. Year Ago	<b>Up 4%</b> Vs. Year Ago	<b>No Change</b> Vs. Year Ago	<b>Down -25%</b> Vs. Year Ago
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### Months Of Supply



### Months of Supply

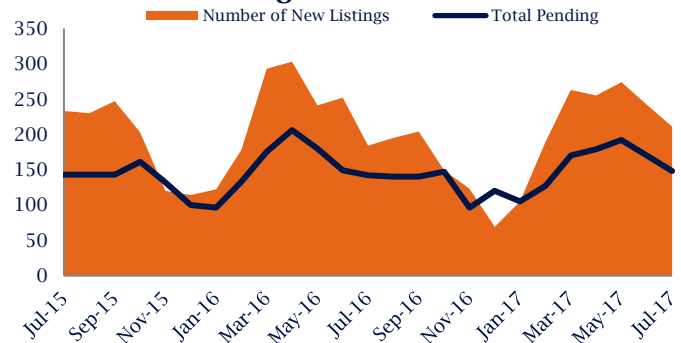
In July, there was 2.3 months of supply available in Gaithersburg, compared to 3.1 in July 2016. That is a decrease of 25% versus a year ago.

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 211 homes newly listed for sale in Gaithersburg compared to 184 in July 2016, an increase of 15%. There were 148 current contracts pending sale this July compared to 142 a year ago. The number of current contracts is 4% higher than last July.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In July, the average sale price in Gaithersburg was 99.0% 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 33, lower than the average last year, which was 43, a decrease of 23%.

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