

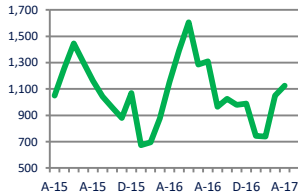


## Focus On: Montgomery County Housing Market

April 2017

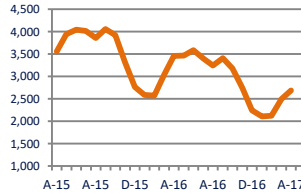
### Units Sold

1,125



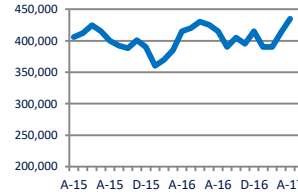
### Active Inventory

2,685



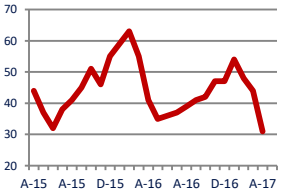
### Median Sale Price

\$435,000



### Days On Market

31



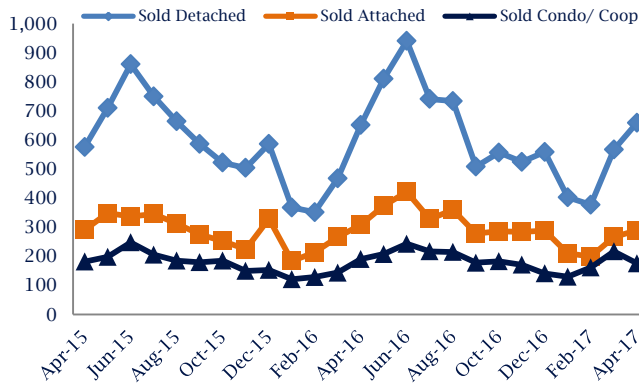
**Down -2%**  
Vs. Year Ago

**Down -22%**  
Vs. Year Ago

**Up 5%**  
Vs. Year Ago

**Down -24%**  
Vs. Year Ago

### Units Sold\*



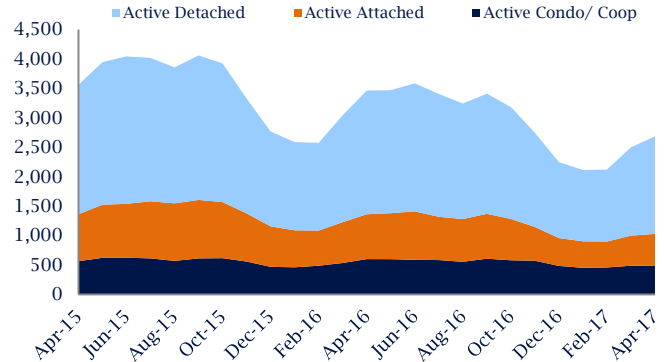
### Units Sold

There was an increase in total units sold in April, with 1,125 sold this month in Montgomery County versus 1,050 last month, an increase of 7%. This month's total units sold was lower than at this time last year, a decrease of 2% versus April 2016.

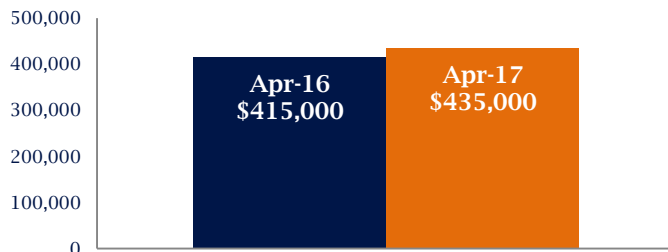
### Active Inventory

Versus last year, the total number of homes available this month is lower by 777 units or 22%. The total number of active inventory this April was 2,685 compared to 3,462 in April 2016. This month's total of 2,685 is higher than the previous month's total supply of available inventory of 2,498, an increase of 7%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last April, the median sale price for Montgomery County Homes was \$415,000. This April, the median sale price was \$435,000, an increase of 5% or \$20,000 compared to last year. The current median sold price is 5% higher than in March.

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

\*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.



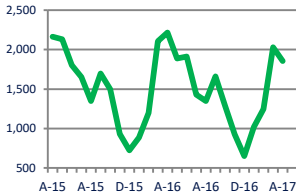


## Focus On: Montgomery County Housing Market

April 2017

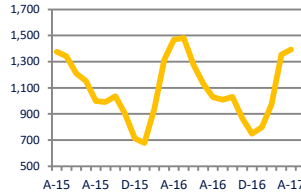
### New Listings

1,855



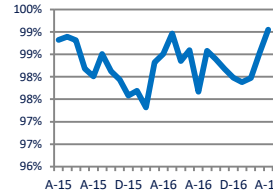
### Current Contracts

1,394



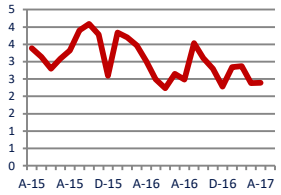
### Sold Vs. List Price

99.1%



### Months of Supply

2.4



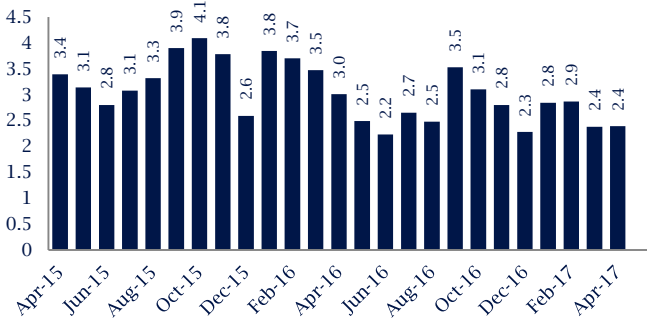
**Down -16%**  
Vs. Year Ago

**Down -5%**  
Vs. Year Ago

**Up 0.5%**  
Vs. Year Ago

**Down -21%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

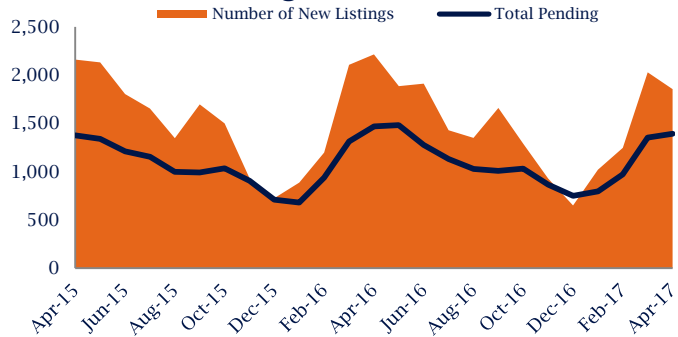
In April, there was 2.4 months of supply available in Montgomery County, compared to 3.0 in April 2016. That is a decrease of 21% versus a year ago.

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.

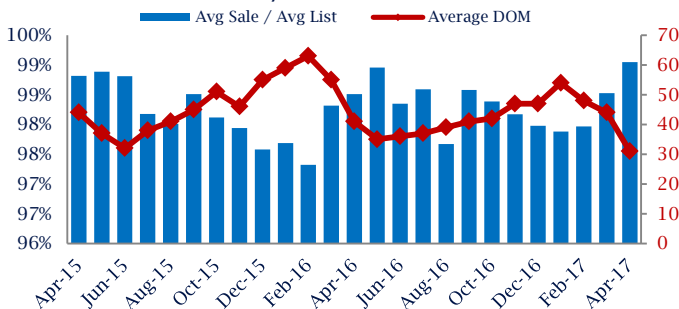
### New Listings & Current Contracts

This month there were 1,855 homes newly listed for sale in Montgomery County compared to 2,215 in April 2016, a decrease of 16%. There were 1,394 current contracts pending sale this April compared to 1,468 a year ago. The number of current contracts is 5% lower than last April.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In April, the average sale price in Montgomery County was 99.1% of the average list price, which is 0.5% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 31, lower than the average last year, which was 41, a decrease of 24%.

\*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.

