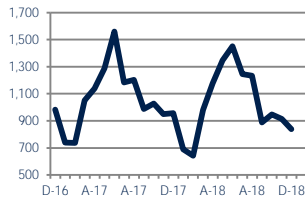


Units Sold

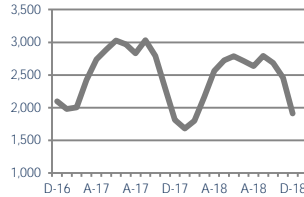
839



Down -12%
Vs. Year Ago

Active Inventory

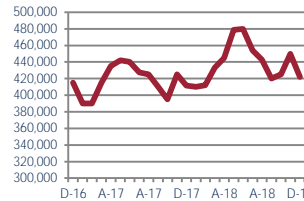
1,911



Up 5%
Vs. Year Ago

Median Sale Price

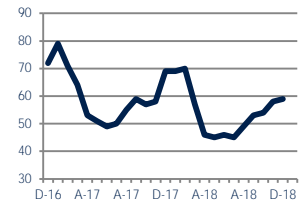
\$422,000



Up 2%
Vs. Year Ago

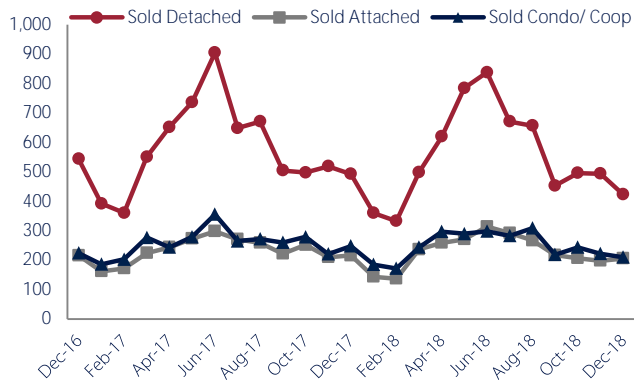
Days On Market

59



Down -14%
Vs. Year Ago

Units Sold*



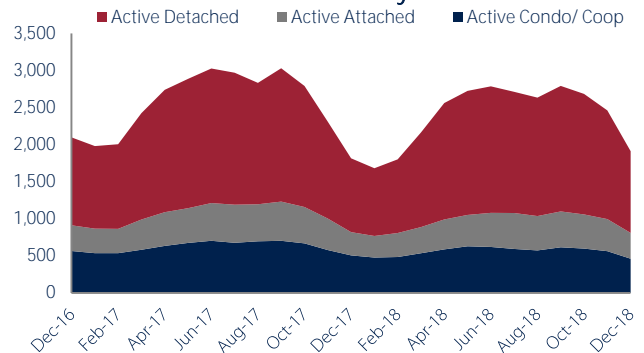
Units Sold

There was a decrease in total units sold in December, with 839 sold this month in Montgomery County versus 914 last month, a decrease of 8%. This month's total units sold was lower than at this time last year, a decrease of 12% versus December 2017.

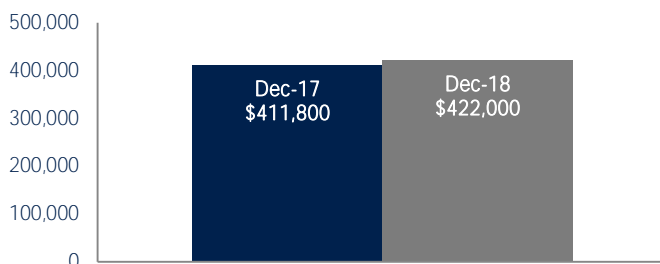
Active Inventory

Versus last year, the total number of homes available this month is higher by 96 units or 5%. The total number of active inventory this December was 1,911 compared to 1,815 in December 2017. This month's total of 1,911 is lower than the previous month's total supply of available inventory of 2,461, a decrease of 22%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for Montgomery County Homes was \$411,800. This December, the median sale price was \$422,000, an increase of 2% or \$10,200 compared to last year. The current median sold price is 6% lower than in November.

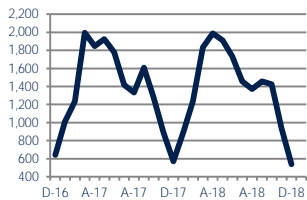
Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



*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 BRIGHTMLS 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 BRIGHTMLS or Long & Foster Real Estate, Inc.

New Listings

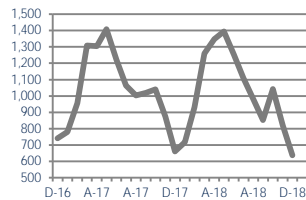
539



Down -5%
Vs. Year Ago

Current Contracts

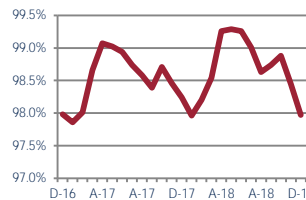
637



Down -4%
Vs. Year Ago

Sold Vs. List Price

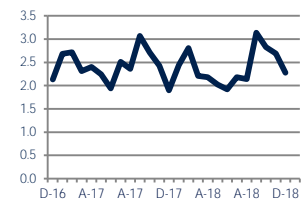
98.0%



No Change
Vs. Year Ago

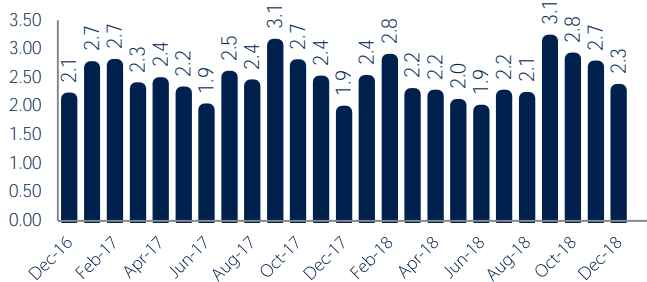
Months of Supply

2.3



Up 20%
Vs. Year Ago

Months Of Supply



Months of Supply

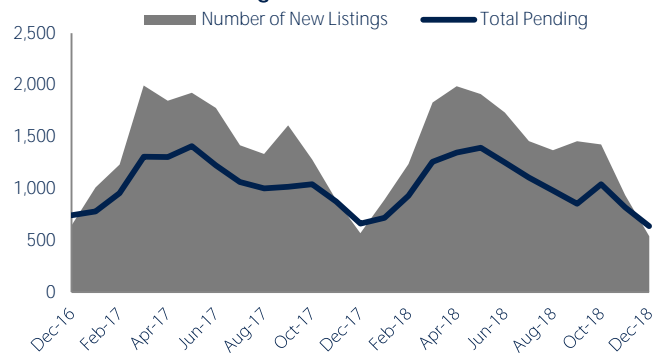
In December, there was 2.3 months of supply available in Montgomery County, compared to 1.9 in December 2017. That is an increase of 20% versus a year ago.

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.

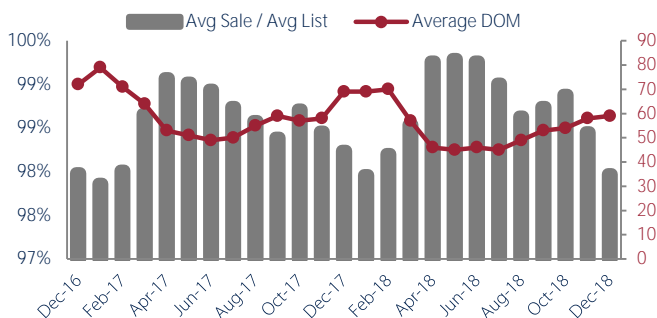
New Listings & Current Contracts

This month there were 539 homes newly listed for sale in Montgomery County compared to 569 in December 2017, a decrease of 5%. There were 637 current contracts pending sale this December compared to 661 a year ago. The number of current contracts is 4% lower than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Montgomery County 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 59, lower than the average last year, which was 69, a decrease of 14%.



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