



# The Long & Foster Market Minute™

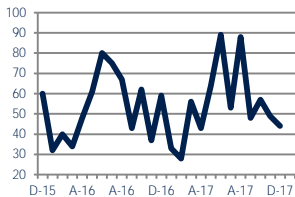
**Focus On:** Poolesville, Dickerson, and Northwestern Montgomery County Housing Market

December 2017

Zip Code(s): 20837, 20838, 20839, 20841, 20842 and 20871

## Units Sold

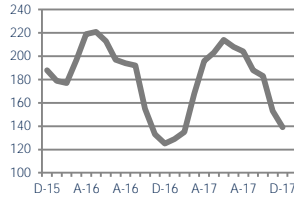
44



Down -25%  
Vs. Year Ago

## Active Inventory

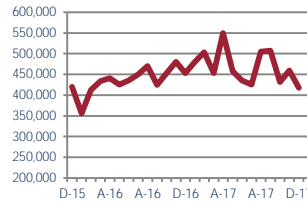
139



Up 11%  
Vs. Year Ago

## Median Sale Price

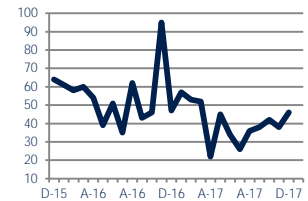
\$417,500



Down -8%  
Vs. Year Ago

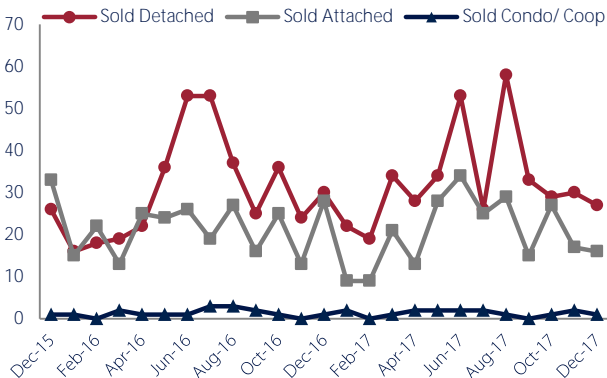
## Days On Market

46



Down -2%  
Vs. Year Ago

## Units Sold\*



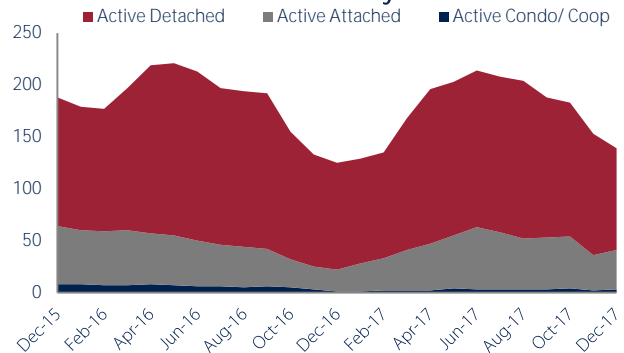
## Units Sold

There was a decrease in total units sold in December, with 44 sold this month in Poolesville, Dickerson, and Northwestern Montgomery County versus 49 last month, a decrease of 10%. This month's total units sold was lower than at this time last year, a decrease of 25% versus December 2016.

## Active Inventory

Versus last year, the total number of homes available this month is higher by 14 units or 11%. The total number of active inventory this December was 139 compared to 125 in December 2016. This month's total of 139 is lower than the previous month's total supply of available inventory of 153, a decrease of 9%.

## Active Inventory\*

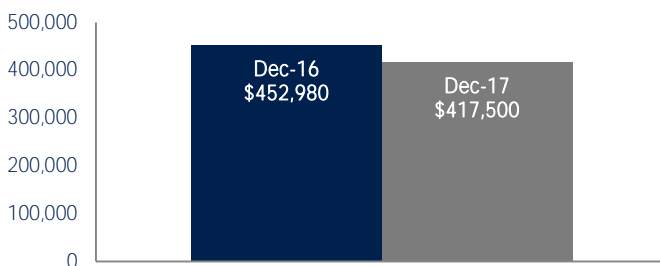


## Median Sale Price

Last December, the median sale price for Poolesville, Dickerson, and Northwestern Montgomery County Homes was \$452,980. This December, the median sale price was \$417,500, a decrease of 8% or \$35,480 compared to last year. The current median sold price is 9% 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.

## Median Sale Price



Poolesville, Dickerson, and Northwestern Montgomery County are defined as properties listed in zip code/s 20837, 20838, 20839, 20841, 20842 and 20871.

\*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.

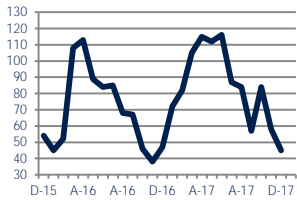




Zip Code(s): 20837, 20838, 20839, 20841, 20842 and 20871

### New Listings

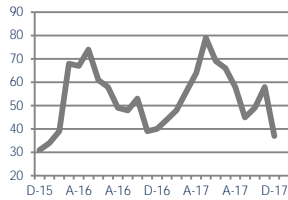
45



**Down -4%**  
Vs. Year Ago

### Current Contracts

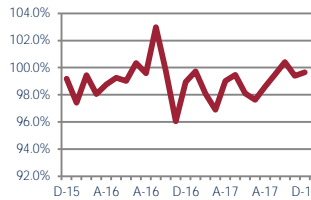
37



**Down -7%**  
Vs. Year Ago

### Sold Vs. List Price

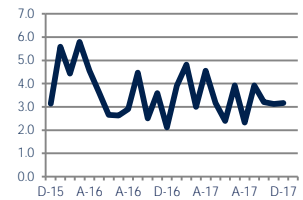
99.7%



**Up 0.7%**  
Vs. Year Ago

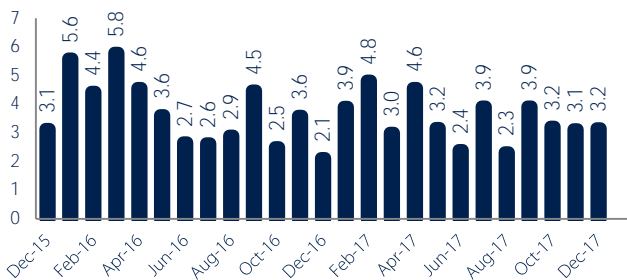
### Months of Supply

3.2



**Up 49%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

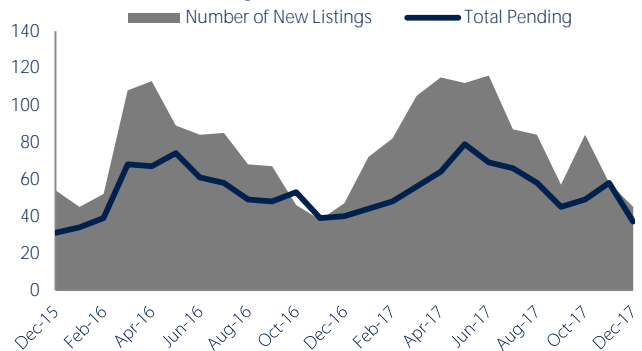
In December, there was 3.2 months of supply available in Poolesville, Dickerson, and Northwestern Montgomery County, compared to 2.1 in December 2016. That is an increase of 49% versus a year ago.

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.

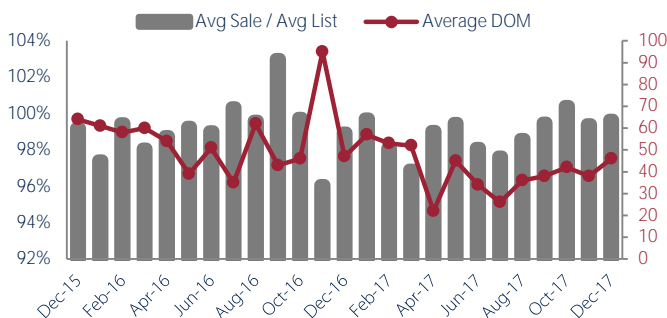
### New Listings & Current Contracts

This month there were 45 homes newly listed for sale in Poolesville, Dickerson, and Northwestern Montgomery County compared to 47 in December 2016, a decrease of 4%. There were 37 current contracts pending sale this December compared to 40 a year ago. The number of current contracts is 8% 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 Poolesville, Dickerson, and Northwestern Montgomery County was 99.7% of the average list price, which is 0.7% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 46, lower than the average last year, which was 47, a decrease of 2%.



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