



The Long & Foster Market Minute™

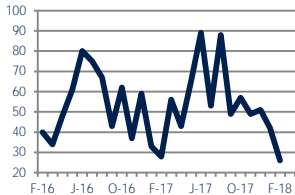
Focus On: Poolesville, Dickerson, and Northwestern Montgomery County Housing Market

February 2018

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

Units Sold

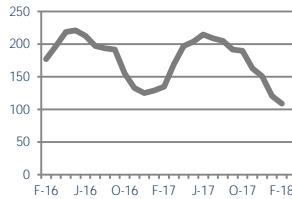
26



Down
Vs. Year Ago

Active Inventory

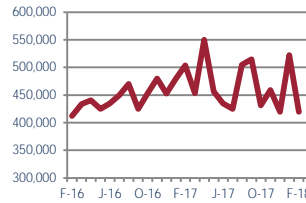
109



Down -19%
Vs. Year Ago

Median Sale Price

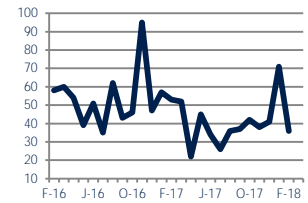
\$419,500



Down -17%
Vs. Year Ago

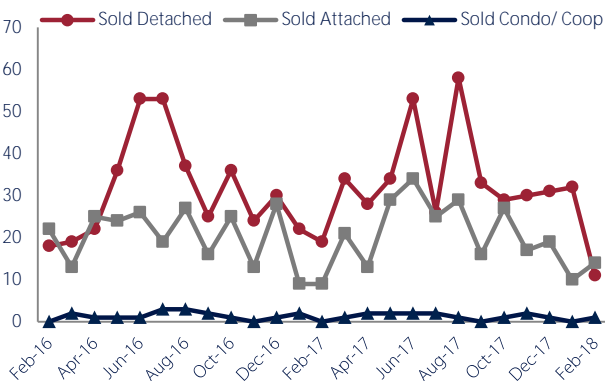
Days On Market

36



Down -32%
Vs. Year Ago

Units Sold*



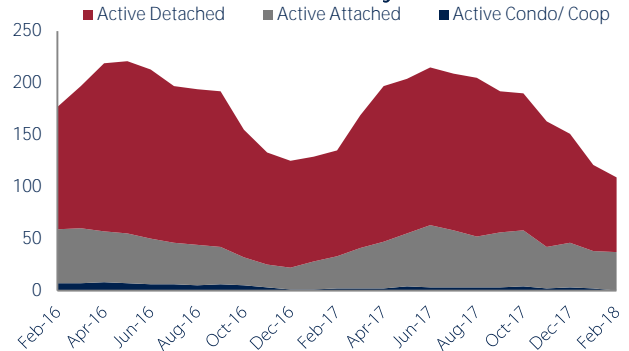
Units Sold

With relatively few transactions, there was a decrease in total units sold in February, with 26 sold this month in Poolesville, Dickerson, and Northwestern Montgomery County. This month's total units sold was lower than at this time last year, a decrease from February 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 26 units or 19%. The total number of active inventory this February was 109 compared to 135 in February 2017. This month's total of 109 is lower than the previous month's total supply of available inventory of 121, a decrease of 10%.

Active Inventory*



Median Sale Price



Median Sale Price

Last February, the median sale price for Poolesville, Dickerson, and Northwestern Montgomery County Homes was \$503,690. This February, the median sale price was \$419,500, a decrease of 17% or \$84,190 compared to last year. The current median sold price is 20% lower than in January.

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

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.



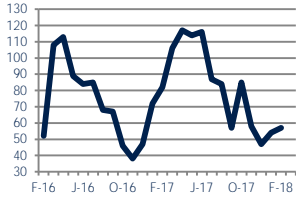
CHRISTIE'S
INTERNATIONAL REAL ESTATE



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

New Listings

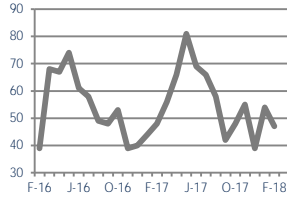
57



Down -30%
Vs. Year Ago

Current Contracts

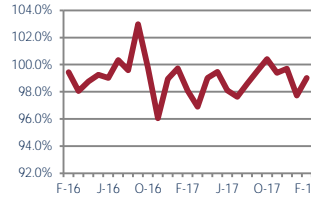
47



Down -2%
Vs. Year Ago

Sold Vs. List Price

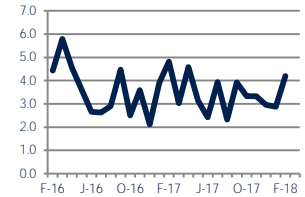
99.0%



Up 1%
Vs. Year Ago

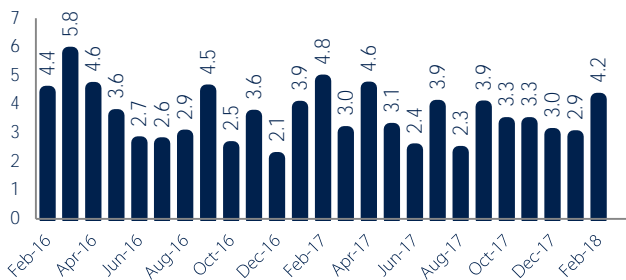
Months of Supply

4.2



Down -13%
Vs. Year Ago

Months Of Supply



Months of Supply

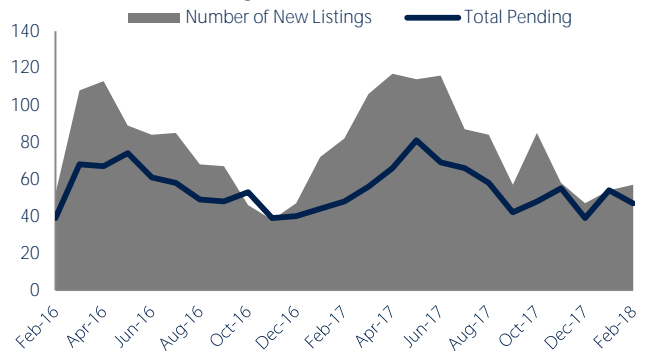
In February, there was 4.2 months of supply available in Poolesville, Dickerson, and Northwestern Montgomery County, compared to 4.8 in February 2017. That is a decrease of 13% versus a year ago.

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.

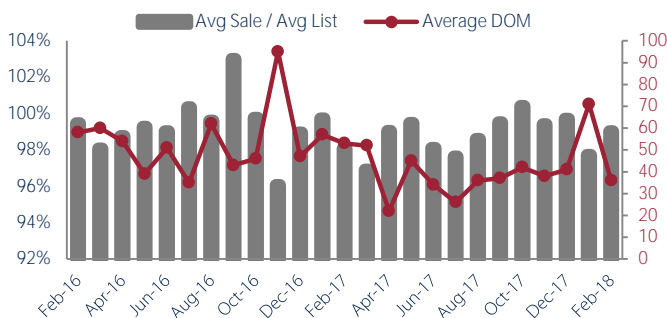
New Listings & Current Contracts

This month there were 57 homes newly listed for sale in Poolesville, Dickerson, and Northwestern Montgomery County compared to 82 in February 2017, a decrease of 30%. There were 47 current contracts pending sale this February compared to 48 a year ago. The number of current contracts is 2% lower than last February.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In February, the average sale price in Poolesville, Dickerson, and Northwestern Montgomery County was 99.0% of the average list price, which is 0.9% higher than at this time last year.

Days On Market

This month, the average number of days on market was 36, lower than the average last year, which was 53, a decrease of 32%.



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