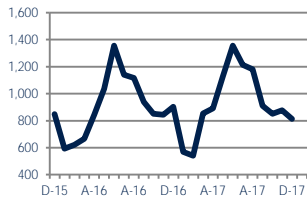




### Units Sold

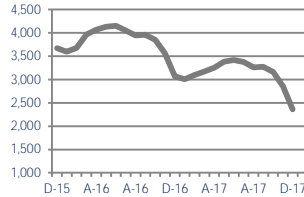
812



Down -10%  
Vs. Year Ago

### Active Inventory

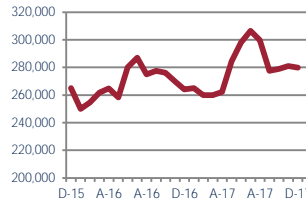
2,361



Down -23%  
Vs. Year Ago

### Median Sale Price

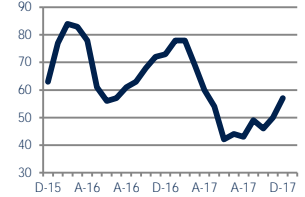
\$279,950



Up 6%  
Vs. Year Ago

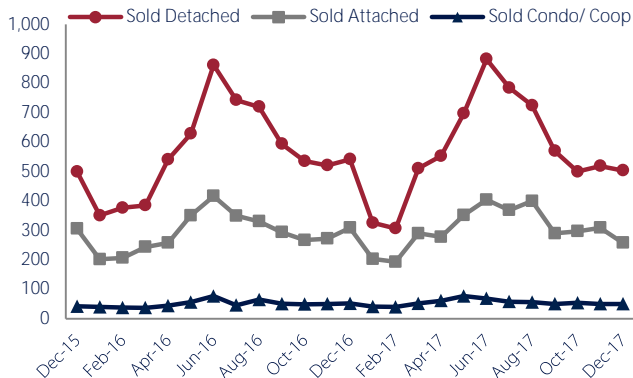
### Days On Market

57



Down -22%  
Vs. Year Ago

### Units Sold\*



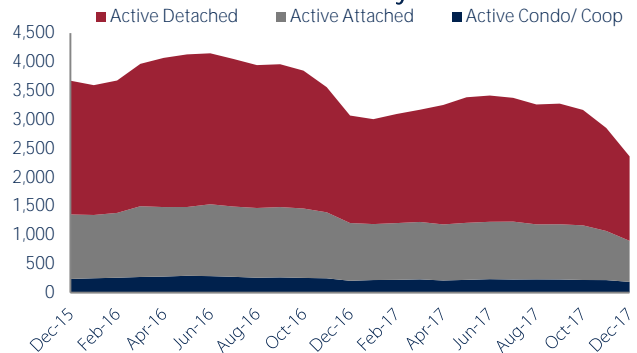
### Units Sold

There was a decrease in total units sold in December, with 812 sold this month in Montgomery County versus 878 last month, a decrease of 8%. This month's total units sold was lower than at this time last year, a decrease of 10% versus December 2016.

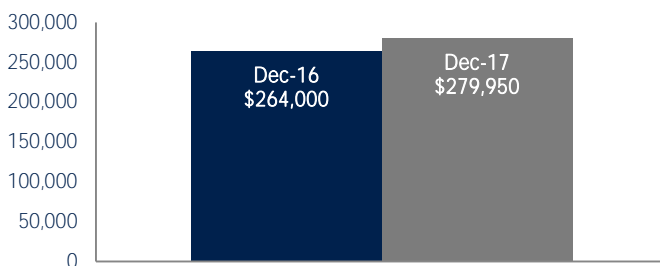
### Active Inventory

Versus last year, the total number of homes available this month is lower by 709 units or 23%. The total number of active inventory this December was 2,361 compared to 3,070 in December 2016. This month's total of 2,361 is lower than the previous month's total supply of available inventory of 2,854, a decrease of 17%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last December, the median sale price for Montgomery County Homes was \$264,000. This December, the median sale price was \$279,950, an increase of 6% or \$15,950 compared to last year. The current median sold price is approximately the same as the median price in November.

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

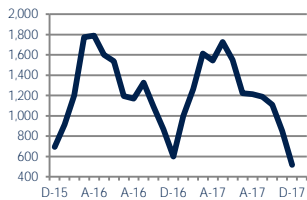


\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by TRiND and 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 TRiND or Long & Foster Real Estate, Inc.



**New Listings**

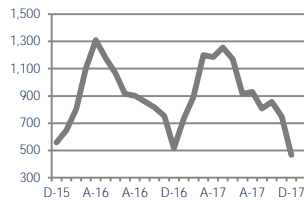
517



**Down -14%**  
Vs. Year Ago

**Current Contracts**

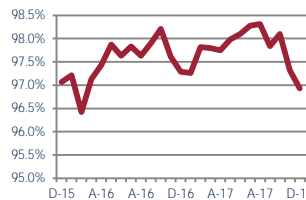
467



**Down -10%**  
Vs. Year Ago

**Sold Vs. List Price**

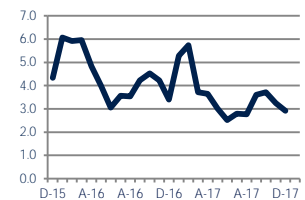
96.9%



**No Change**  
Vs. Year Ago

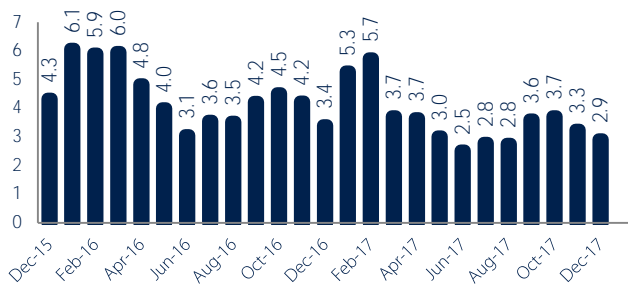
**Months of Supply**

2.9



**Down -14%**  
Vs. Year Ago

**Months Of Supply**



**Months of Supply**

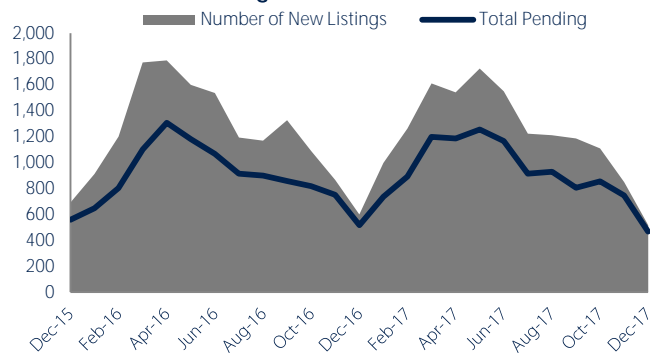
In December, there was 2.9 months of supply available in Montgomery County, compared to 3.4 in December 2016. That is a decrease of 14% versus a year ago.

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.

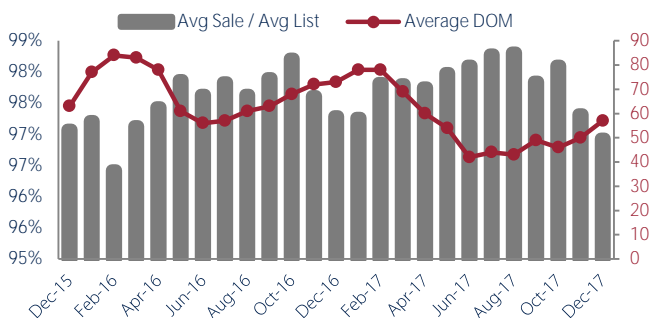
**New Listings & Current Contracts**

This month there were 517 homes newly listed for sale in Montgomery County compared to 600 in December 2016, a decrease of 14%. There were 467 current contracts pending sale this December compared to 517 a year ago. The number of current contracts is 10% 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 96.9% 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 57, lower than the average last year, which was 73, a decrease of 22%.



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