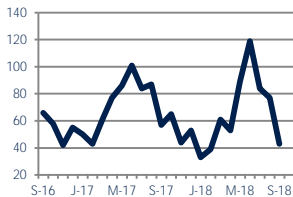


Zip Code(s): 20155 and 20156

Units Sold

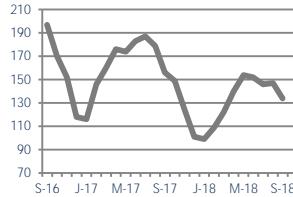
43



Down -25%
Vs. Year Ago

Active Inventory

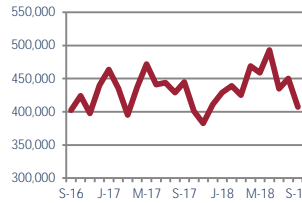
134



Down -14%
Vs. Year Ago

Median Sale Price

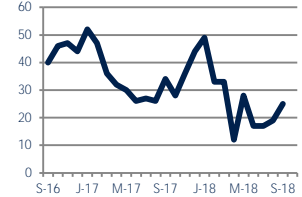
\$407,145



Down -9%
Vs. Year Ago

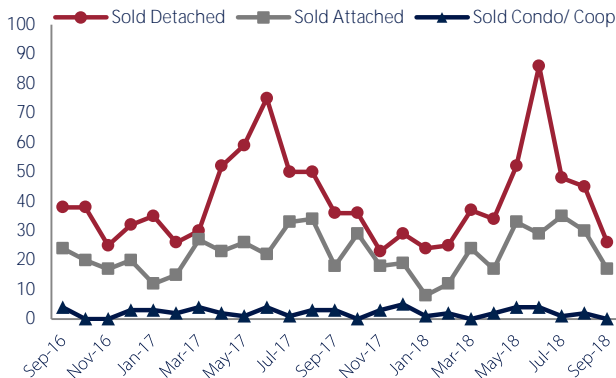
Days On Market

25



Down -26%
Vs. Year Ago

Units Sold*



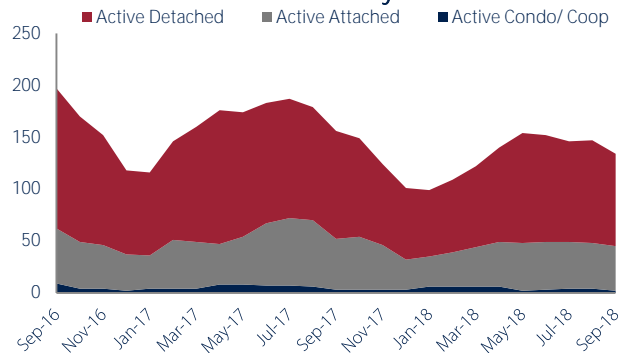
Units Sold

There was a decrease in total units sold in September, with 43 sold this month in Gainesville. This month's total units sold was lower than at this time last year.

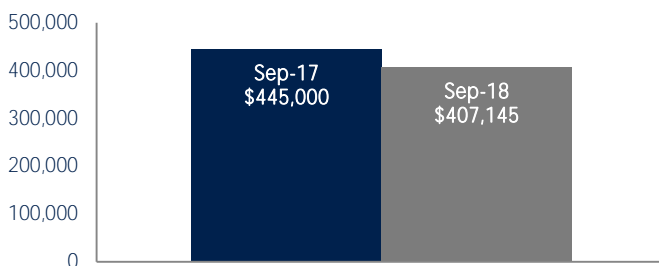
Active Inventory

Versus last year, the total number of homes available this month is lower by 22 units or 14%. The total number of active inventory this September was 134 compared to 156 in September 2017. This month's total of 134 is lower than the previous month's total supply of available inventory of 147, a decrease of 9%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Gainesville Homes was \$445,000. This September, the median sale price was \$407,145, a decrease of 9% or \$37,855 compared to last year. The current median sold price is 10% lower than in August.

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



Gainesville are defined as properties listed in zip code/s 20155 and 20156.

*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.

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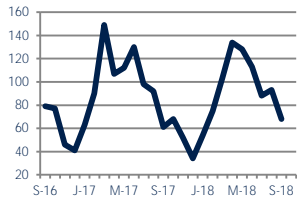
Focus On: Gainesville Housing Market

September 2018

Zip Code(s): 20155 and 20156

New Listings

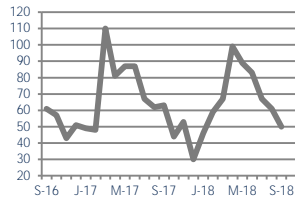
68



Up 11%
Vs. Year Ago

Current Contracts

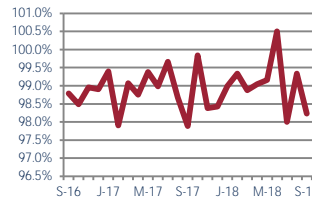
50



Down -21%
Vs. Year Ago

Sold Vs. List Price

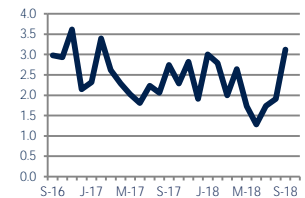
98.2%



No Change
Vs. Year Ago

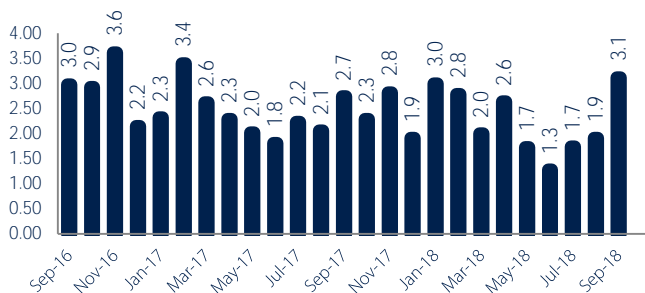
Months of Supply

3.1



Up 14%
Vs. Year Ago

Months Of Supply



Months of Supply

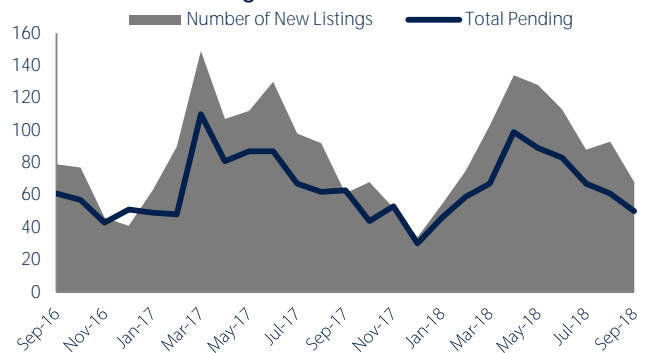
In September, there was 3.1 months of supply available in Gainesville, compared to 2.7 in September 2017. That is an increase of 14% versus a year ago.

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.

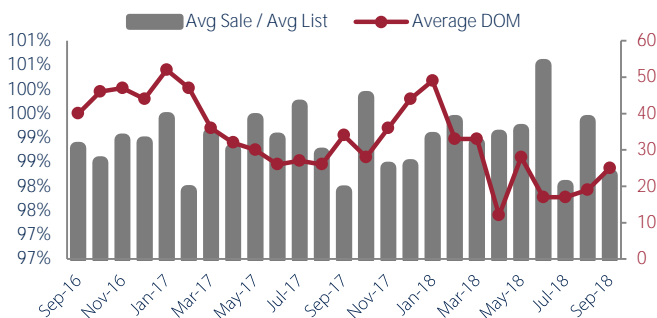
New Listings & Current Contracts

This month there were 68 homes newly listed for sale in Gainesville compared to 61 in September 2017, an increase of 11%. There were 50 current contracts pending sale this September compared to 63 a year ago. The number of current contracts is 21% lower than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Gainesville was 98.2% 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 25, lower than the average last year, which was 34, a decrease of 26%.



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