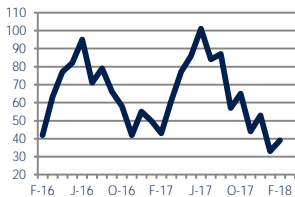




Zip Code(s): 20155 and 20156

Units Sold

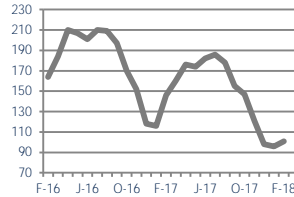
39



Down -9%  
Vs. Year Ago

Active Inventory

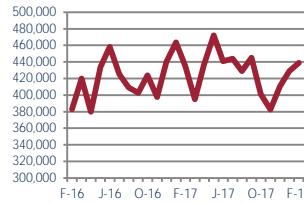
101



Down -31%  
Vs. Year Ago

Median Sale Price

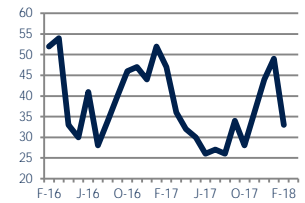
\$438,900



Up 1%  
Vs. Year Ago

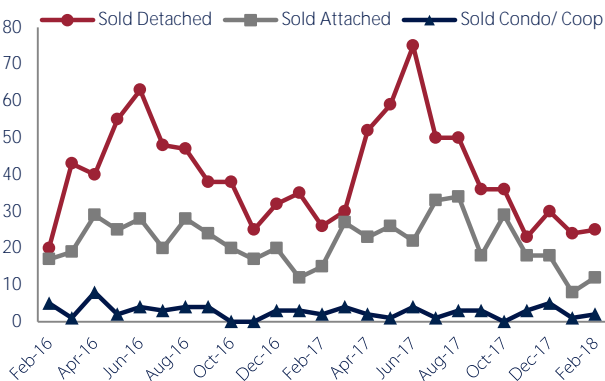
Days On Market

33



Down -30%  
Vs. Year Ago

Units Sold\*



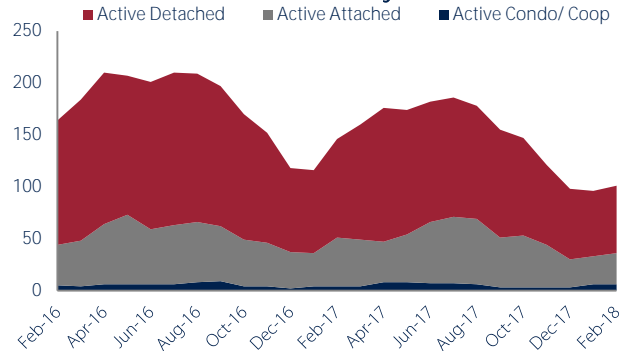
Units Sold

There was an increase in total units sold in February, with 39 sold this month in Gainesville versus 33 last month, an increase of 18%. This month's total units sold was lower than at this time last year, a decrease of 9% versus February 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 45 units or 31%. The total number of active inventory this February was 101 compared to 146 in February 2017. This month's total of 101 is higher than the previous month's total supply of available inventory of 96, an increase of 5%.

Active Inventory\*

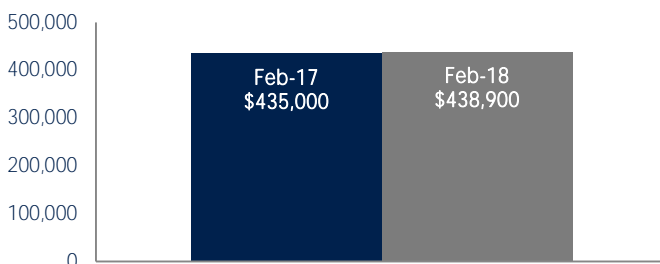


Median Sale Price

Last February, the median sale price for Gainesville Homes was \$435,000. This February, the median sale price was \$438,900, an increase of 1% or \$3,900 compared to last year. The current median sold price is 2% higher 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.

Median Sale Price



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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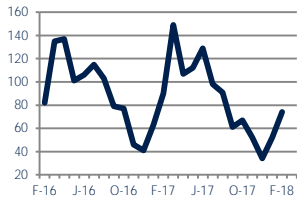
## Focus On: Gainesville Housing Market

February 2018

Zip Code(s): 20155 and 20156

### New Listings

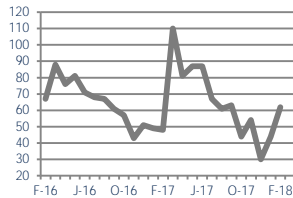
74



Down -18%  
Vs. Year Ago

### Current Contracts

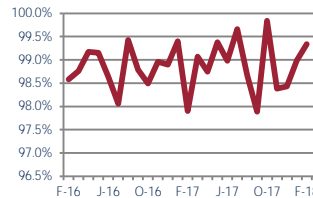
62



Up 29%  
Vs. Year Ago

### Sold Vs. List Price

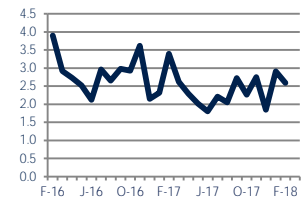
99.3%



Up 1.5%  
Vs. Year Ago

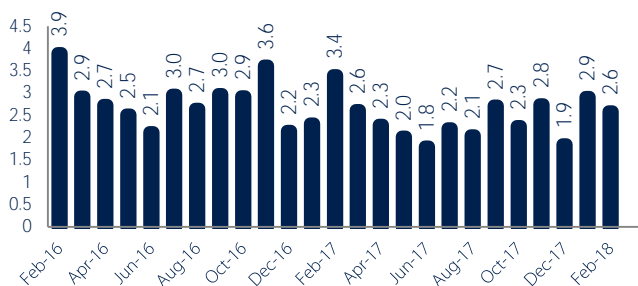
### Months of Supply

2.6



Down -24%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

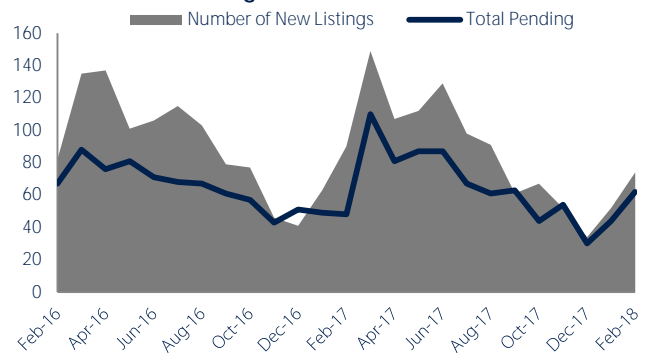
In February, there was 2.6 months of supply available in Gainesville, compared to 3.4 in February 2017. That is a decrease of 24% versus a year ago.

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.

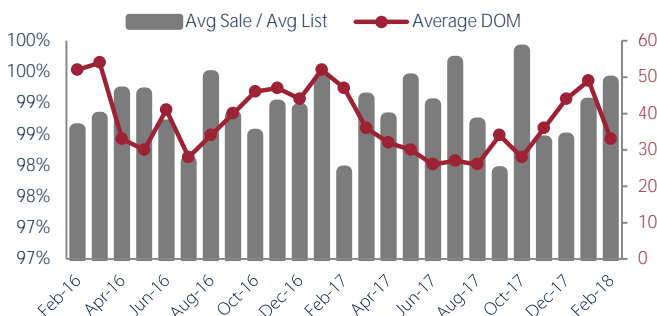
### New Listings & Current Contracts

This month there were 74 homes newly listed for sale in Gainesville compared to 90 in February 2017, a decrease of 18%. There were 62 current contracts pending sale this February compared to 48 a year ago. The number of current contracts is 29% higher 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 Gainesville was 99.3% of the average list price, which is 1.4% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 33, lower than the average last year, which was 47, a decrease of 30%.



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