

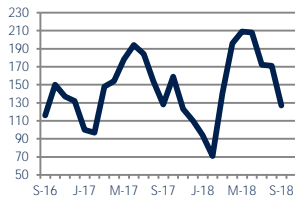
Focus On: Gaithersburg Housing Market

September 2018

Zip Code(s): 20877, 20878, 20879, 20882, 20880 and 20899

Units Sold

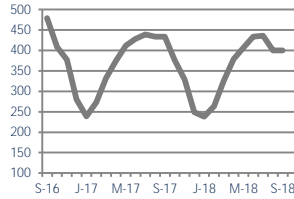
127



Down -1%
Vs. Year Ago

Active Inventory

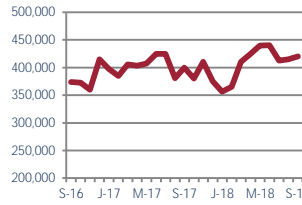
400



Down -8%
Vs. Year Ago

Median Sale Price

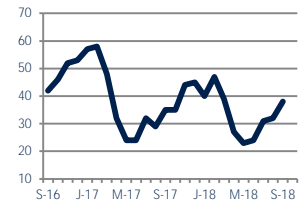
\$419,900



Up 5%
Vs. Year Ago

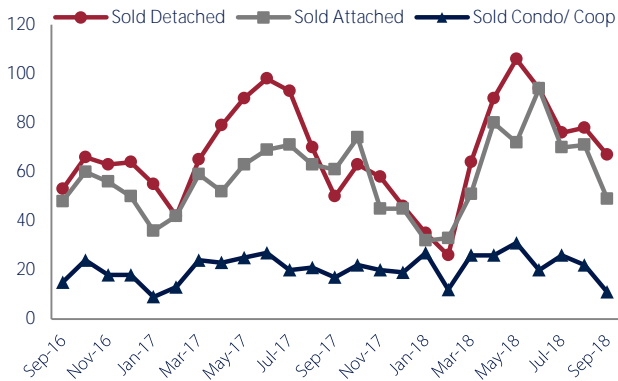
Days On Market

38



Up 9%
Vs. Year Ago

Units Sold*



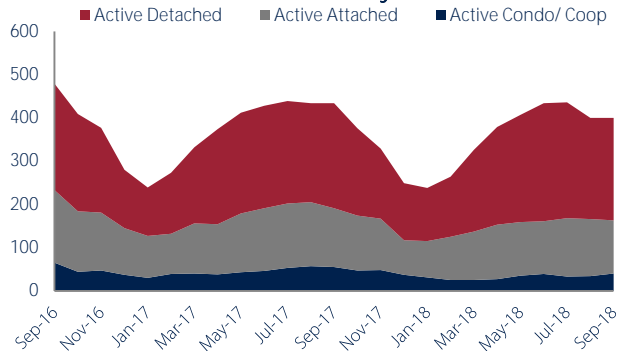
Units Sold

There was a decrease in total units sold in September, with 127 sold this month in Gaithersburg versus 171 last month, a decrease of 26%. This month's total units sold was lower than at this time last year, a decrease of 1% versus September 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 34 units or 8%. The total number of active inventory this September was 400 compared to 434 in September 2017. This month's supply remained stable as compared to last month.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Gaithersburg Homes was \$399,950. This September, the median sale price was \$419,900, an increase of 5% or \$19,950 compared to last year. The current median sold price is 1% higher 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.

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*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



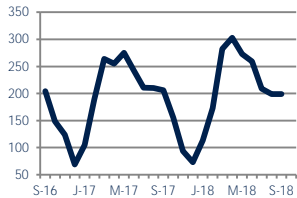
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New Listings

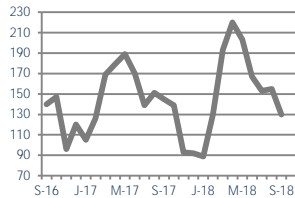
199



Down -3%
Vs. Year Ago

Current Contracts

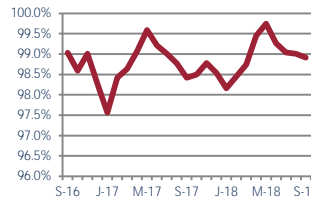
130



Down -10%
Vs. Year Ago

Sold Vs. List Price

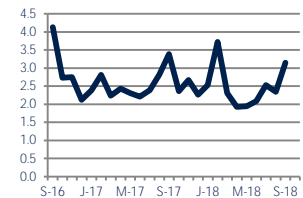
98.9%



No Change
Vs. Year Ago

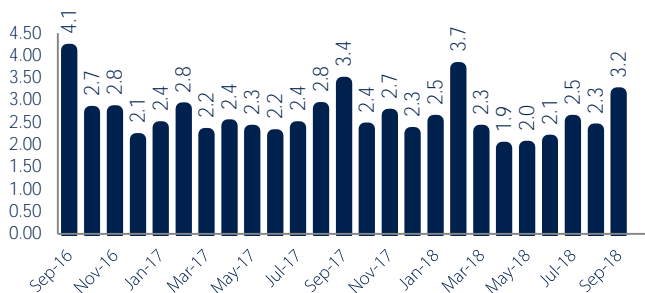
Months of Supply

3.2



Down -7%
Vs. Year Ago

Months Of Supply



Months of Supply

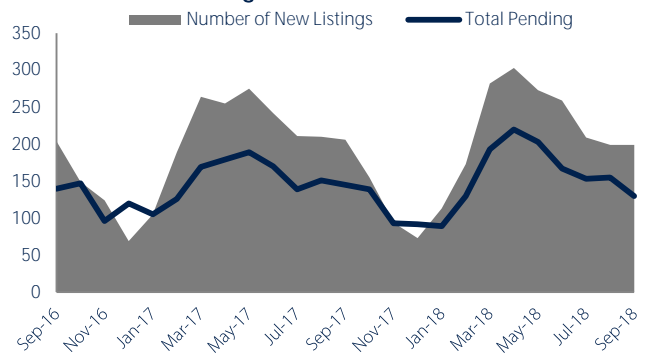
In September, there was 3.1 months of supply available in Gaithersburg, compared to 3.4 in September 2017. That is a decrease of 7% versus a year ago.

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.

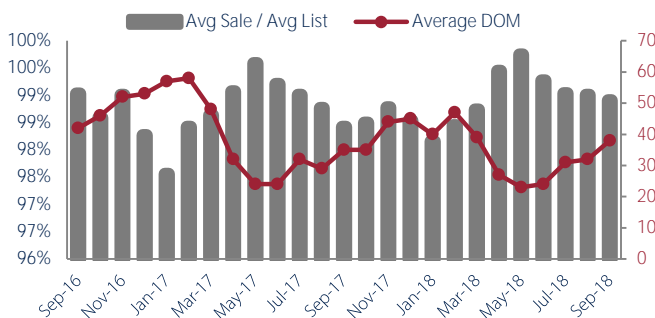
New Listings & Current Contracts

This month there were 199 homes newly listed for sale in Gaithersburg compared to 206 in September 2017, a decrease of 3%. There were 130 current contracts pending sale this September compared to 145 a year ago. The number of current contracts is 10% 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 Gaithersburg was 98.9% 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 38, higher than the average last year, which was 35, an increase of 9%.



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