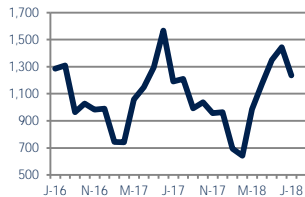
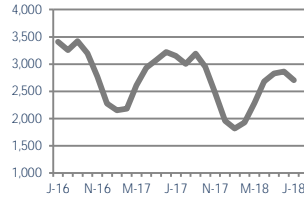


Units Sold
1,236



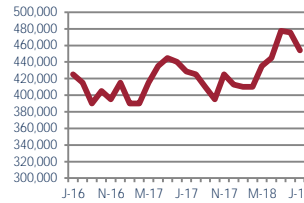
Up 4%
Vs. Year Ago

Active Inventory
2,703



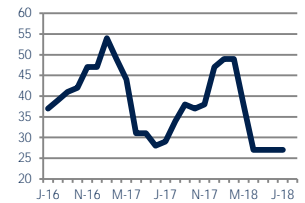
Down -14%
Vs. Year Ago

Median Sale Price
\$454,000



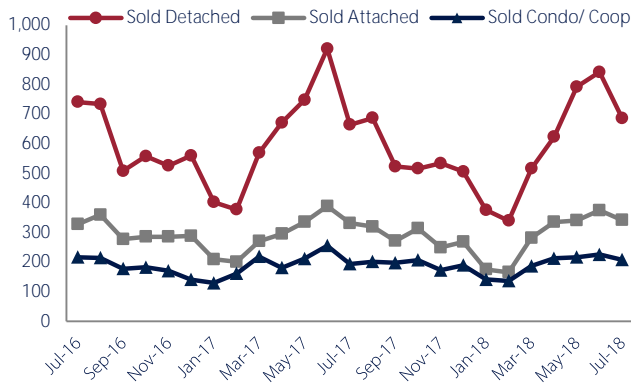
Up 6%
Vs. Year Ago

Days On Market
27



Down -7%
Vs. Year Ago

Units Sold*



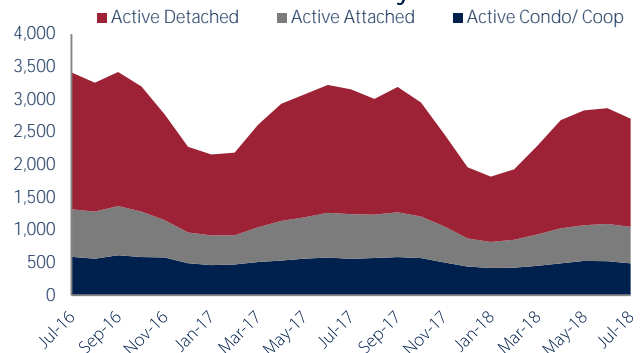
Units Sold

There was a decrease in total units sold in July, with 1,236 sold this month in Montgomery County versus 1,443 last month, a decrease of 14%. This month's total units sold was higher than at this time last year, an increase of 4% versus July 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 449 units or 14%. The total number of active inventory this July was 2,703 compared to 3,152 in July 2017. This month's total of 2,703 is lower than the previous month's total supply of available inventory of 2,864, a decrease of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Montgomery County Homes was \$428,500. This July, the median sale price was \$454,000, an increase of 6% or \$25,500 compared to last year. The current median sold price is 5% lower than in June.

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

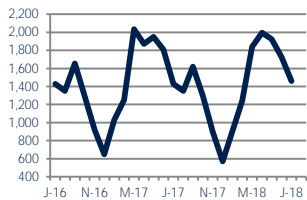


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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



New Listings

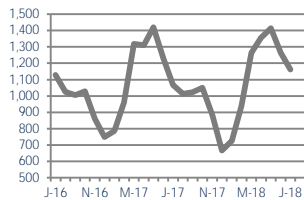
1,460



Up 2%
Vs. Year Ago

Current Contracts

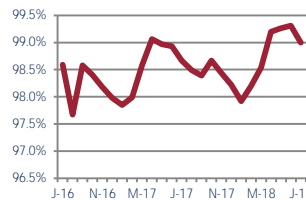
1,162



Up 9%
Vs. Year Ago

Sold Vs. List Price

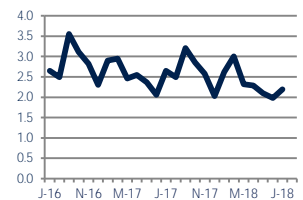
99.0%



No Change
Vs. Year Ago

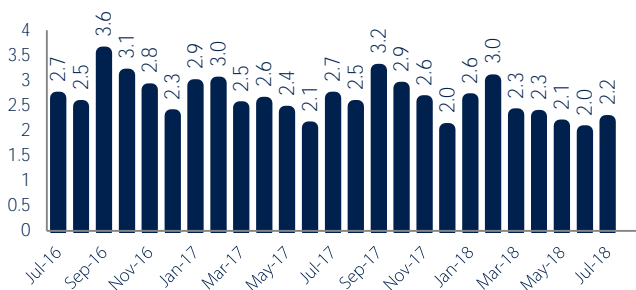
Months of Supply

2.2



Down -17%
Vs. Year Ago

Months Of Supply



Months of Supply

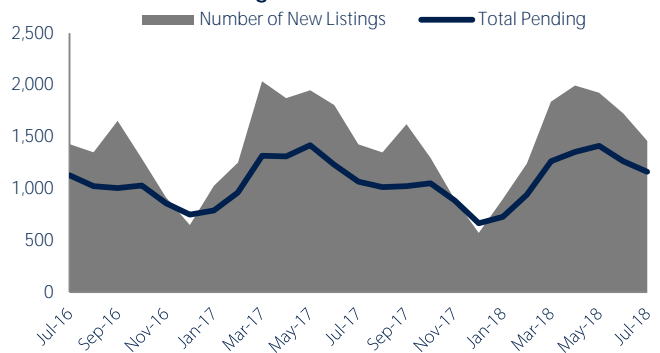
In July, there was 2.2 months of supply available in Montgomery County, compared to 2.6 in July 2017. That is a decrease of 17% versus a year ago.

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.

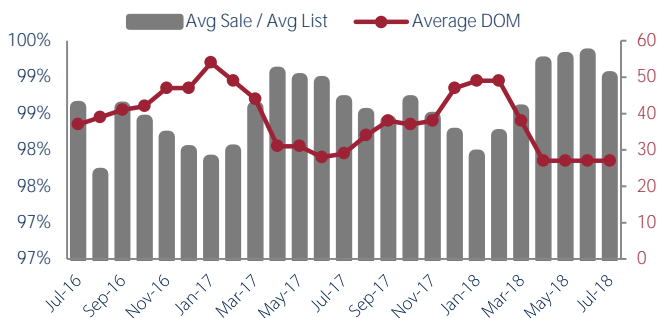
New Listings & Current Contracts

This month there were 1,460 homes newly listed for sale in Montgomery County compared to 1,427 in July 2017, an increase of 2%. There were 1,162 current contracts pending sale this July compared to 1,068 a year ago. The number of current contracts is 9% higher than last July.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In July, the average sale price in Montgomery County was 99.0% 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 27, lower than the average last year, which was 29, a decrease of 7%.



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