

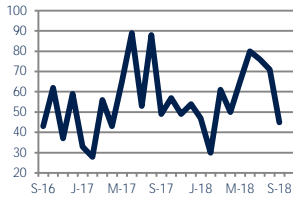
Focus On: Poolesville, Dickerson, and Northwestern Montgomery County Housing Market

September 2018

Zip Code(s): 20837, 20838, 20839, 20841, 20842 and 20871

Units Sold

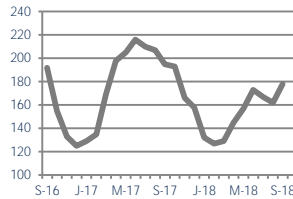
45



Down -8%
Vs. Year Ago

Active Inventory

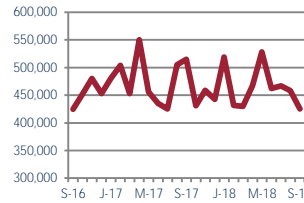
178



Down -9%
Vs. Year Ago

Median Sale Price

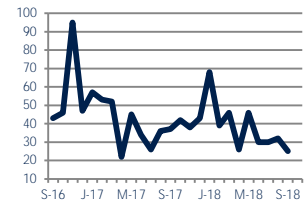
\$425,000



Down -17%
Vs. Year Ago

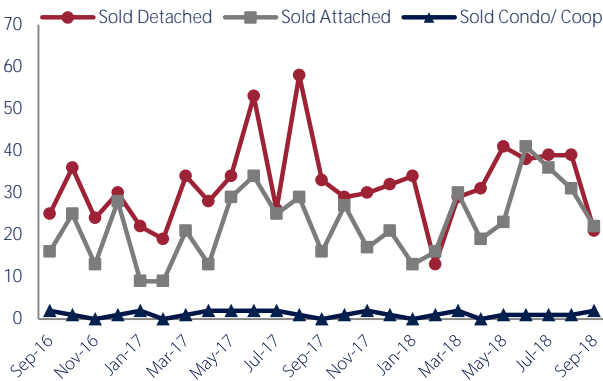
Days On Market

25



Down -32%
Vs. Year Ago

Units Sold*



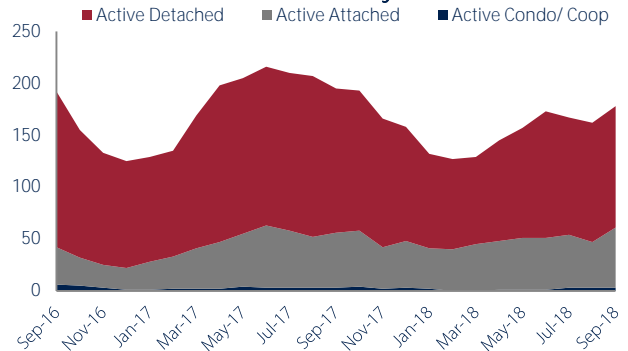
Units Sold

There was a decrease in total units sold in September, with 45 sold this month in Poolesville, Dickerson, and Northwestern Montgomery County. 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 17 units or 9%. The total number of active inventory this September was 178 compared to 195 in September 2017. This month's total of 178 is higher than the previous month's total supply of available inventory of 162, an increase of 10%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Poolesville, Dickerson, and Northwestern Montgomery County Homes was \$515,000. This September, the median sale price was \$425,000, a decrease of 17% or \$90,000 compared to last year. The current median sold price is 7% 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.

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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.



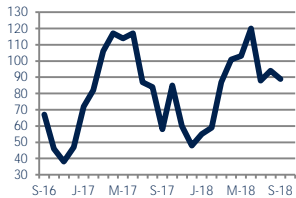
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 20837, 20838, 20839, 20841, 20842 and 20871

New Listings

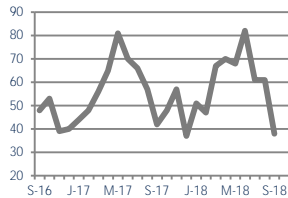
89



Up 53%
Vs. Year Ago

Current Contracts

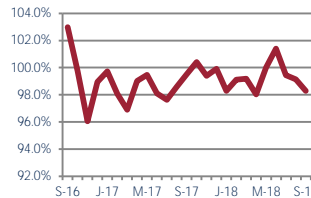
38



Down -10%
Vs. Year Ago

Sold Vs. List Price

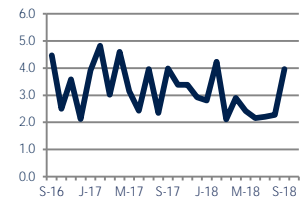
98.3%



Down -1.2%
Vs. Year Ago

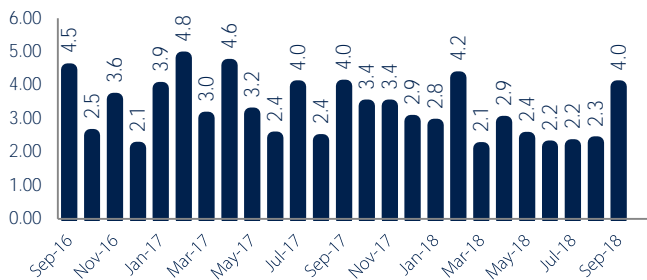
Months of Supply

4.0



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

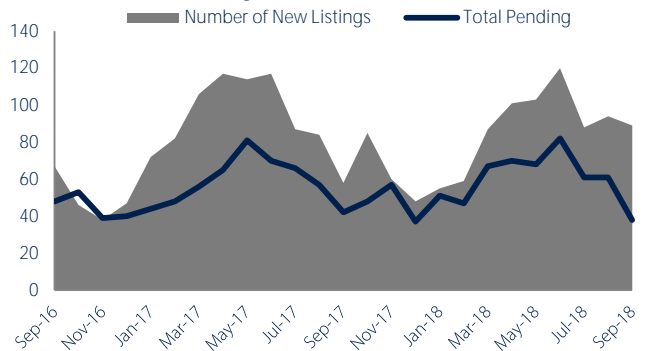
In September, there was 4.0 months of supply available in Poolesville, Dickerson, and Northwestern Montgomery County. The amount of supply is similar compared to a year ago.

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.

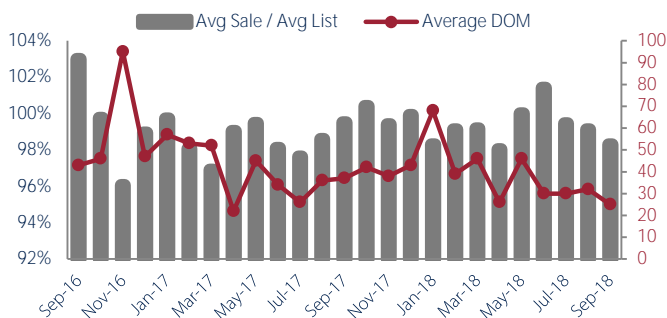
New Listings & Current Contracts

This month there were 89 homes newly listed for sale in Poolesville, Dickerson, and Northwestern Montgomery County compared to 58 in September 2017, an increase of 53%. There were 38 current contracts pending sale this September compared to 42 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 Poolesville, Dickerson, and Northwestern Montgomery County was 98.3% of the average list price, which is 1.2% lower than at this time last year.

Days On Market

This month, the average number of days on market was 25, lower than the average last year, which was 37, a decrease of 32%.



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