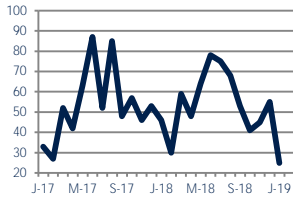


Zip Code(s): 20837, 20838, 20839, 20841, 20842 and 20871

Units Sold

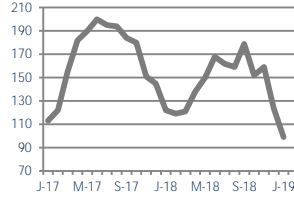
25



Down
Vs. Year Ago

Active Inventory

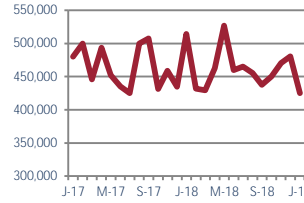
99



Down -19%
Vs. Year Ago

Median Sale Price

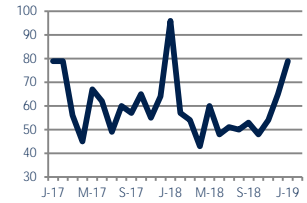
\$424,990



Down -17%
Vs. Year Ago

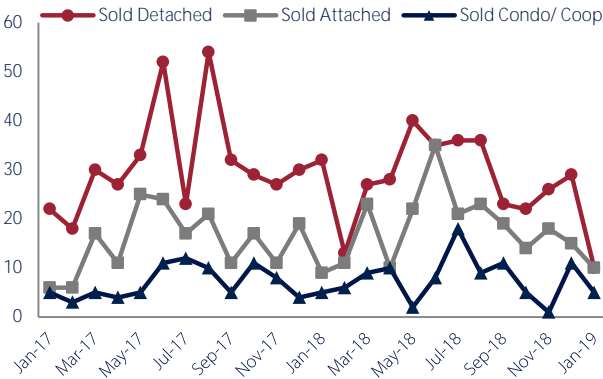
Days On Market

79



Down -18%
Vs. Year Ago

Units Sold*



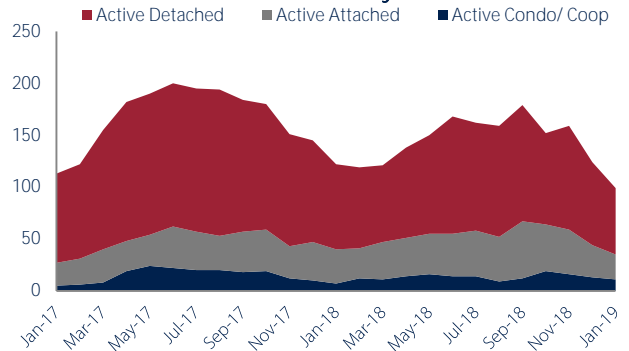
Units Sold

With relatively few transactions, there was a decrease in total units sold in January, with 25 sold this month in Poolesville, Dickerson, and Northwestern Montgomery County. This month's total units sold was lower than at this time last year, a decrease from January 2018.

Active Inventory

Versus last year, the total number of homes available this month is lower by 23 units or 19%. The total number of active inventory this January was 99 compared to 122 in January 2018. This month's total of 99 is lower than the previous month's total supply of available inventory of 124, a decrease of 20%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Poolesville, Dickerson, and Northwestern Montgomery County Homes was \$514,500. This January, the median sale price was \$424,990, a decrease of 17% or \$89,510 compared to last year. The current median sold price is 12% lower than in December.

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 BRIGHTMLS 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 BRIGHTMLS or Long & Foster Real Estate, Inc.

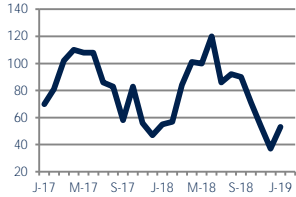




Zip Code(s): 20837, 20838, 20839, 20841, 20842 and 20871

New Listings

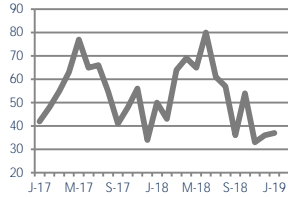
53



Down -4%
Vs. Year Ago

Current Contracts

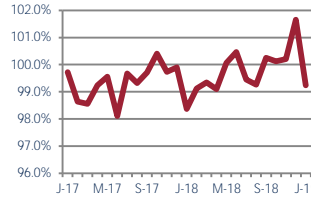
37



Down -26%
Vs. Year Ago

Sold Vs. List Price

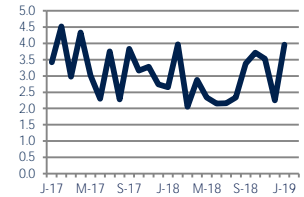
99.2%



Up 0.9%
Vs. Year Ago

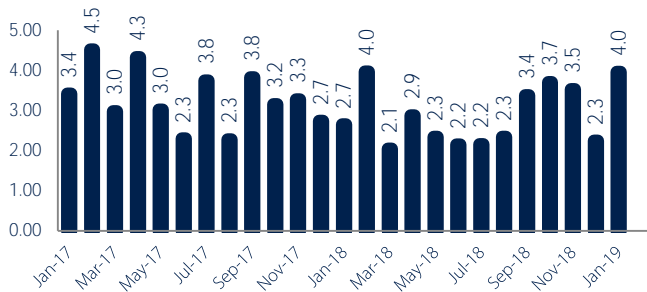
Months of Supply

4.0



Up 49%
Vs. Year Ago

Months Of Supply



Months of Supply

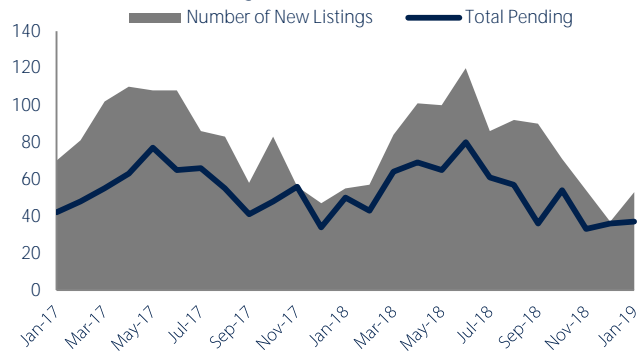
In January, there was 4.0 months of supply available in Poolesville, Dickerson, and Northwestern Montgomery County, compared to 2.7 in January 2018. That is an increase of 49% versus a year ago.

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.

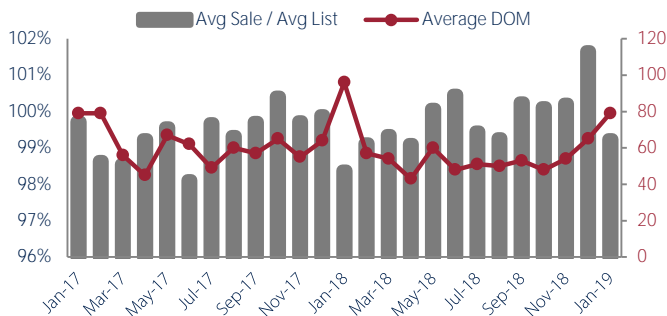
New Listings & Current Contracts

This month there were 53 homes newly listed for sale in Poolesville, Dickerson, and Northwestern Montgomery County compared to 55 in January 2018, a decrease of 4%. There were 37 current contracts pending sale this January compared to 50 a year ago. The number of current contracts is 26% lower than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Poolesville, Dickerson, and Northwestern Montgomery County was 99.2% of the average list price, which is 0.9% higher than at this time last year.

Days On Market

This month, the average number of days on market was 79, lower than the average last year, which was 96, a decrease of 18%.



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