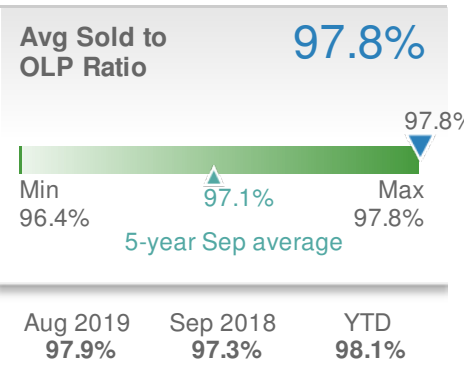
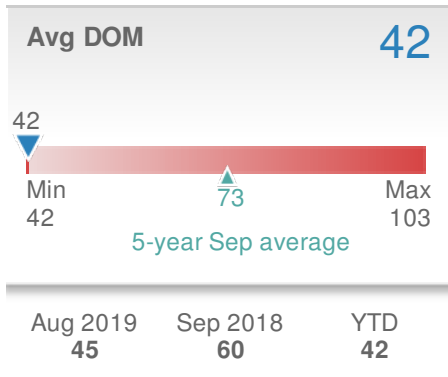
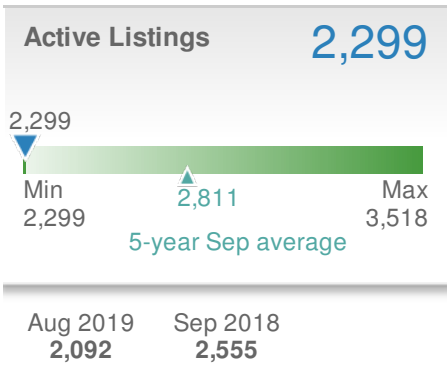
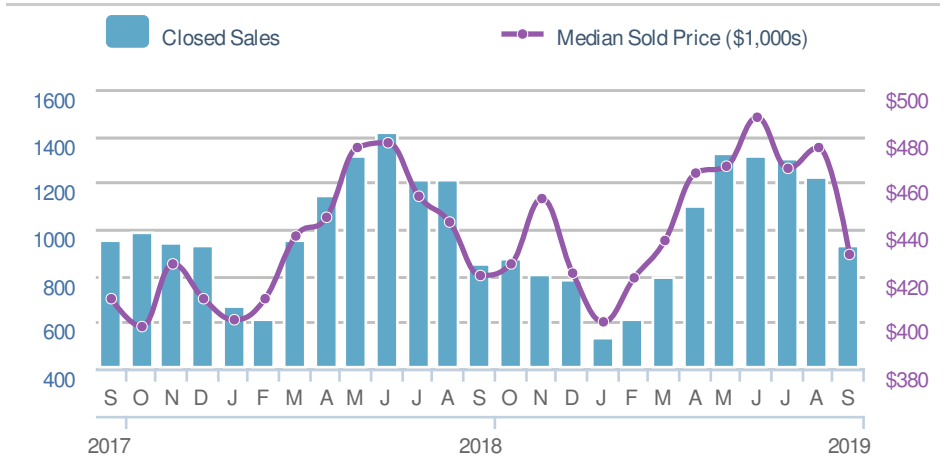
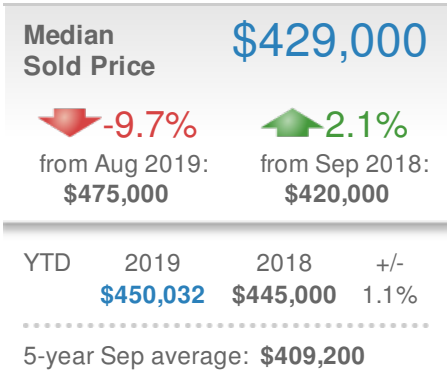
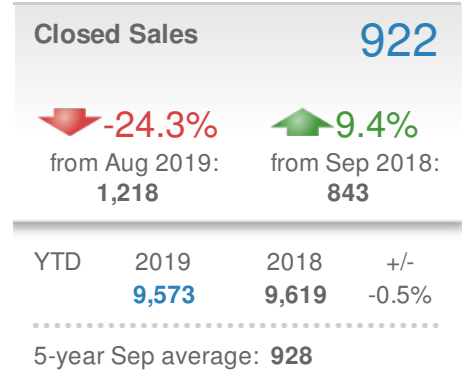
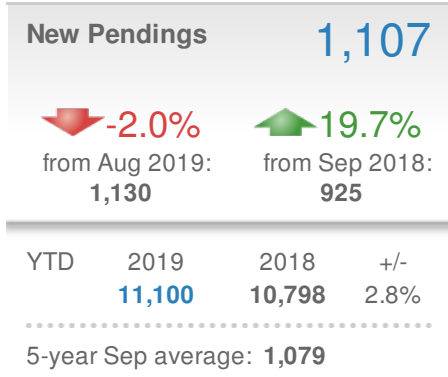


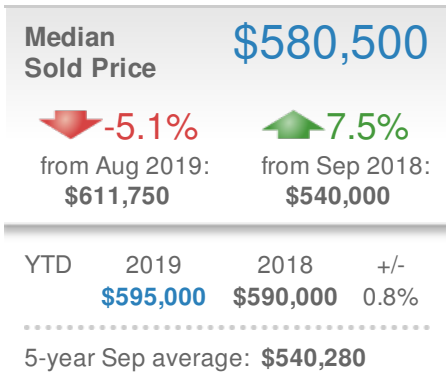
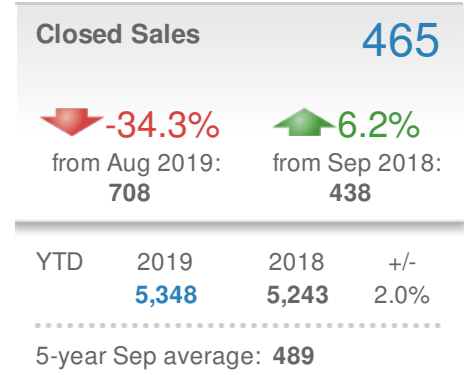
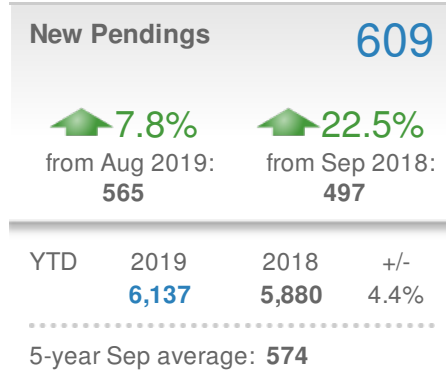
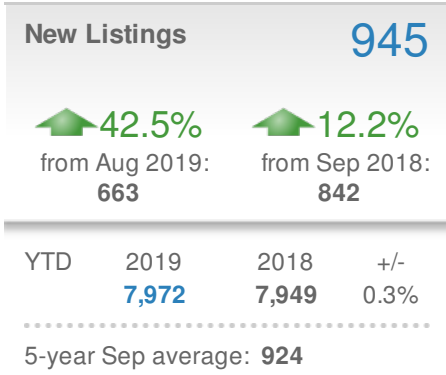
September 2019

Montgomery County, MD



September 2019

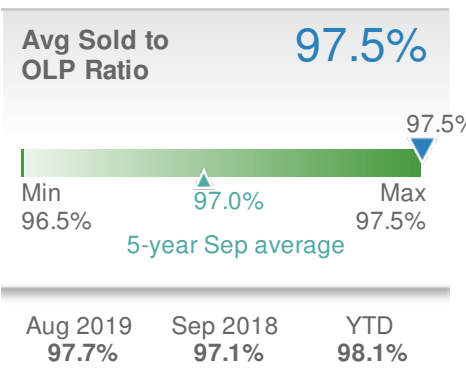
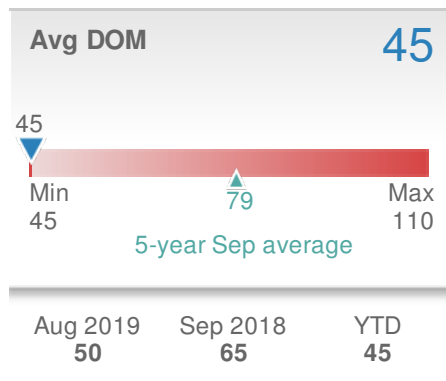
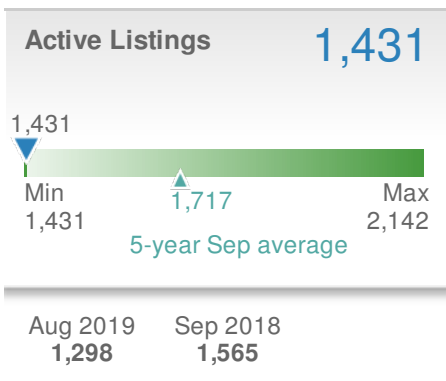
Montgomery County, MD - Detached



Summary

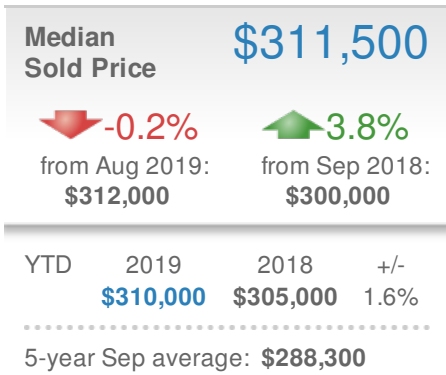
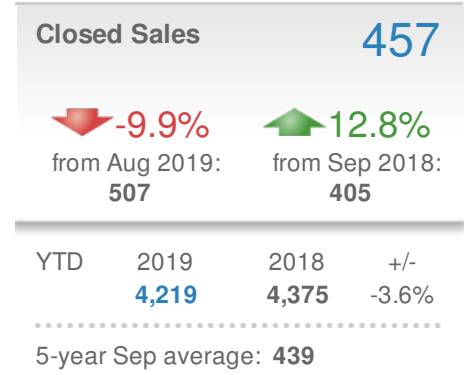
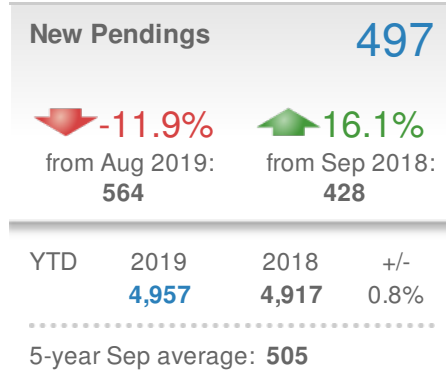
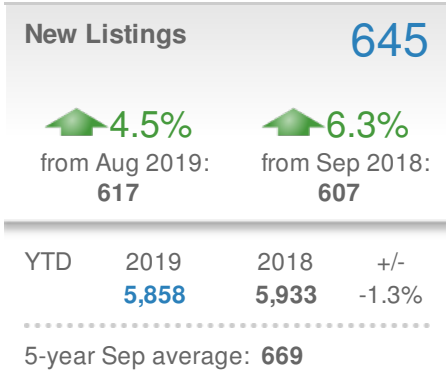
In Montgomery County, MD, the median sold price for Detached properties for September was \$580,500, representing a decrease of 5.1% compared to last month and an increase of 7.5% from Sep 2018. The average days on market for units sold in September was 45 days, 43% below the 5-year September average of 79 days. There was a 7.8% month over month increase in new contract activity with 609 New Pendings; a 12.7% MoM increase in All Pendings (new contracts + contracts carried over from August) to 824; and a 10.2% increase in supply to 1,431 active units.

This activity resulted in a Contract Ratio of 0.58 pendings per active listing, up from 0.56 in August and an increase from 0.45 in September 2018. The Contract Ratio is 18% higher than the 5-year September average of 0.49. A higher Contract Ratio signifies a relative increase in contract activity compared to supply, and indicates the market is moving in the seller's favor. A lower Contract Ratio signifies a relative decrease in contract activity compared to supply, and indicates the market is moving in the buyer's favor.



September 2019

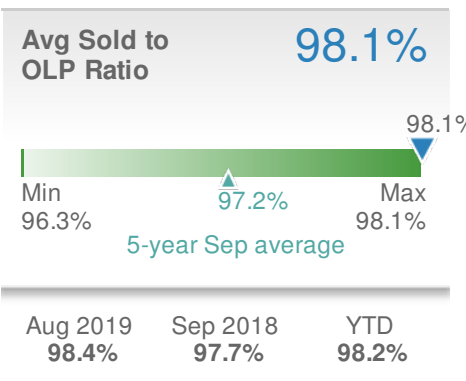
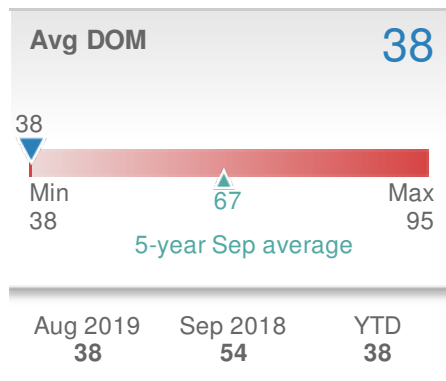
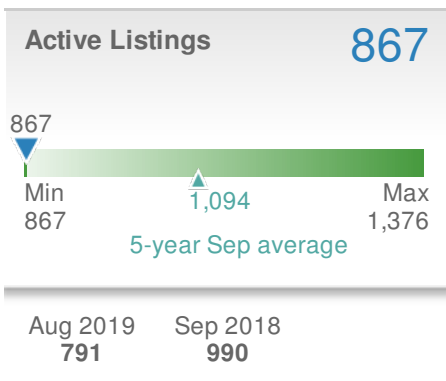
Montgomery County, MD - Attached



Summary

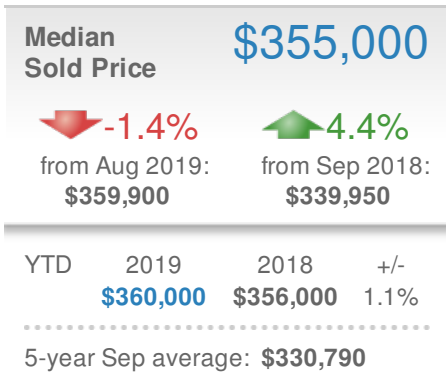
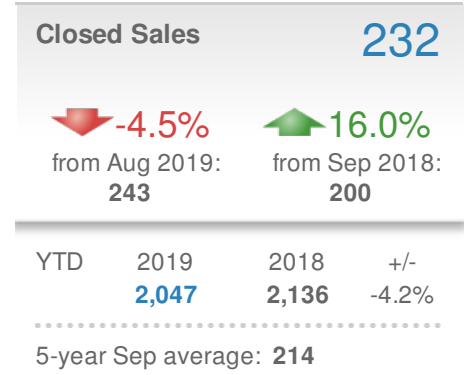
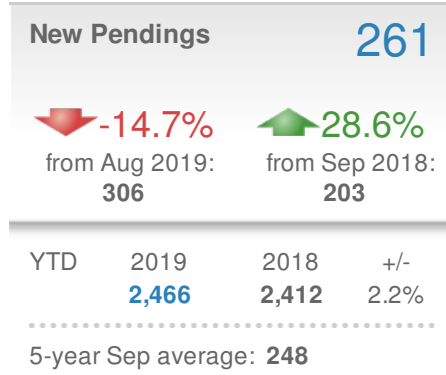
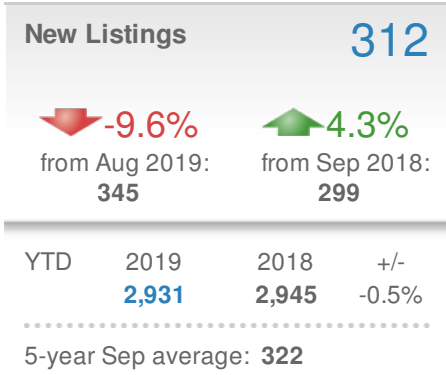
In Montgomery County, MD, the median sold price for Attached properties for September was \$311,500, representing a decrease of 0.2% compared to last month and an increase of 3.8% from Sep 2018. The average days on market for units sold in September was 38 days, 43% below the 5-year September average of 67 days. There was an 11.9% month over month decrease in new contract activity with 497 New Pendings; a 5.5% MoM decrease in All Pendings (new contracts + contracts carried over from August) to 656; and a 9.6% increase in supply to 867 active units.

This activity resulted in a Contract Ratio of 0.76 pendings per active listing, down from 0.88 in August and an increase from 0.57 in September 2018. The Contract Ratio is 15% higher than the 5-year September average of 0.66. A higher Contract Ratio signifies a relative increase in contract activity compared to supply, and indicates the market is moving in the seller's favor. A lower Contract Ratio signifies a relative decrease in contract activity compared to supply, and indicates the market is moving in the buyer's favor.



September 2019

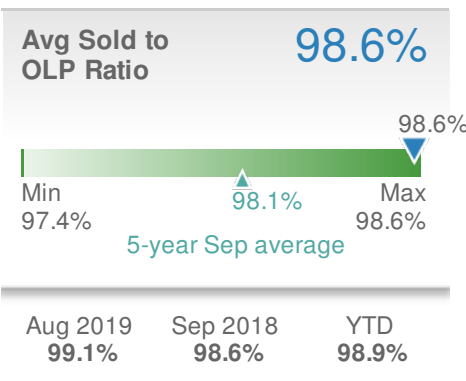
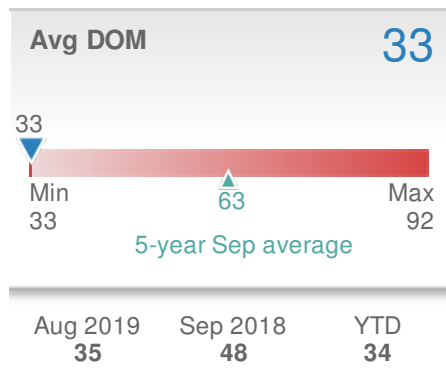
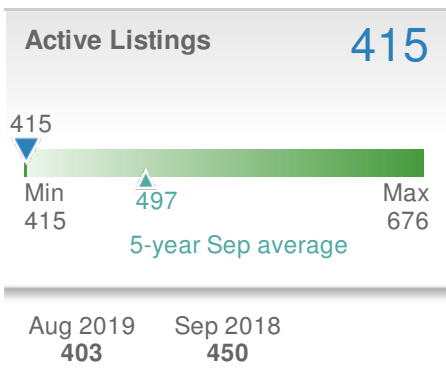
Montgomery County, MD - Attached/Townhouse



Summary

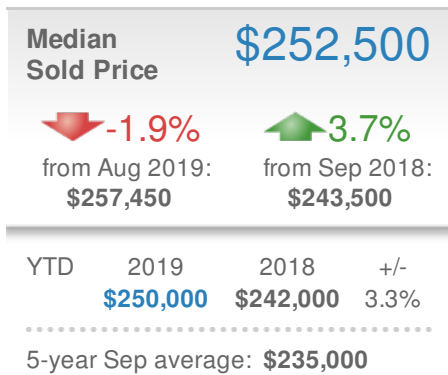
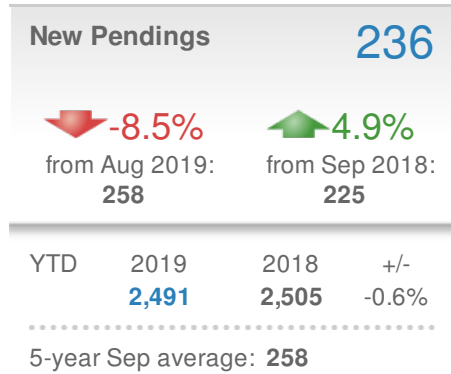
In Montgomery County, MD, the median sold price for Attached/Townhouse properties for September was \$355,000, representing a decrease of 1.4% compared to last month and an increase of 4.4% from Sep 2018. The average days on market for units sold in September was 33 days, 48% below the 5-year September average of 63 days. There was a 14.7% month over month decrease in new contract activity with 261 New Pendings; a 4.7% MoM decrease in All Pendings (new contracts + contracts carried over from August) to 363; and a 3% increase in supply to 415 active units.

This activity resulted in a Contract Ratio of 0.87 pendings per active listing, down from 0.95 in August and an increase from 0.62 in September 2018. The Contract Ratio is 17% higher than the 5-year September average of 0.75. A higher Contract Ratio signifies a relative increase in contract activity compared to supply, and indicates the market is moving in the seller's favor. A lower Contract Ratio signifies a relative decrease in contract activity compared to supply, and indicates the market is moving in the buyer's favor.



September 2019

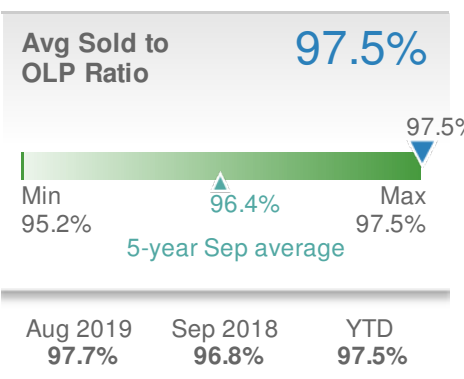
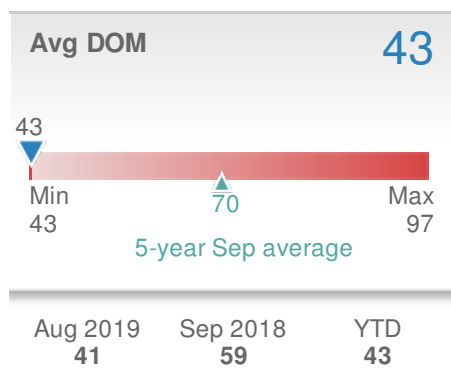
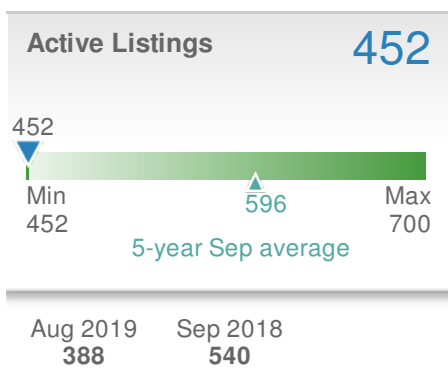
Montgomery County, MD - Condo & Coop



Summary

In Montgomery County, MD, the median sold price for Condo & Coop properties for September was \$252,500, representing a decrease of 1.9% compared to last month and an increase of 3.7% from Sep 2018. The average days on market for units sold in September was 43 days, 38% below the 5-year September average of 70 days. There was an 8.5% month over month decrease in new contract activity with 236 New Pendings; a 6.4% MoM decrease in All Pendings (new contracts + contracts carried over from August) to 293; and a 16.5% increase in supply to 452 active units.

This activity resulted in a Contract Ratio of 0.65 pendings per active listing, down from 0.81 in August and an increase from 0.53 in September 2018. The Contract Ratio is 10% higher than the 5-year September average of 0.59. A higher Contract Ratio signifies a relative increase in contract activity compared to supply, and indicates the market is moving in the seller's favor. A lower Contract Ratio signifies a relative decrease in contract activity compared to supply, and indicates the market is moving in the buyer's favor.



September 2019

Montgomery County, MD

Sold Summary

	Sep 2019	Sep 2018	% Change
Sold Dollar Volume	\$490,042,470	\$420,638,098	16.50%
Avg Sold Price	\$533,234	\$498,978	6.87%
Median Sold Price	\$429,000	\$420,000	2.14%
Units Sold	922	843	9.37%
Avg Days on Market	42	60	-30.00%
Avg List Price for Solds	\$542,440	\$507,067	6.98%
Avg SP to OLP Ratio	97.8%	97.3%	0.42%
Ratio of Avg SP to Avg OLP	97.1%	97.1%	-0.02%
Attached Avg Sold Price	\$357,734	\$341,719	4.69%
Detached Avg Sold Price	\$706,835	\$644,388	9.69%
Attached Units Sold	457	405	12.84%
Detached Units Sold	465	438	6.16%

Notes:

- SP = Sold Price
- OLP = Original List Price
- LP = List Price (at time of sale)
- Garage/Parking Spaces are not included in Detached/Attached section totals.

Inventory

	Sep 2019	Sep 2018	% Change
Active Listings	2,299	2,555	-10.02%
New Listings	1,590	1,449	9.73%
New Under Contracts	728	440	65.45%
New Pendings	1,107	925	19.68%
All Pendings	1,481	1,265	17.08%

Financing (Sold)

Assumption	0
Cash	133
Conventional	606
FHA	110
Other	21
Owner	0
VA	52

Days on Market (Sold)

0	10
1 to 10	293
11 to 20	135
21 to 30	103
31 to 60	168
61 to 90	88
91 to 120	60
121 to 180	45
181 to 360	17
361 to 720	3
721+	0

Sold Detail

Price Ranges	Residential						Condo/Coop	Active Listings		
	2 or Less BR		3 BR		4 or More BR		All	Residential		Condo/Coop
	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached	Detached	Attached/TH	Attached
< \$50,000	0	0	0	0	2	0	2	3	9	4
\$50K to \$99,999	1	0	0	0	0	0	4	1	1	2
\$100K to \$149,999	0	2	0	0	0	0	23	0	3	41
\$150K to \$199,999	0	3	0	0	0	0	43	4	4	72
\$200K to \$299,999	3	19	2	36	0	8	73	14	82	123
\$300K to \$399,999	10	4	32	63	17	12	48	75	109	79
\$400K to \$499,999	1	3	38	29	73	11	13	186	89	51
\$500K to \$599,999	0	1	13	11	55	5	6	188	39	24
\$600K to \$799,999	2	0	16	14	88	5	4	279	49	20
\$800K to \$999,999	0	0	10	0	38	2	1	217	11	7
\$1M to \$2,499,999	0	0	2	1	56	3	7	382	20	20
\$2.5M to \$4,999,999	0	0	0	0	6	0	1	69	0	8
\$5,000,000+	0	0	0	0	0	0	0	13	0	1
Total	17	32	113	154	335	46	225	1,431	415	452
Avg Sold Price	\$356,823	\$274,434	\$506,696	\$395,028	\$792,878	\$516,281	\$311,642			
Prev Year - Avg Sold Price	\$382,939	\$287,936	\$521,182	\$404,536	\$692,128	\$538,791	\$263,822			
Avg Sold % Change	-6.82%	-4.69%	-2.78%	-2.35%	14.56%	-4.18%	18.13%			
Prev Year - # of Solds	14	18	97	141	327	41	205			

Active Detail