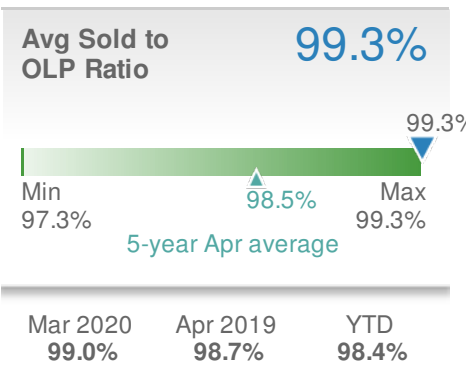
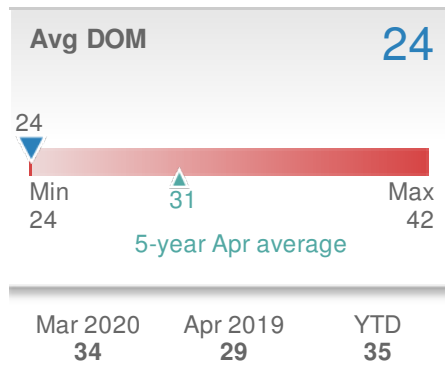
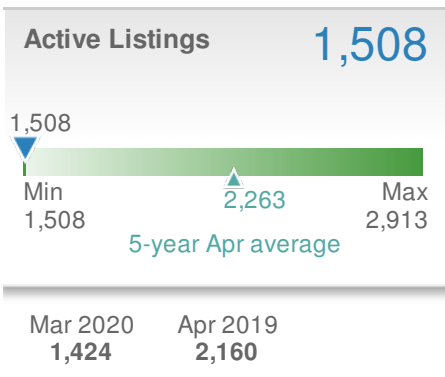
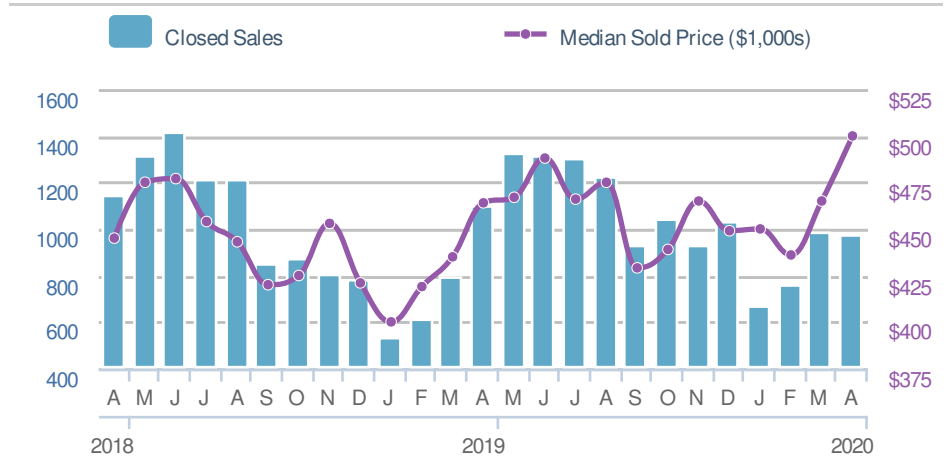
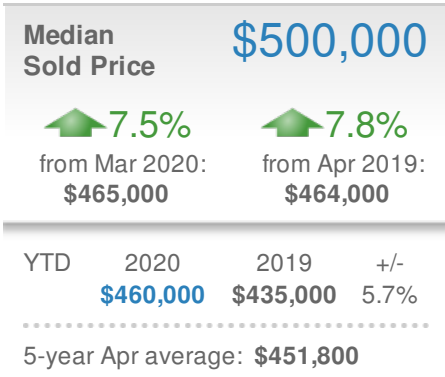
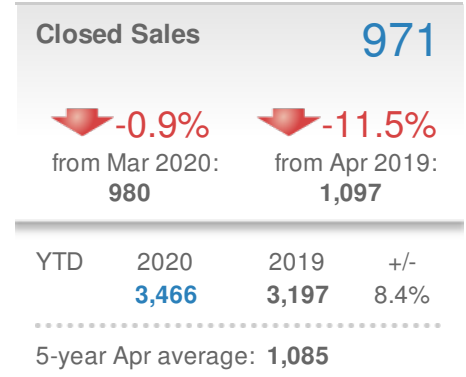
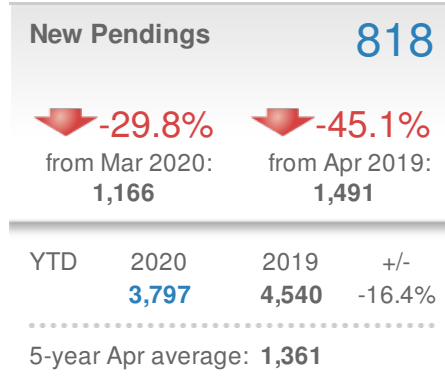
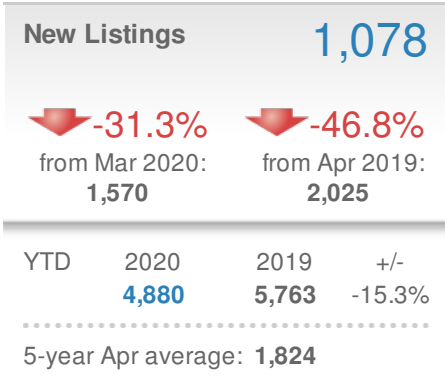


## April 2020

### Montgomery County, MD

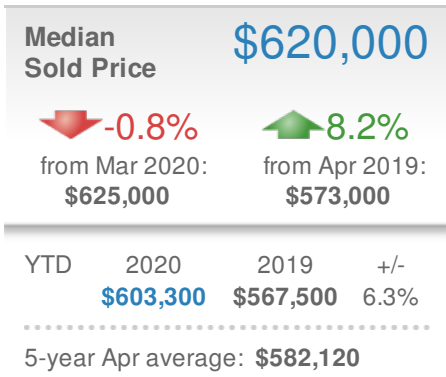
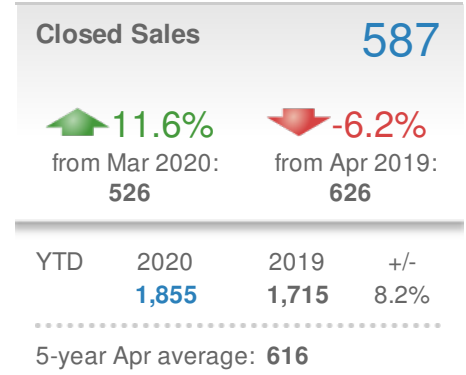
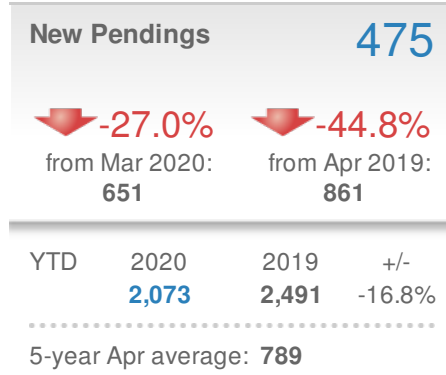
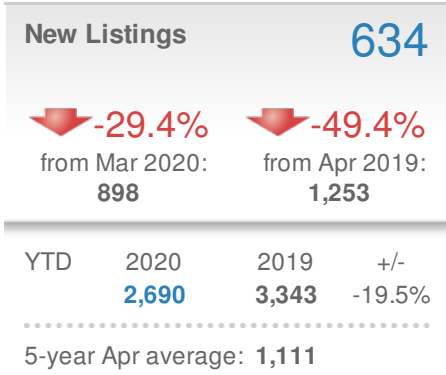
Email: [Patricksmith.sales@gmail.com](mailto:Patricksmith.sales@gmail.com)



**April 2020**

Montgomery County, MD - Detached

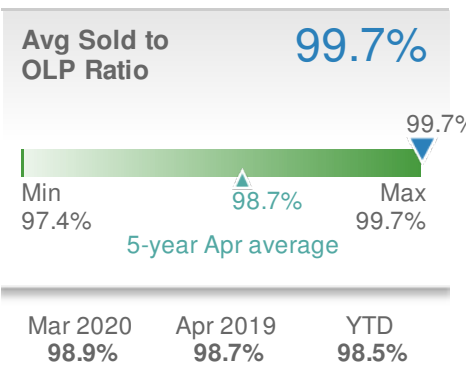
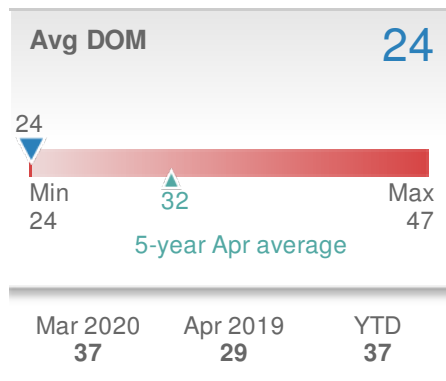
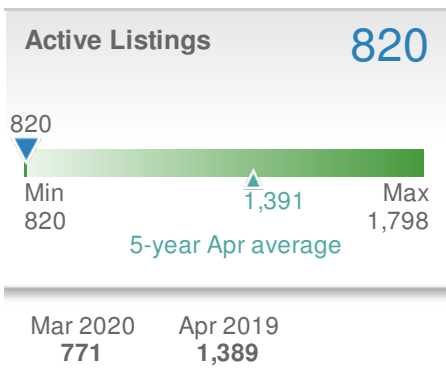
Turning Point Real Estate  
Email: Patricksmith.sales@gmail.com



**Summary**

In Montgomery County, MD, the median sold price for Detached properties for April was \$620,000, representing a decrease of 0.8% compared to last month and an increase of 8.2% from Apr 2019. The average days on market for units sold in April was 24 days, 26% below the 5-year April average of 32 days. There was a 27% month over month decrease in new contract activity with 475 New Pendings; a 17.1% MoM decrease in All Pendings (new contracts + contracts carried over from March) to 694; and a 6.4% increase in supply to 820 active units.

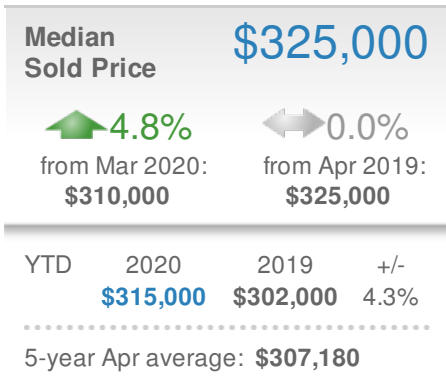
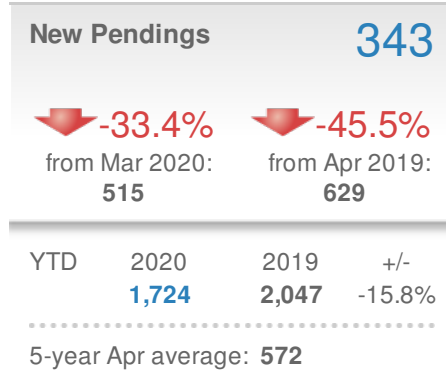
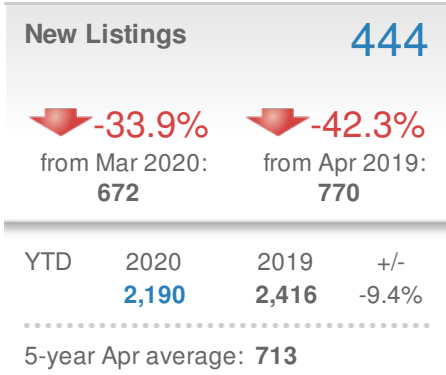
This activity resulted in a Contract Ratio of 0.85 pendings per active listing, down from 1.09 in March and an increase from 0.76 in April 2019. The Contract Ratio is 7% higher than the 5-year April average of 0.79. A higher Contract Ratio signifies a relative increase in contract activity compared to 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.



**April 2020**

Montgomery County, MD - Attached

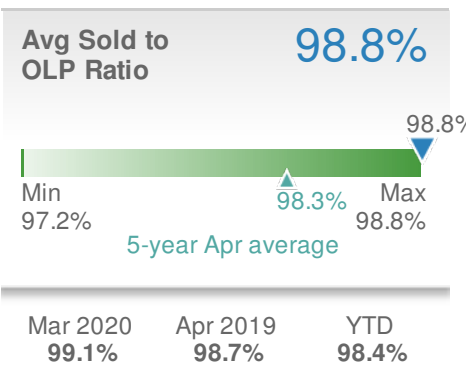
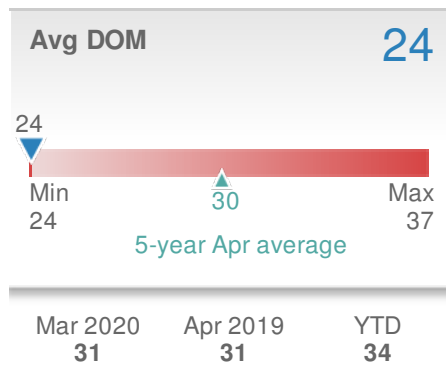
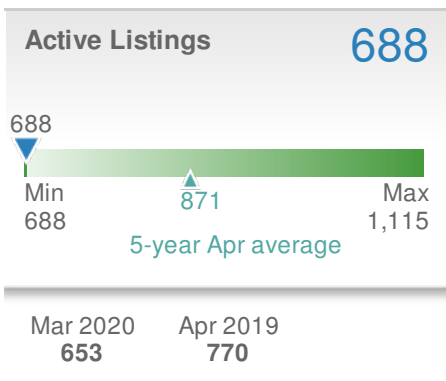
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**Summary**

In Montgomery County, MD, the median sold price for Attached properties for April was \$325,000, representing an increase of 4.8% compared to last month and no change from Apr 2019. The average days on market for units sold in April was 24 days, 21% below the 5-year April average of 30 days. There was a 33.4% month over month decrease in new contract activity with 343 New Pendings; an 18.5% MoM decrease in All Pendings (new contracts + contracts carried over from March) to 514; and a 5.4% increase in supply to 688 active units.

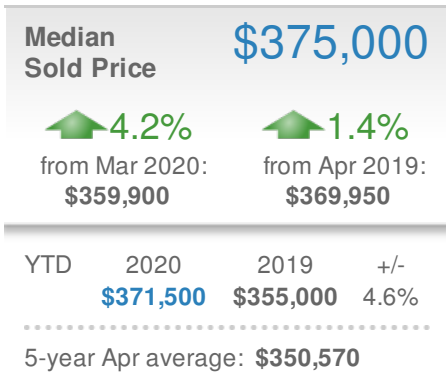
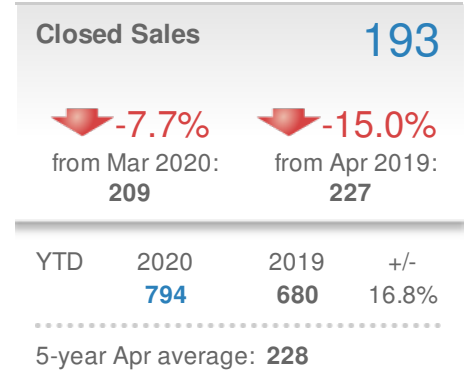
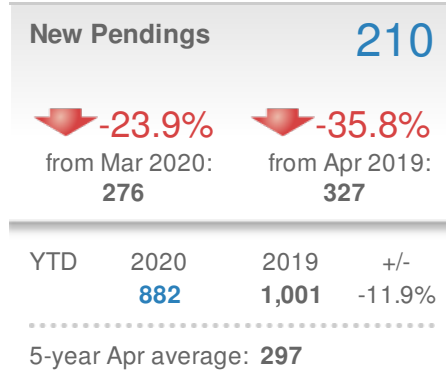
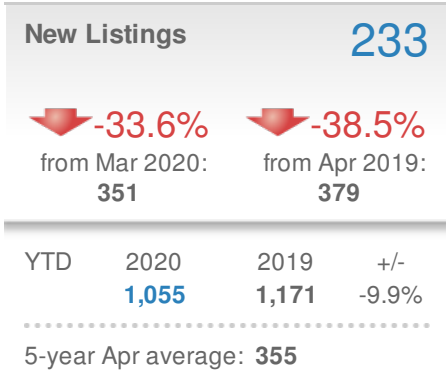
This activity resulted in a Contract Ratio of 0.75 pendings per active listing, down from 0.97 in March and a decrease from 1.01 in April 2019. The Contract Ratio is 17% lower than the 5-year April average of 0.91. A higher Contract Ratio signifies a relative increase in contract activity compared to 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.



**April 2020**

Montgomery County, MD - Attached/Townhouse

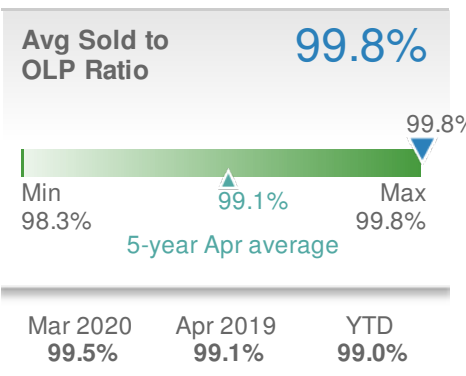
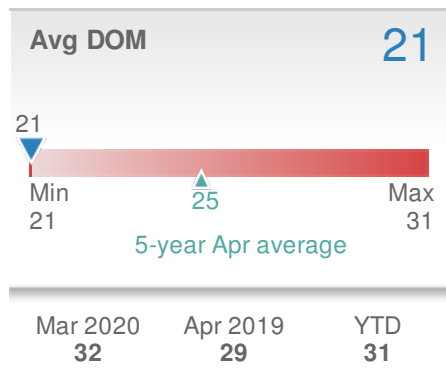
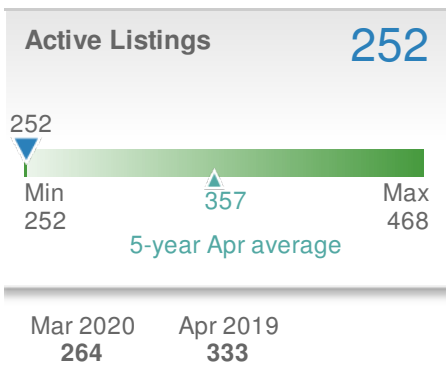
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**Summary**

In Montgomery County, MD, the median sold price for Attached/Townhouse properties for April was \$375,000, representing an increase of 4.2% compared to last month and an increase of 1.4% from Apr 2019. The average days on market for units sold in April was 21 days, 17% below the 5-year April average of 25 days. There was a 23.9% month over month decrease in new contract activity with 210 New Pendings; a 9.8% MoM decrease in All Pendings (new contracts + contracts carried over from March) to 313; and a 4.5% decrease in supply to 252 active units.

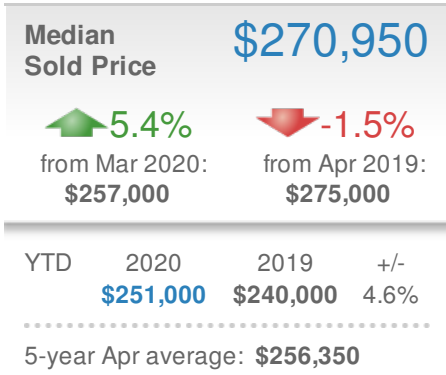
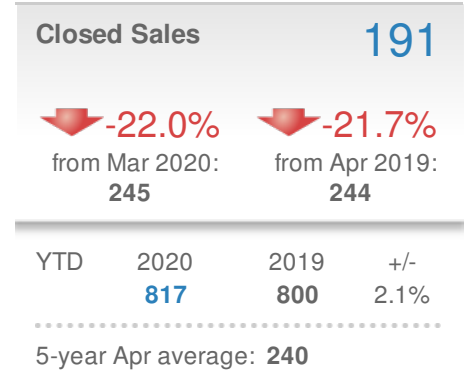
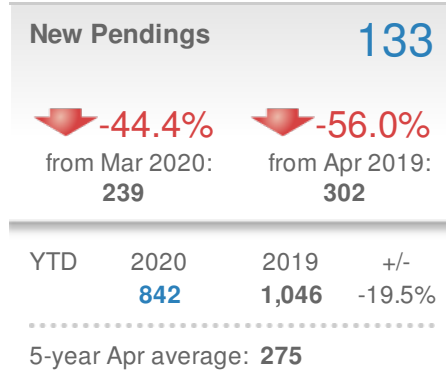
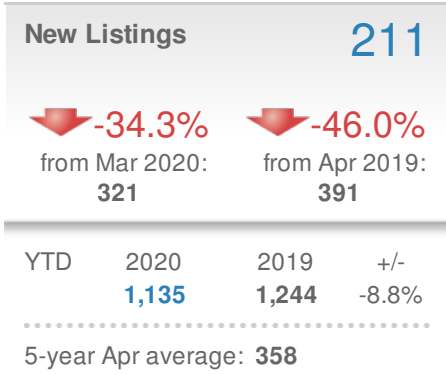
This activity resulted in a Contract Ratio of 1.24 pendings per active listing, down from 1.31 in March and a decrease from 1.28 in April 2019. The Contract Ratio is 5% higher than the 5-year April average of 1.18. A higher Contract Ratio signifies a relative increase in contract activity compared to 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.



**April 2020**

Montgomery County, MD - Condo & Coop

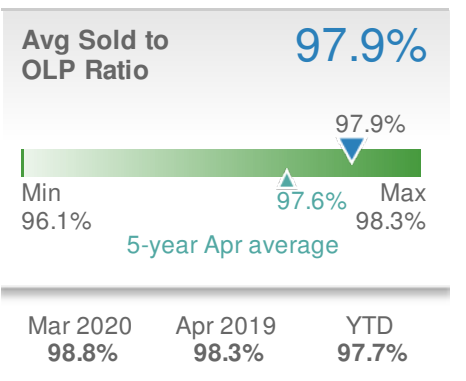
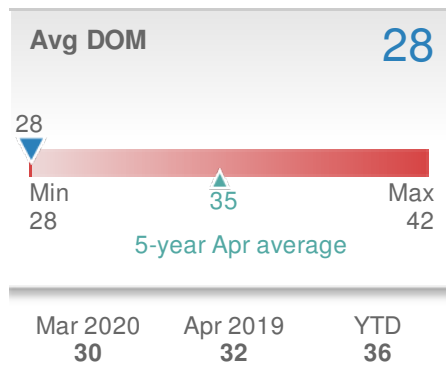
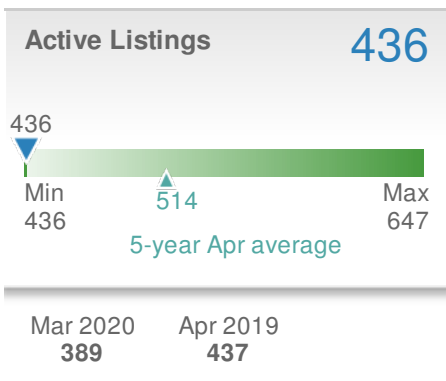
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**Summary**

In Montgomery County, MD, the median sold price for Condo & Coop properties for April was \$270,950, representing an increase of 5.4% compared to last month and a decrease of 1.5% from Apr 2019. The average days on market for units sold in April was 28 days, 20% below the 5-year April average of 35 days. There was a 44.4% month over month decrease in new contract activity with 133 New Pendings; a 29.2% MoM decrease in All Pendings (new contracts + contracts carried over from March) to 201; and a 12.1% increase in supply to 436 active units.

This activity resulted in a Contract Ratio of 0.46 pendings per active listing, down from 0.73 in March and a decrease from 0.80 in April 2019. The Contract Ratio is 36% lower than the 5-year April average of 0.72. 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.



April 2020

Montgomery County, MD

Sold Summary

|                            | Apr 2020      | Apr 2019      | % Change |
|----------------------------|---------------|---------------|----------|
| Sold Dollar Volume         | \$573,164,367 | \$595,581,720 | -3.76%   |
| Avg Sold Price             | \$588,929     | \$544,407     | 8.18%    |
| Median Sold Price          | \$500,000     | \$464,000     | 7.76%    |
| Units Sold                 | 971           | 1,097         | -11.49%  |
| Avg Days on Market         | 24            | 29            | -17.24%  |
| Avg List Price for Solds   | \$590,891     | \$549,672     | 7.50%    |
| Avg SP to OLP Ratio        | 99.3%         | 98.7%         | 0.67%    |
| Ratio of Avg SP to Avg OLP | 98.9%         | 98.3%         | 0.60%    |
| Attached Avg Sold Price    | \$364,092     | \$374,443     | -2.76%   |
| Detached Avg Sold Price    | \$735,628     | \$671,949     | 9.48%    |
| Attached Units Sold        | 384           | 471           | -18.47%  |
| Detached Units Sold        | 587           | 626           | -6.23%   |

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

|                     | Apr 2020 | Apr 2019 | % Change |
|---------------------|----------|----------|----------|
| Active Listings     | 1,508    | 2,160    | -30.19%  |
| New Listings        | 1,078    | 2,025    | -46.77%  |
| New Under Contracts | 0        | 1,106    | 0%       |
| New Contingents     | 0        | 385      | 0%       |
| New Pendings        | 818      | 1,491    | -45.14%  |
| All Pendings        | 1,208    | 1,837    | -34.24%  |

Financing (Sold)

|              |     |
|--------------|-----|
| Assumption   | 0   |
| Cash         | 106 |
| Conventional | 720 |
| FHA          | 72  |
| Other        | 17  |
| Owner        | 0   |
| VA           | 43  |

Days on Market (Sold)

|            |     |
|------------|-----|
| 0          | 14  |
| 1 to 10    | 583 |
| 11 to 20   | 136 |
| 21 to 30   | 53  |
| 31 to 60   | 60  |
| 61 to 90   | 38  |
| 91 to 120  | 17  |
| 121 to 180 | 35  |
| 181 to 360 | 32  |
| 361 to 720 | 2   |
| 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           | 1            | 0           | 1          | 0               | 0           | 1          |
| \$50K to \$99,999          | 0            | 0           | 0          | 0           | 0            | 0           | 4          | 0               | 0           | 3          |
| \$100K to \$149,999        | 0            | 0           | 0          | 0           | 0            | 0           | 14         | 0               | 1           | 32         |
| \$150K to \$199,999        | 0            | 3           | 0          | 1           | 0            | 0           | 32         | 1               | 1           | 59         |
| \$200K to \$299,999        | 3            | 3           | 2          | 33          | 1            | 4           | 60         | 6               | 41          | 110        |
| \$300K to \$399,999        | 4            | 5           | 22         | 53          | 18           | 10          | 45         | 39              | 64          | 97         |
| \$400K to \$499,999        | 3            | 2           | 39         | 27          | 63           | 8           | 21         | 95              | 47          | 38         |
| \$500K to \$599,999        | 1            | 1           | 22         | 11          | 94           | 3           | 5          | 95              | 40          | 26         |
| \$600K to \$799,999        | 1            | 0           | 15         | 11          | 116          | 10          | 6          | 160             | 30          | 16         |
| \$800K to \$999,999        | 0            | 0           | 9          | 5           | 78           | 0           | 2          | 119             | 9           | 15         |
| \$1M to \$2,499,999        | 0            | 0           | 3          | 0           | 89           | 3           | 1          | 246             | 19          | 32         |
| \$2.5M to \$4,999,999      | 0            | 0           | 0          | 0           | 3            | 0           | 0          | 50              | 0           | 6          |
| \$5,000,000+               | 0            | 0           | 0          | 0           | 0            | 0           | 0          | 9               | 0           | 1          |
| <b>Total</b>               | <b>12</b>    | <b>14</b>   | <b>112</b> | <b>141</b>  | <b>463</b>   | <b>38</b>   | <b>191</b> | <b>820</b>      | <b>252</b>  | <b>436</b> |
| Avg Sold Price             | \$403,541    | \$309,035   | \$531,338  | \$404,284   | \$793,653    | \$558,528   | \$299,435  |                 |             |            |
| Prev Year - Avg Sold Price | \$323,024    | \$297,511   | \$520,506  | \$407,211   | \$733,468    | \$507,392   | \$332,638  |                 |             |            |
| Avg Sold % Change          | 24.93%       | 3.87%       | 2.08%      | -0.72%      | 8.21%        | 10.08%      | -9.98%     |                 |             |            |
| Prev Year - # of Solds     | 20           | 17          | 142        | 165         | 464          | 45          | 244        |                 |             |            |

Active Detail