



THE LONG & FOSTER® MARKETMINUTE



Focus On: Montgomery County Housing Market

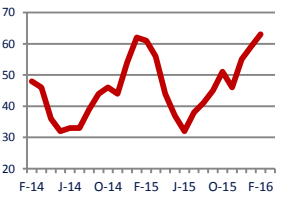
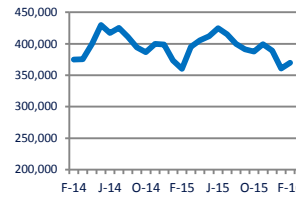
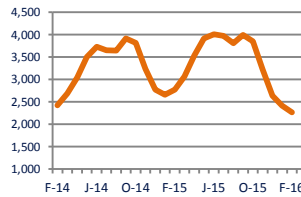
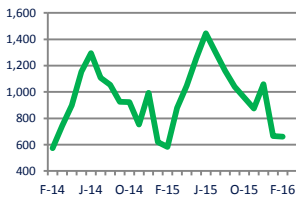
February 2016

Units Sold
661

Active Inventory
2,267

Median Sale Price
\$370,000

Days On Market
63

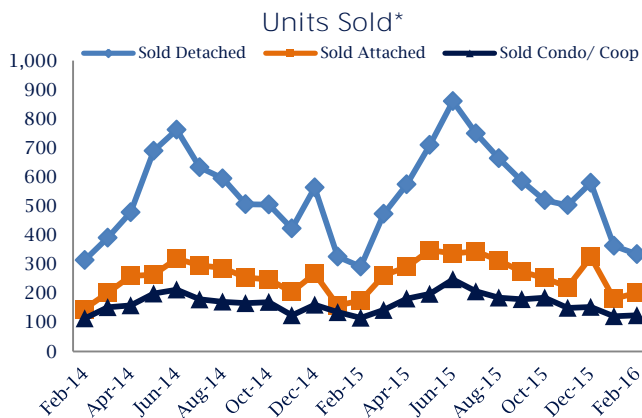


Up 13%
Vs. Year Ago

Down -18%
Vs. Year Ago

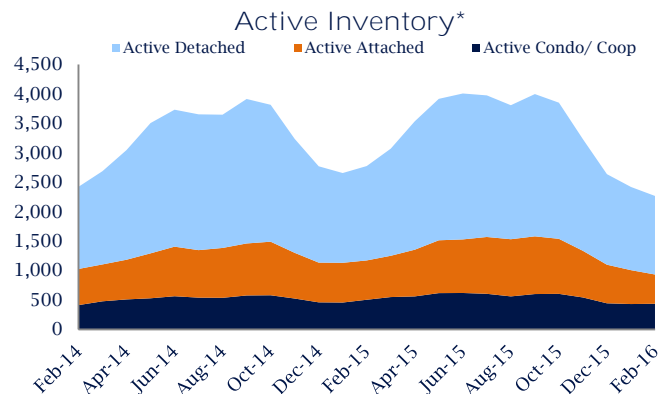
Up 3%
Vs. Year Ago

Up 3%
Vs. Year Ago



Units Sold

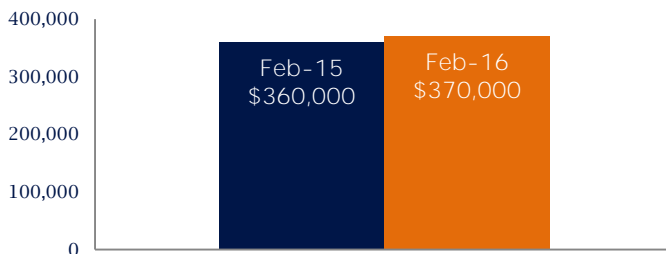
There was a decrease in total units sold in February, with 661 sold this month in Montgomery County versus 666 last month, a decrease of 1%. This month's total units sold was higher than at this time last year, an increase of 13% versus February 2015.



Active Inventory

Versus last year, the total number of homes available this month is lower by 508 units or 18%. The total number of active inventory this February was 2,267 compared to 2,775 in February 2015. This month's total of 2,267 is lower than the previous month's total supply of available inventory of 2,420, a decrease of 6%.

Median Sale Price



Median Sale Price

Last February, the median sale price for Montgomery County Homes was \$360,000. This February, the median sale price was \$370,000, an increase of 3% or \$10,000 compared to last year. The current median sold price is 3% higher than in January.

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.

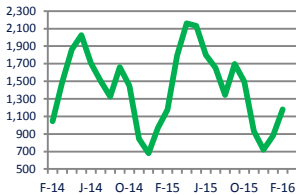




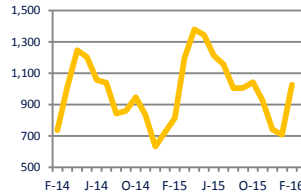
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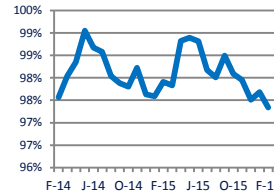
New Listings
1,179



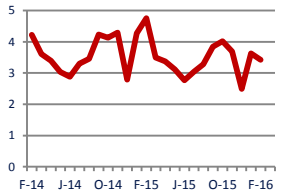
Current Contracts
1,026



Sold Vs. List Price
97.3%



Months of Supply
3.4



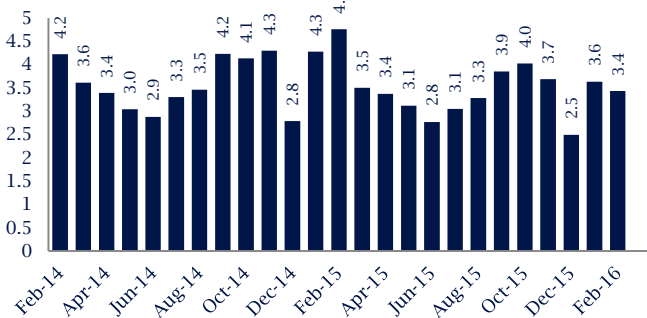
No Change
Vs. Year Ago

Up 26%
Vs. Year Ago

Down -0.6%
Vs. Year Ago

Down -28%
Vs. Year Ago

Months Of Supply



Months of Supply

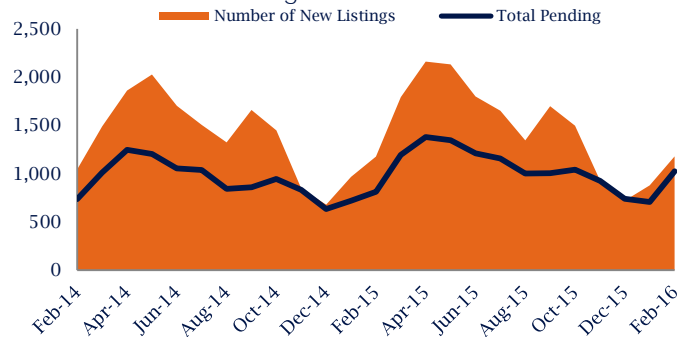
In February, there was 3.4 months of supply available in Montgomery County, compared to 4.8 in February 2015. That is a decrease of 28% versus a year ago.

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.

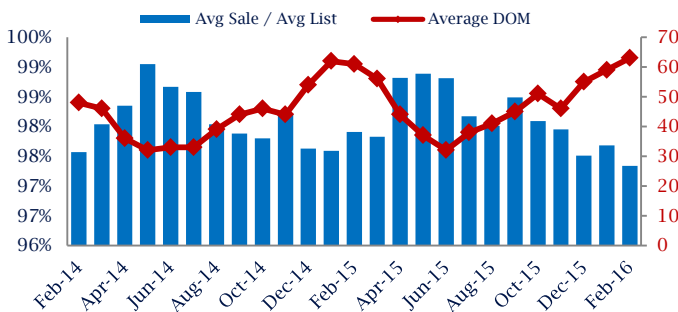
New Listings & Current Contracts

This month there were 1,179 homes newly listed for sale in Montgomery County, which is similar to the amount in February 2015. There were 1,026 current contracts pending sale this February compared to 813 a year ago. The number of current contracts is 26% higher than last February.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In February, the average sale price in Montgomery County was 97.3% of the average list price, which is 0.6% lower than at this time last year.

Days On Market

This month, the average number of days on market was 63, higher than the average last year, which was 61, an increase of 3%.

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