

January 2018

20817, Bethesda, MD

Sold Summary

| | Jan 2018 | Jan 2017 | % Change | | |
|----------------------------|--------------|--------------|----------|--|--|
| Sold Dollar Volume | \$27,121,000 | \$26,455,900 | 2.51% | | |
| Avg Sold Price | \$874,871 | \$1,017,535 | -14.02% | | |
| Median Sold Price | \$820,000 | \$860,000 | -4.65% | | |
| Units Sold | 31 | 26 | 19.23% | | |
| Avg Days on Market | 49 | 67 | -26.87% | | |
| Avg List Price for Solds | \$898,403 | \$1,049,104 | -14.36% | | |
| Avg SP to OLP Ratio | 95.0% | 93.6% | 1.47% | | |
| Ratio of Avg SP to Avg OLP | 93.3% | 90.9% | 2.70% | | |
| Attached Avg Sold Price | \$288,167 | \$274,833 | 4.85% | | |
| Detached Avg Sold Price | \$1,015,680 | \$1,114,409 | -8.86% | | |
| Attached Units Sold | 6 | 3 | 100.00% | | |
| Detached Units Sold | 25 | 23 | 8.70% | | |

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

| | Jan 2018 | Jan 2017 | % Change | |
|---------------------|----------|----------|----------|--|
| Active Listings | 94 | 123 | -23.58% | |
| New Listings | 40 | 53 | -24.53% | |
| New Under Contracts | 16 | 18 | -11.11% | |
| New Contingents | 13 | 24 | -45.83% | |
| New Pendings | 29 | 42 | -30.95% | |
| All Pendings | 35 | 53 | -33.96% | |

Financing (Sold)

| <u> </u> | |
|--------------|----|
| Assumption | 0 |
| Cash | 9 |
| Conventional | 20 |
| FHA | 0 |
| Other | 0 |
| Owner | 0 |
| VA | 1 |

Days on Market (Sold)

| 0 | 3 | | | |
|------------|---|--|--|--|
| 1 to 10 | | | | |
| 11 to 20 | 4 | | | |
| 21 to 30 | 3 | | | |
| 31 to 60 | 2 | | | |
| 61 to 90 | | | | |
| 91 to 120 | | | | |
| 121 to 180 | | | | |
| 181 to 360 | | | | |
| 361 to 720 | | | | |
| 721+ | | | | |
| | | | | |

Sold Detail Active Detail

0

| | Residential | | | | | Condo/Coop Active Listings | | | gs | |
|----------------------------|-------------|-------------|-------------|-------------|-------------|----------------------------|-----------|-------------|-------------|------------|
| | 2 or | Less BR | 3 | BR | 4 or N | Nore BR | All | Residential | | Condo/Coop |
| Price Ranges | Detached | Attached/TH | Detached | Attached/TH | Detached | Attached/TH | Attached | Detached | Attached/TH | Attached |
| < \$50,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 0 | 0 |
| \$50K to \$99,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$100K to \$149,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$150K to \$199,999 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 4 |
| \$200K to \$299,999 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 4 |
| \$300K to \$399,999 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 1 |
| \$400K to \$499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$500K to \$599,999 | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 0 | 0 | 0 |
| \$600K to \$799,999 | 0 | 0 | 3 | 0 | 5 | 0 | 0 | 9 | 2 | 0 |
| \$800K to \$999,999 | 0 | 0 | 1 | 0 | 5 | 0 | 0 | 4 | 2 | 0 |
| \$1M to \$2,499,999 | 0 | 0 | 1 | 0 | 9 | 0 | 0 | 46 | 4 | 4 |
| \$2.5M to \$4,999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 8 | 0 | 2 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 0 | 0 |
| Total | 0 | 0 | 6 | 0 | 19 | 0 | 6 | 71 | 8 | 15 |
| Avg Sold Price | \$0 | \$0 | \$800,000 | \$0 | \$1,083,789 | \$0 | \$288,167 | | | |
| Prev Year - Avg Sold Price | \$233,000 | \$0 | \$1,160,000 | \$0 | \$1,154,210 | \$0 | \$274,833 | | | |
| Avg Sold % Change | 0.00% | 0.00% | -31.03% | 0.00% | -6.10% | 0.00% | 4.85% | | | |

21

0

3



Prev Year - # of Solds