January 2019
20817, Bethesda, MD

## Sold Summary

|  | Jan 2019 | Jan 2018 | \% Change |
| :--- | :---: | :---: | :---: |
| Sold Dollar Volume | $\$ 21,214,000$ | $\$ 27,121,000$ | $-21.78 \%$ |
| Avg Sold Price | $\$ 1,010,190$ | $\$ 874,871$ | $15.47 \%$ |
| Median Sold Price | $\$ 915,000$ | $\$ 820,000$ | $11.59 \%$ |
| Units Sold | 21 | 31 | $-32.26 \%$ |
| Avg Days on Market | 71 | 49 | $44.90 \%$ |
| Avg List Price for Solds | $\$ 1,037,867$ | $\$ 898,403$ | $15.52 \%$ |
| Avg SP to OLP Ratio | $95.3 \%$ | $95.0 \%$ | $0.28 \%$ |
| Ratio of Avg SP to Avg OLP | $95.3 \%$ | $93.3 \%$ | $2.12 \%$ |
| Attached Avg Sold Price | $\$ 504,167$ | $\$ 288,167$ | $74.96 \%$ |
| Detached Avg Sold Price | $\$ 1,212,600$ | $\$ 1,015,680$ | $19.39 \%$ |
| Attached Units Sold | 6 | 6 | $0.00 \%$ |
| Detached Units Sold | 15 | 25 | $-40.00 \%$ |

## 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 2019 | Jan 2018 | \% Change |
| :--- | :---: | :---: | :---: |
| Active Listings | 105 | 94 | $11.70 \%$ |
| New Listings | 64 | 40 | $60.00 \%$ |
| New Under Contracts | 18 | 16 | $12.50 \%$ |
| New Contingents | 24 | 13 | $84.62 \%$ |
| New Pendings | 42 | 29 | $44.83 \%$ |
| All Pendings | 54 | 35 | $54.29 \%$ |

Financing (Sold)

| Assumption | 0 |
| :--- | :---: |
| Cash | 1 |
| Conventional | 17 |
| FHA | 0 |
| Other | 3 |
| Owner | 0 |
| VA | 0 |

Days on Market (Sold)

| 0 | 2 |
| :--- | :--- |
| 1 to 10 | 3 |
| 11 to 20 | 5 |
| 21 to 30 | 1 |
| 31 to 60 | 4 |
| 61 to 90 | 2 |
| 91 to 120 | 3 |
| 121 to 180 | 3 |
| 181 to 360 | 1 |
| 361 to 720 | 0 |
| $721+$ |  |

## Sold Detail

| Price Ranges | Residential |  |  |  |  |  | Condo/Coop | Active Listings |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2 or Less BR |  | 3 BR |  | 4 or More BR |  | All <br> Attached | Residential |  | Condo/Coop <br> Attached |
|  | Detached | Attached/TH | Detached | Attached/TH | Detached | Attached/TH |  | Detached | Attached/TH |  |
| < \$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 | 0 | 0 | 0 | 1 |
| \$200K to \$299,999 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 1 | 0 | 5 |
| \$300K to \$399,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 3 |
| \$400K to \$499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$500K to \$599,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| \$600K to \$799,999 | 0 | 0 | 0 | 1 | 3 | 1 | 0 | 7 | 3 | 0 |
| \$800K to \$999,999 | 0 | 0 | 1 | 0 | 1 | 1 | 0 | 7 | 3 | 0 |
| \$1M to \$2,499,999 | 0 | 0 | 1 | 0 | 8 | 0 | 0 | 51 | 1 | 3 |
| \$2.5M to \$4,999,999 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 11 | 0 | 2 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 0 | 0 |
| Total | 0 | 0 | 2 | 1 | 13 | 2 | 3 | 84 | 7 | 14 |
| Avg Sold Price | \$0 | \$0 | \$1,019,750 | \$695,000 | \$1,242,269 | \$816,500 | \$232,333 |  |  |  |
| Prev Year - Avg Sold Price | \$0 | \$0 | \$800,000 | \$0 | \$1,083,789 | \$0 | \$288,167 |  |  |  |
| Avg Sold \% Change | 0.00\% | 0.00\% | 27.47\% | 0.00\% | 14.62\% | 0.00\% | -19.38\% |  |  |  |
| Prev Year - \# of Solds | 0 | 0 | 6 | 0 | 19 | 0 | 6 |  |  |  |

