



## Focus On: Gaithersburg Housing Market

April 2012

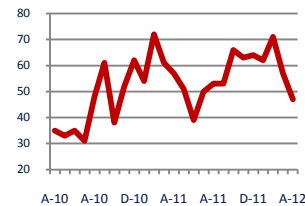
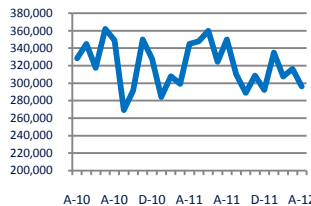
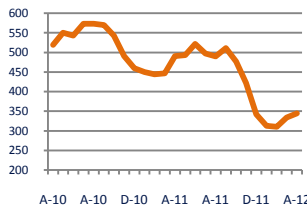
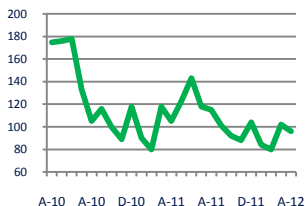
Zip Code(s): 20877, 20878, 20879, 20882, 20880 and 20899

**Units Sold**  
96

**Active Inventory**  
345

**Median Sale Price**  
\$296,250

**Days On Market**  
47



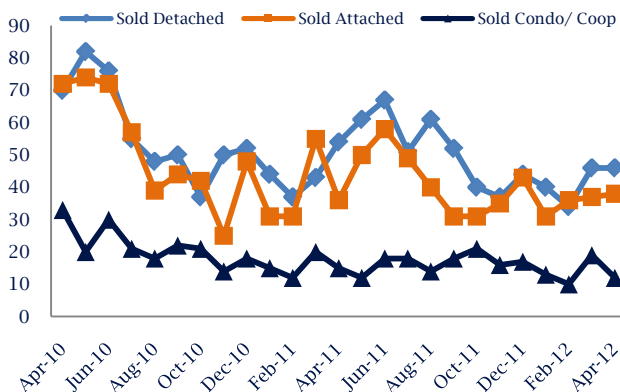
**Down - 9%**  
Vs. Year Ago

**Down - 30%**  
Vs. Year Ago

**Down - 14%**  
Vs. Year Ago

**Down - 18%**  
Vs. Year Ago

### Units Sold\*



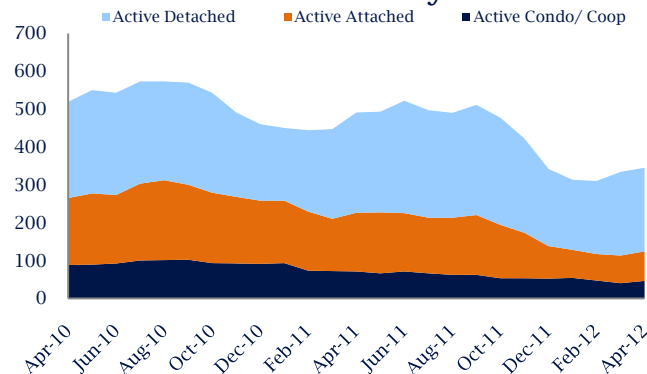
### Units Sold

There was a decrease in total units sold in April, with 96 sold this month in Gaithersburg versus 102 last month, a decrease of 6%. This month's total units sold was lower than at this time last year, a decrease of 9% versus April 2011.

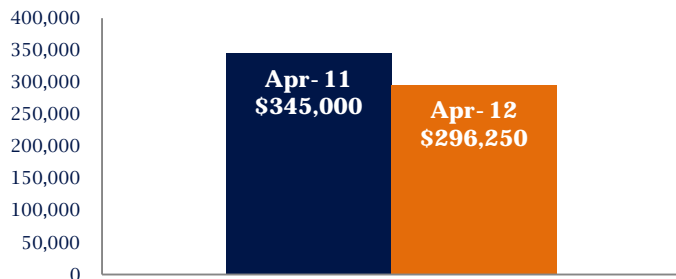
### Active Inventory

Versus last year, the total number of homes available this month is lower by 146 units or 30%. The total number of active inventory this April was 345 compared to 491 in April 2011. This month's total of 345 is higher than the previous month's total supply of available inventory of 334, an increase of 3%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last April, the median sale price for Gaithersburg Homes was \$345,000. This April, the median sale price was \$296,250, a decrease of 14% or \$48,750 compared to last year. The current median sold price is 6% lower than in March.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

Gaithersburg are defined as properties listed in zip code/s 20877, 20878, 20879, 20882, 20880 and 20899.

\*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.





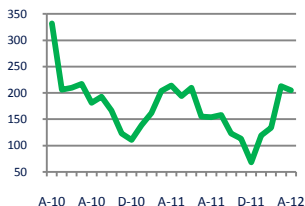
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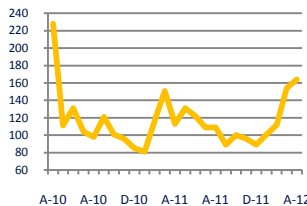
### New Listings

205



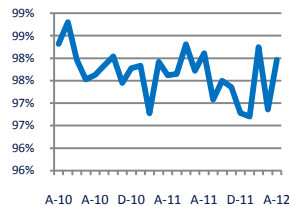
### Current Contracts

164



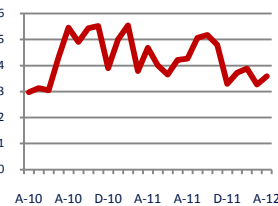
### Sold Vs. List Price

98.0%



### Months of Supply

3.6



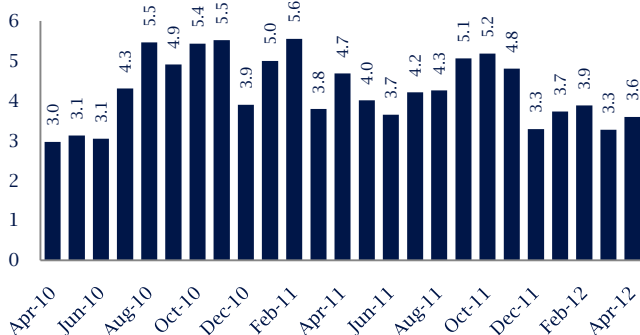
**Down -4%**  
Vs. Year Ago

**Up 45%**  
Vs. Year Ago

**No Change**  
Vs. Year Ago

**Down -23%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

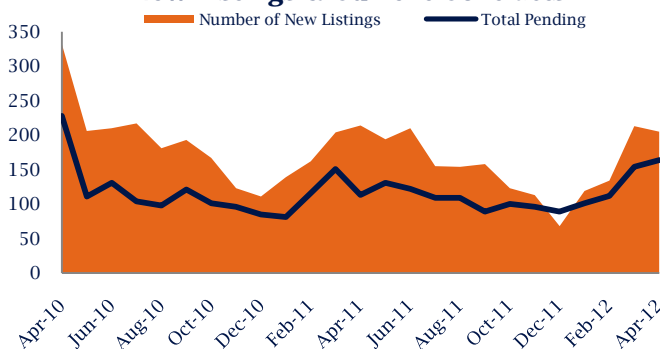
In April, there was 3.6 months of supply available in Gaithersburg, compared to 4.7 in April 2011. That is a decrease of 23% versus a year ago.

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.

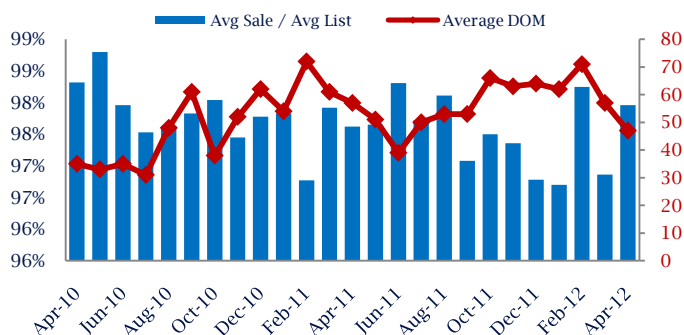
### New Listings & Current Contracts

This month there were 205 homes newly listed for sale in Gaithersburg compared to 214 in April 2011, a decrease of 4%. There were 164 current contracts pending sale this April compared to 113 a year ago. The number of current contracts is 45% higher than last April.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In April, the average sale price in Gaithersburg was 98.0% of the average list price, which is similar compared to a year ago.

### Days On Market

This month, the average number of days on market was 47, lower than the average last year, which was 57, a decrease of 18%.

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