



Montgomery County Residential Sales

November 2020

MARKET STATISTICS

| Date | Units Listed | Listed Volume | Listed Median | EOM Inv | MSI | Pended | Units Sold | Sold Volume | Sold Median | DOM | CDOM |
|----------|--------------|---------------|---------------|---------|-----|--------|------------|---------------|-------------|-----|------|
| Nov 2020 | 1,094 | \$647,400,442 | \$469,900 | 1,664 | 1.2 | 1055 | 1,206 | \$716,110,165 | \$490,000 | 19 | 22 |

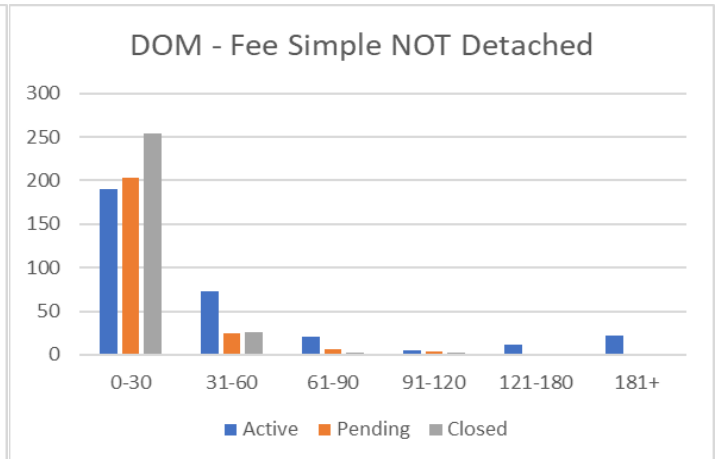
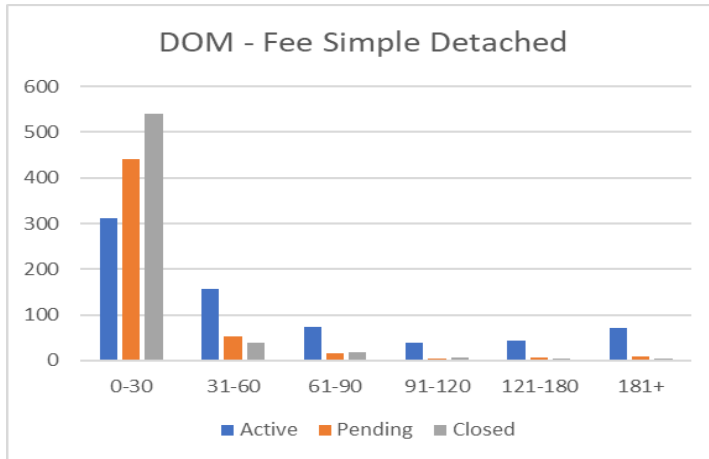
| Report Summary* | Average Sold | Average Sold Price | Average Pended | Median Sold Price | Median Sold |
|-------------------------------|--------------|--------------------|----------------|-------------------|-------------|
| November 2020 - November 2020 | 1,206 | \$593,790 | 1,055 | \$490,000 | 1206 |

INVENTORY COMPARISON

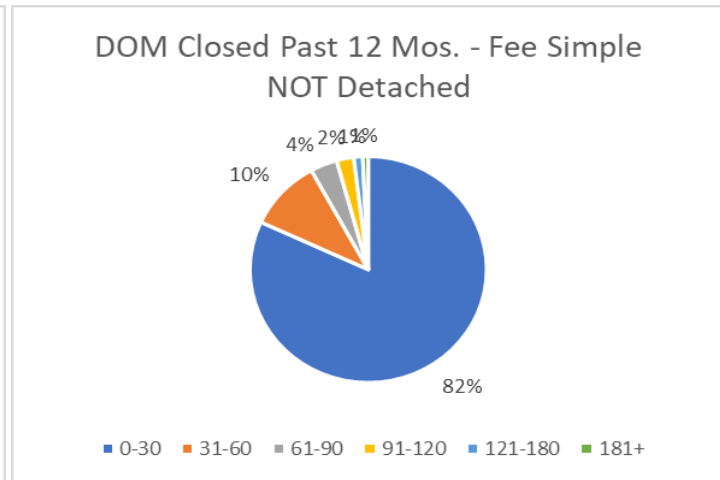
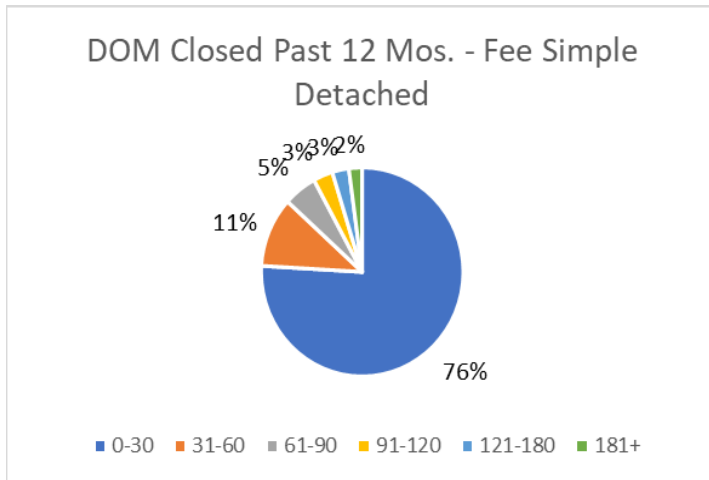
| Date | Current Inventory | Inventory Accumulation | \$Volume | Average List Price | Median List Price | New Listings | New under Contract |
|-------------------------|-------------------|------------------------|-----------------|--------------------|-------------------|--------------|--------------------|
| Current Month: Dec 2020 | 1,583 | 1.3 | \$1,234,175,240 | \$779,643 | \$499,900 | 343 | 213 |
| Last Year: Dec 2019 | 974 | 1 | \$538,575,714 | \$552,952 | \$442,500 | 577 | 632 |
| Last Month: Nov 2020 | 1,664 | 1.2 | \$1,297,277,594 | \$779,614 | \$496,000 | 1,094 | 1,161 |

RESIDENTIAL ACTIVITY – FEE SIMPLE

| | Fee Simple - Detached | | | | Fee Simple – Not Detached | | | |
|---------------------------|-----------------------|------------|------------|---------------------|---------------------------|------------|------------|---------------------|
| | Active | Pending | Closed | Closed Past 12 Mos. | Active | Pending | Closed | Closed Past 12 Mos. |
| \$299,999 or Under | 2 | 2 | 3 | 60 | 56 | 24 | 30 | 338 |
| \$300,000 - \$499,999 | 120 | 131 | 135 | 1905 | 150 | 147 | 180 | 1061 |
| \$500,000 - \$749,999 | 190 | 186 | 248 | 2641 | 66 | 54 | 55 | 363 |
| \$750,000 - \$999,999 | 120 | 112 | 118 | 1342 | 25 | 8 | 11 | 74 |
| \$1,000,000 - \$1,999,999 | 166 | 84 | 90 | 1062 | 25 | 5 | 10 | 40 |
| \$2,000,000 - \$2,999,999 | 50 | 13 | 17 | 134 | 0 | 0 | 0 | 0 |
| \$3,000,000 and Over | 45 | 4 | 1 | 31 | 0 | 0 | 0 | 0 |
| No Price Reported | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Units | 693 | 532 | 612 | 7175 | 322 | 238 | 286 | 1876 |
| Total Units | 693 | 532 | 612 | 7175 | 322 | 238 | 286 | 1876 |
| Total Values (in 1,000s) | \$866,234 | \$431,753 | \$479,160 | \$5,478,391 | \$167,954 | \$108,233 | \$133,012 | \$831,093 |
| Median Price (in 1,000s) | \$800 | \$654 | \$645 | \$629 | \$400 | \$400 | \$400 | \$395 |
| Avg Price (in 1,000s) | \$1,250 | \$812 | \$783 | \$764 | \$522 | \$455 | \$463 | \$443 |
| Avg Sold Price/Org Price | | | 100.37% | 98.25% | | | 100.49% | 99.89% |



| Days on Market | | | | | | | | | |
|----------------|-----------------------|---------|--------|---------------------|---------------------------|---------|--------|---------------------|--|
| | Fee Simple - Detached | | | | Fee Simple - Not Detached | | | | |
| | Active | Pending | Closed | Closed Past 12 Mos. | Active | Pending | Closed | Closed Past 12 Mos. | |
| 0-30 | 311 | 442 | 540 | 5448 | 190 | 203 | 254 | 1537 | |
| 31-60 | 156 | 54 | 38 | 777 | 73 | 24 | 26 | 190 | |
| 61-90 | 73 | 15 | 18 | 383 | 21 | 6 | 3 | 69 | |
| 91-120 | 38 | 5 | 6 | 224 | 5 | 4 | 3 | 44 | |
| 121-180 | 44 | 6 | 5 | 191 | 11 | 0 | 1 | 23 | |
| 181+ | 71 | 10 | 5 | 152 | 22 | 1 | 0 | 14 | |





RESIDENTIAL ACTIVITY – CONDO & COOP

| | Condo & Coop | | | |
|---------------------------|--------------|------------|------------|---------------------|
| | Active | Pending | Closed | Closed Past 12 Mos. |
| \$299,999 or Under | 348 | 178 | 170 | 1702 |
| \$300,000 - \$499,999 | 169 | 64 | 89 | 836 |
| \$500,000 - \$749,999 | 55 | 17 | 24 | 189 |
| \$750,000 - \$999,999 | 23 | 2 | 9 | 52 |
| \$1,000,000 - \$1,999,999 | 22 | 9 | 4 | 35 |
| \$2,000,000 - \$2,999,999 | 6 | 0 | 1 | 8 |
| \$3,000,000 and Over | 3 | 0 | 1 | 3 |
| No Price Reported | 0 | 0 | 0 | 0 |
| Total Units | 626 | 270 | 298 | 2825 |
| Total Units | 626 | 270 | 298 | 2825 |
| Total Values (in 1,000s) | \$250,351 | \$84,709 | \$101,780 | \$887,180 |
| Median Price (in 1,000s) | \$285 | \$256 | \$278 | \$265 |
| Avg Price (in 1,000s) | \$400 | \$314 | \$342 | \$314 |
| Avg Sold Price/Org Price | | | 97.70% | 97.40% |

| | Days on Market | | | |
|---------|----------------|---------|--------|---------------------|
| | Condo & Coop | | | |
| | Active | Pending | Closed | Closed Past 12 Mos. |
| 0-30 | 258 | 190 | 216 | 1928 |
| 31-60 | 132 | 47 | 42 | 391 |
| 61-90 | 105 | 21 | 21 | 229 |
| 91-120 | 47 | 5 | 8 | 113 |
| 121-180 | 58 | 3 | 6 | 107 |
| 181+ | 26 | 4 | 5 | 57 |

