

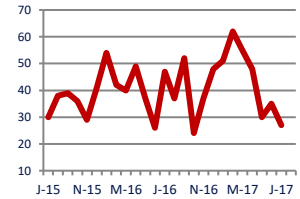
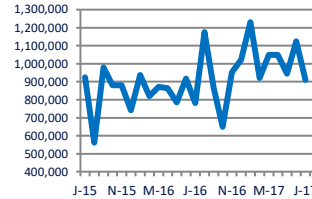
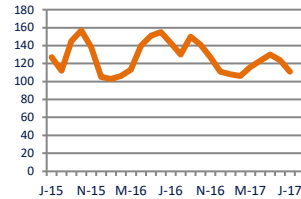
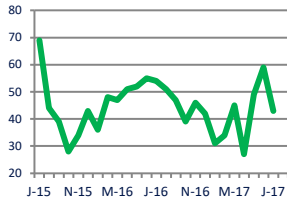


## Focus On: Georgetown Housing Market

July 2017

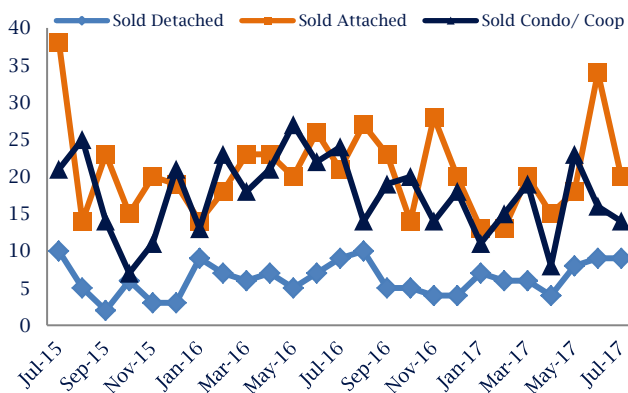
Zip Code(s): 20007

|                         |                                |                                       |                             |
|-------------------------|--------------------------------|---------------------------------------|-----------------------------|
| <b>Units Sold</b><br>43 | <b>Active Inventory</b><br>111 | <b>Median Sale Price</b><br>\$910,000 | <b>Days On Market</b><br>27 |
|-------------------------|--------------------------------|---------------------------------------|-----------------------------|



|                                  |                                  |                               |                                  |
|----------------------------------|----------------------------------|-------------------------------|----------------------------------|
| <b>Down -20%</b><br>Vs. Year Ago | <b>Down -22%</b><br>Vs. Year Ago | <b>Up 16%</b><br>Vs. Year Ago | <b>Down -43%</b><br>Vs. Year Ago |
|----------------------------------|----------------------------------|-------------------------------|----------------------------------|

### Units Sold\*



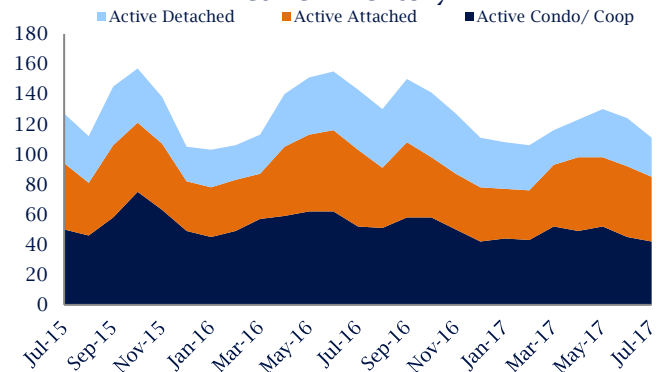
### Units Sold

There was a decrease in total units sold in July, with 43 sold this month in Georgetown versus 59 last month, a decrease of 27%. This month's total units sold was lower than at this time last year, a decrease of 20% versus July 2016.

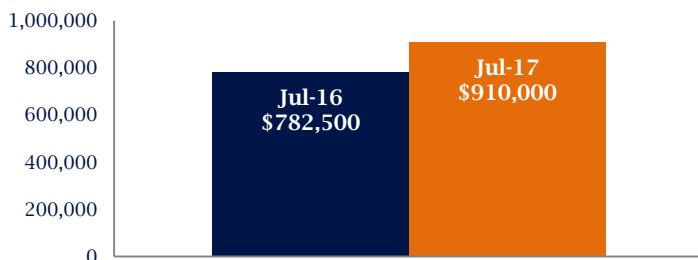
### Active Inventory

Versus last year, the total number of homes available this month is lower by 32 units or 22%. The total number of active inventory this July was 111 compared to 143 in July 2016. This month's total of 111 is lower than the previous month's total supply of available inventory of 124, a decrease of 10%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last July, the median sale price for Georgetown Homes was \$782,500. This July, the median sale price was \$910,000, an increase of 16% or \$127,500 compared to last year. The current median sold price is 19% lower than in June.

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

Georgetown is defined as properties in zip code 20007.

\*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.



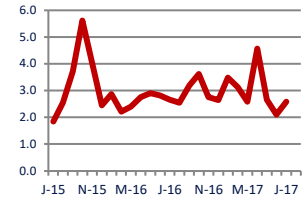
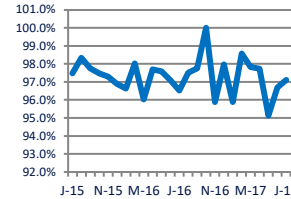
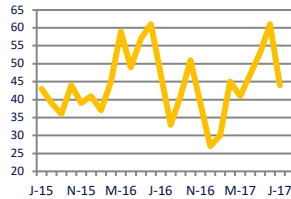
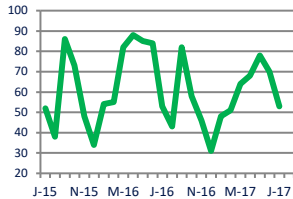


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July 2017

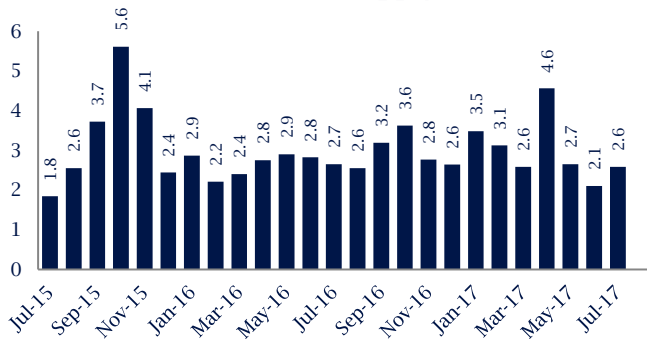
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|                           |                                |                                     |                                |
|---------------------------|--------------------------------|-------------------------------------|--------------------------------|
| <b>New Listings</b><br>53 | <b>Current Contracts</b><br>44 | <b>Sold Vs. List Price</b><br>97.1% | <b>Months of Supply</b><br>2.6 |
|---------------------------|--------------------------------|-------------------------------------|--------------------------------|



|                                  |                                 |                                |                                  |
|----------------------------------|---------------------------------|--------------------------------|----------------------------------|
| <b>No Change</b><br>Vs. Year Ago | <b>Down -6%</b><br>Vs. Year Ago | <b>Up 0.6%</b><br>Vs. Year Ago | <b>No Change</b><br>Vs. Year Ago |
|----------------------------------|---------------------------------|--------------------------------|----------------------------------|

### Months Of Supply



### Months of Supply

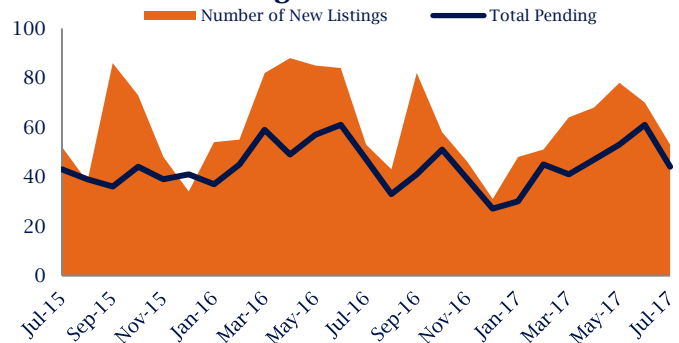
In July, there was 2.6 months of supply available in Georgetown. The amount of supply is similar compared to a year ago.

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 53 homes newly listed for sale in Georgetown, which is similar to the amount in July 2016. There were 44 current contracts pending sale this July compared to 47 a year ago. The number of current contracts is 6% lower than last July.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In July, the average sale price in Georgetown was 97.1% of the average list price, which is 0.6% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 27, lower than the average last year, which was 47, a decrease of 43%.

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