



The Long & Foster Market Minute™

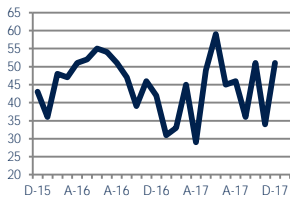
Focus On: Georgetown Housing Market

December 2017

Zip Code(s): 20007

Units Sold

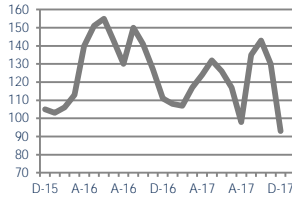
51



Up 21%
Vs. Year Ago

Active Inventory

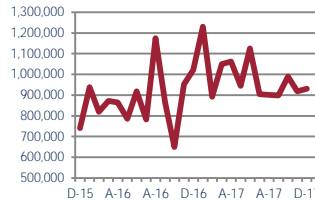
93



Down -16%
Vs. Year Ago

Median Sale Price

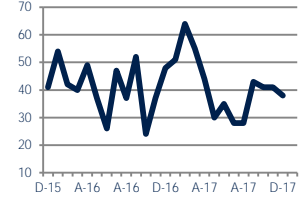
\$930,000



Down -9%
Vs. Year Ago

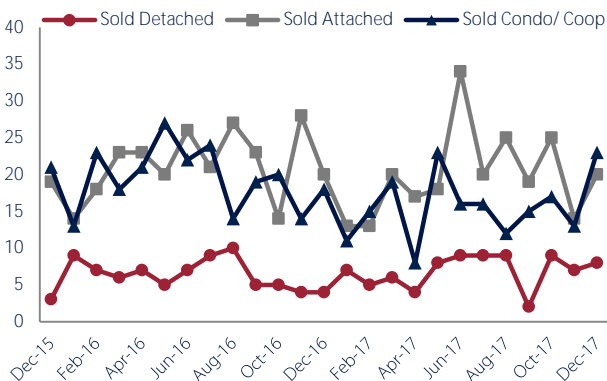
Days On Market

38



Down -21%
Vs. Year Ago

Units Sold*



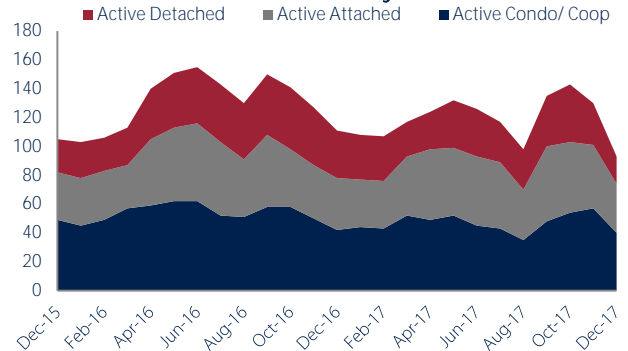
Units Sold

There was an increase in total units sold in December, with 51 sold this month in Georgetown. This month's total units sold was higher than at this time last year.

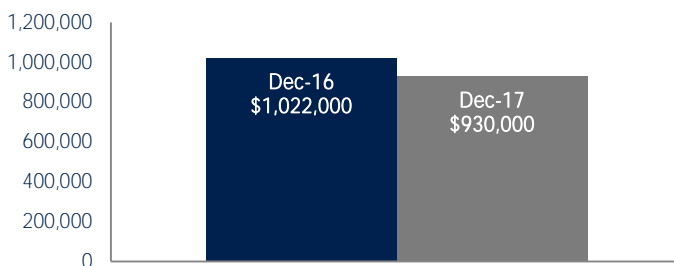
Active Inventory

Versus last year, the total number of homes available this month is lower by 18 units or 16%. The total number of active inventory this December was 93 compared to 111 in December 2016. This month's total of 93 is lower than the previous month's total supply of available inventory of 130, a decrease of 28%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for Georgetown Homes was \$1,022,000. This December, the median sale price was \$930,000, a decrease of 9% or \$92,000 compared to last year. The current median sold price is 1% higher than in November.

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.

CHRISTIE'S
INTERNATIONAL REAL ESTATE





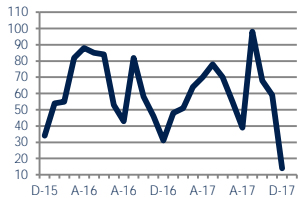
Focus On: Georgetown Housing Market

December 2017

Zip Code(s): 20007

New Listings

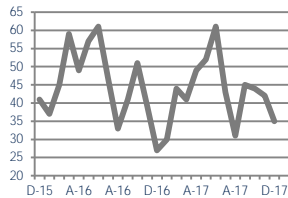
14



Down -55%
Vs. Year Ago

Current Contracts

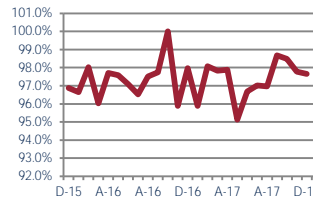
35



Up 30%
Vs. Year Ago

Sold Vs. List Price

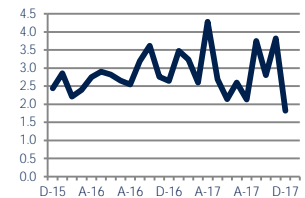
97.7%



No Change
Vs. Year Ago

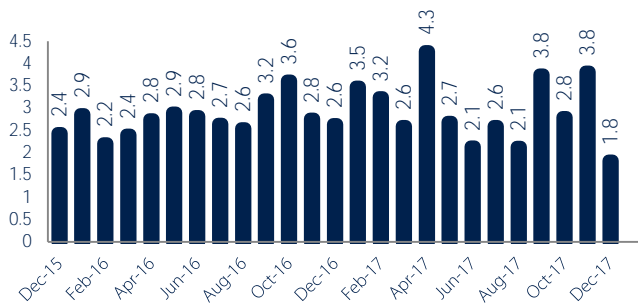
Months of Supply

1.8



Down -31%
Vs. Year Ago

Months Of Supply



Months of Supply

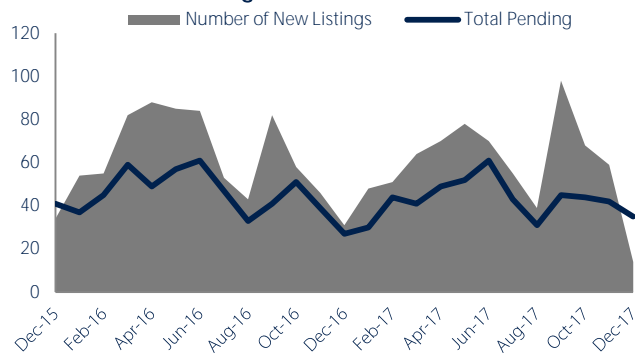
In December, there was 1.8 months of supply available in Georgetown, compared to 2.6 in December 2016. That is a decrease of 31% versus a year ago.

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.

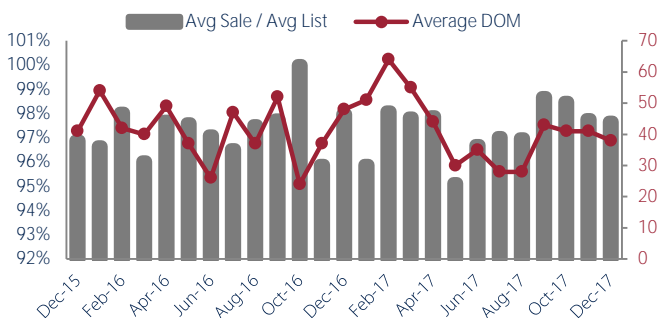
New Listings & Current Contracts

This month there were 14 homes newly listed for sale in Georgetown compared to 31 in December 2016, a decrease of 55%. There were 35 current contracts pending sale this December compared to 27 a year ago. The number of current contracts is 30% higher than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Georgetown was 97.7% 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 38, lower than the average last year, which was 48, a decrease of 21%.



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