



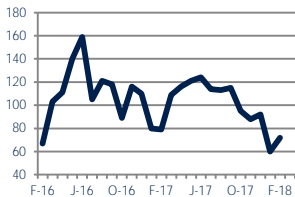
Focus On: Germantown Housing Market

February 2018

Zip Code(s): 20874 and 20876

Units Sold

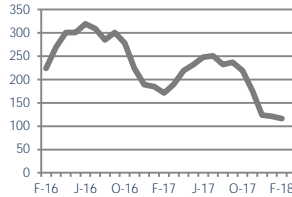
72



Down -9%
Vs. Year Ago

Active Inventory

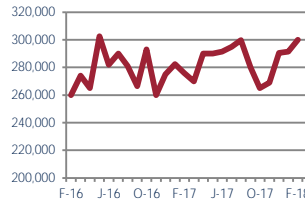
116



Down -32%
Vs. Year Ago

Median Sale Price

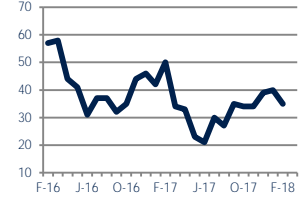
\$299,950



Up 9%
Vs. Year Ago

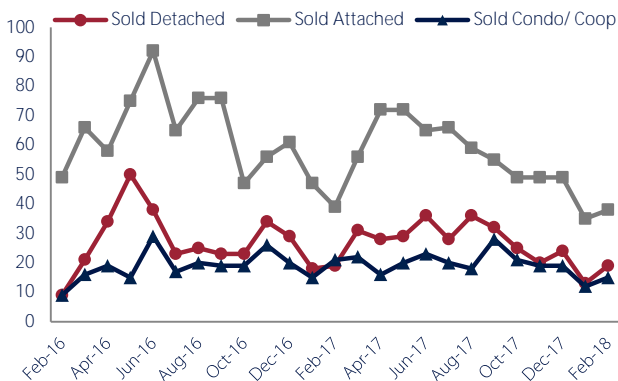
Days On Market

35



Down -30%
Vs. Year Ago

Units Sold*



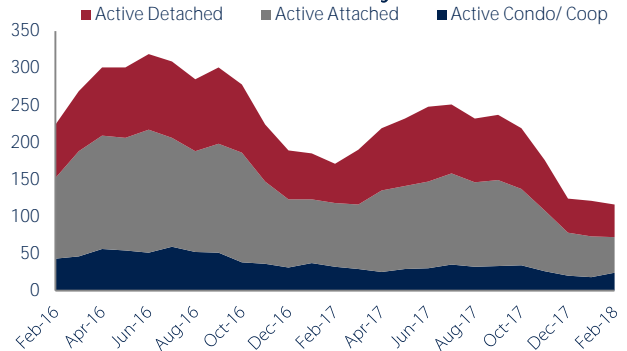
Units Sold

There was an increase in total units sold in February, with 72 sold this month in Germantown versus 60 last month, an increase of 20%. This month's total units sold was lower than at this time last year, a decrease of 9% versus February 2017.

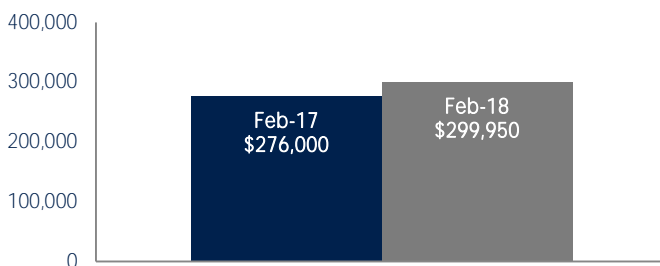
Active Inventory

Versus last year, the total number of homes available this month is lower by 55 units or 32%. The total number of active inventory this February was 116 compared to 171 in February 2017. This month's total of 116 is lower than the previous month's total supply of available inventory of 121, a decrease of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last February, the median sale price for Germantown Homes was \$276,000. This February, the median sale price was \$299,950, an increase of 9% or \$23,950 compared to last year. The current median sold price is 3% higher than in January.

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

Germantown are defined as properties listed in zip code/s 20874 and 20876.

*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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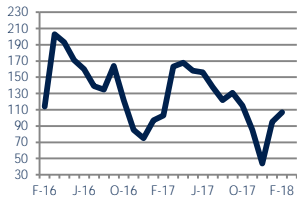
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February 2018

Zip Code(s): 20874 and 20876

New Listings

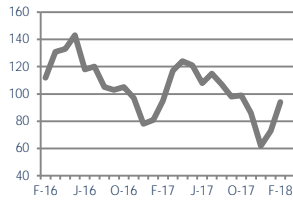
107



Up 4%
Vs. Year Ago

Current Contracts

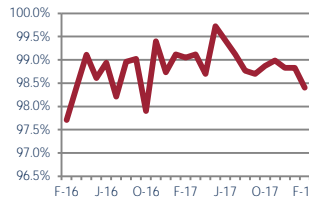
94



Down -1%
Vs. Year Ago

Sold Vs. List Price

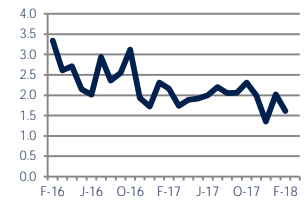
98.4%



Down -0.7%
Vs. Year Ago

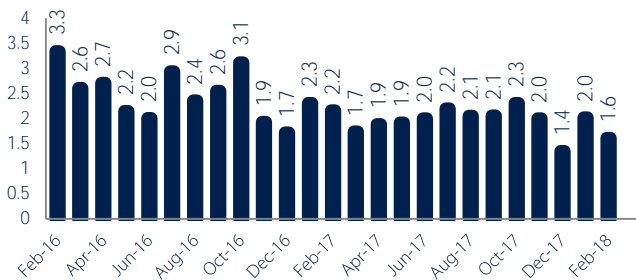
Months of Supply

1.6



Down -25%
Vs. Year Ago

Months Of Supply



Months of Supply

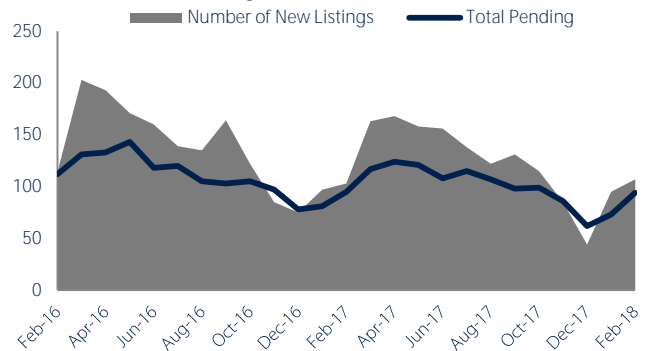
In February, there was 1.6 months of supply available in Germantown, compared to 2.2 in February 2017. That is a decrease of 26% versus a year ago.

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.

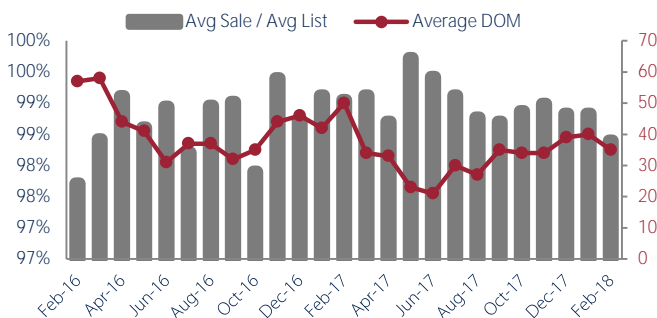
New Listings & Current Contracts

This month there were 107 homes newly listed for sale in Germantown compared to 103 in February 2017, an increase of 4%. There were 94 current contracts pending sale this February compared to 95 a year ago. The number of current contracts is 1% lower than last February.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In February, the average sale price in Germantown was 98.4% of the average list price, which is 0.7% lower than at this time last year.

Days On Market

This month, the average number of days on market was 35, lower than the average last year, which was 50, a decrease of 30%.



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