

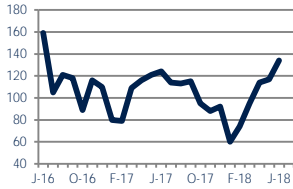


Focus On: Germantown Housing Market

June 2018

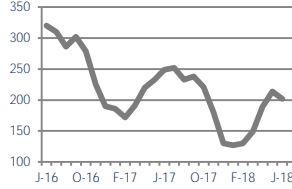
Zip Code(s): 20874 and 20876

Units Sold
134



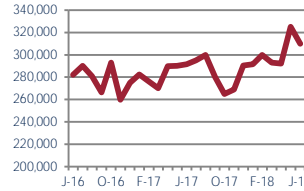
Up 8%
Vs. Year Ago

Active Inventory
202



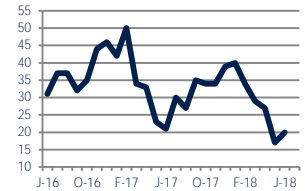
Down -19%
Vs. Year Ago

Median Sale Price
\$310,000



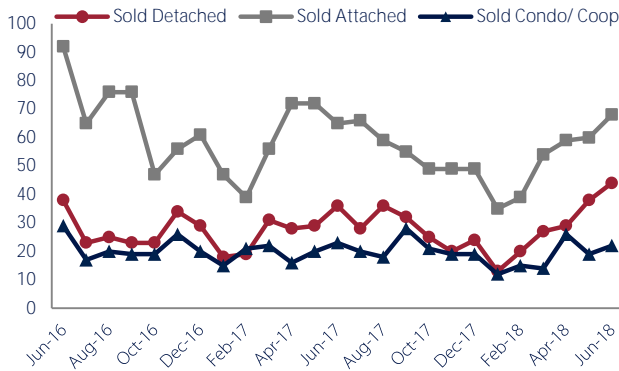
Up 6%
Vs. Year Ago

Days On Market
20



Down -5%
Vs. Year Ago

Units Sold*



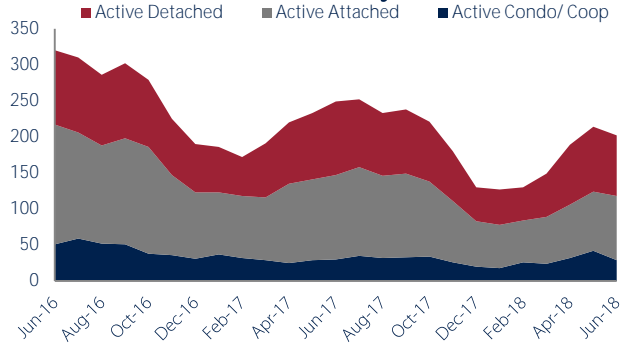
Units Sold

There was an increase in total units sold in June, with 134 sold this month in Germantown versus 117 last month, an increase of 15%. This month's total units sold was higher than at this time last year, an increase of 8% versus June 2017.

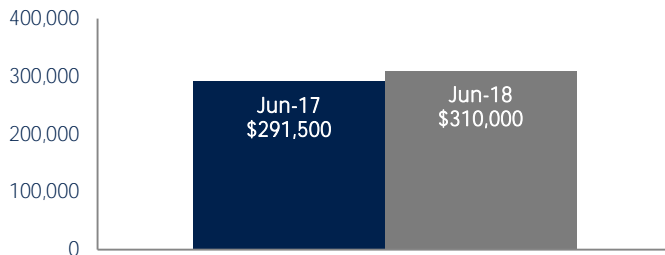
Active Inventory

Versus last year, the total number of homes available this month is lower by 47 units or 19%. The total number of active inventory this June was 202 compared to 249 in June 2017. This month's total of 202 is lower than the previous month's total supply of available inventory of 214, a decrease of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Germantown Homes was \$291,500. This June, the median sale price was \$310,000, an increase of 6% or \$18,500 compared to last year. The current median sold price is 5% lower than in May.

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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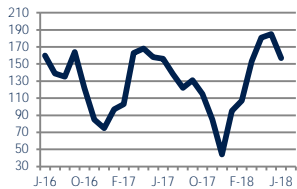
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June 2018

Zip Code(s): 20874 and 20876

New Listings

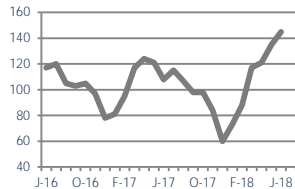
157



Up 1%
Vs. Year Ago

Current Contracts

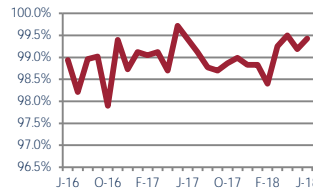
145



Up 34%
Vs. Year Ago

Sold Vs. List Price

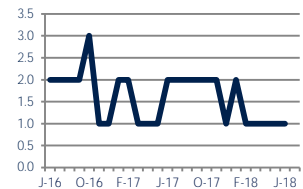
99.4%



No Change
Vs. Year Ago

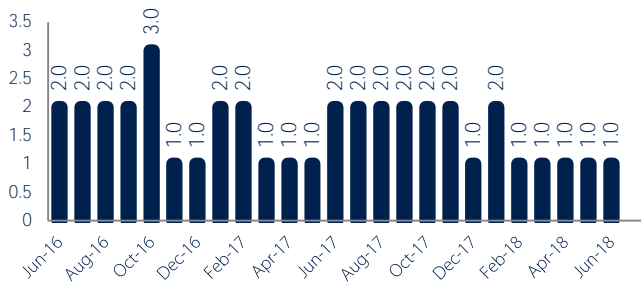
Months of Supply

1.0



Down -50%
Vs. Year Ago

Months Of Supply



Months of Supply

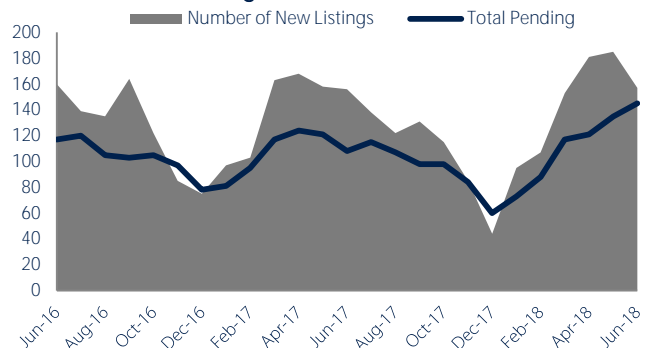
In June, there was 1.5 months of supply available in Germantown, compared to 2.0 in June 2017. That is a decrease of 25% versus a year ago.

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.

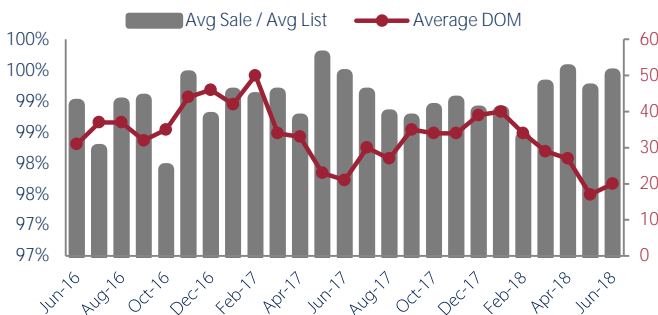
New Listings & Current Contracts

This month there were 157 homes newly listed for sale in Germantown compared to 156 in June 2017, an increase of 1%. There were 145 current contracts pending sale this June compared to 108 a year ago. The number of current contracts is 34% higher than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Germantown was 99.4% 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 20, lower than the average last year, which was 21, a decrease of 5%.



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