



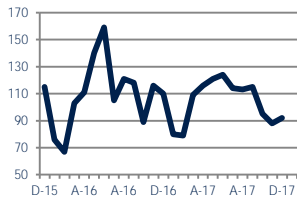
Focus On: Germantown Housing Market

December 2017

Zip Code(s): 20874 and 20876

Units Sold

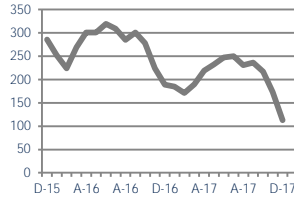
92



Down -16%  
Vs. Year Ago

Active Inventory

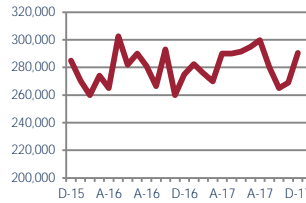
113



Down -40%  
Vs. Year Ago

Median Sale Price

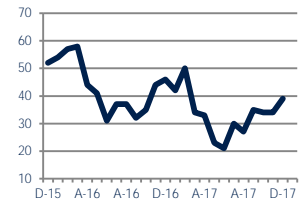
\$290,500



Up 6%  
Vs. Year Ago

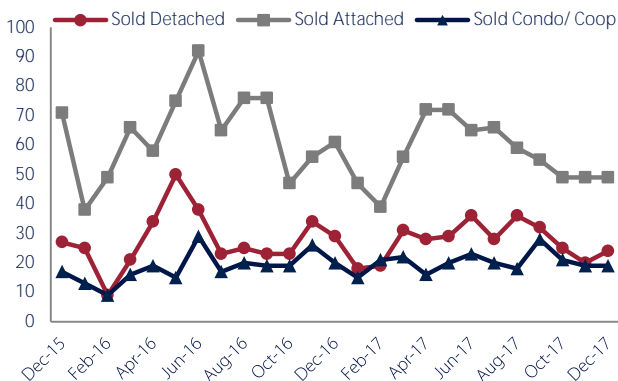
Days On Market

39



Down -15%  
Vs. Year Ago

Units Sold\*



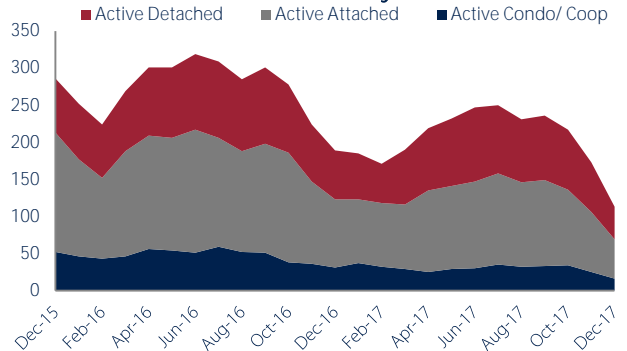
Units Sold

There was an increase in total units sold in December, with 92 sold this month in Germantown versus 88 last month, an increase of 5%. This month's total units sold was lower than at this time last year, a decrease of 16% versus December 2016.

Active Inventory

Versus last year, the total number of homes available this month is lower by 76 units or 40%. The total number of active inventory this December was 113 compared to 189 in December 2016. This month's total of 113 is lower than the previous month's total supply of available inventory of 173, a decrease of 35%.

Active Inventory\*



Median Sale Price



Median Sale Price

Last December, the median sale price for Germantown Homes was \$275,000. This December, the median sale price was \$290,500, an increase of 6% or \$15,500 compared to last year. The current median sold price is 8% 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.

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.





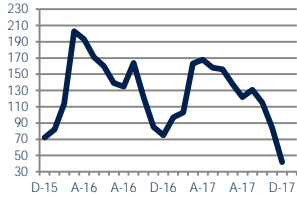
## Focus On: Germantown Housing Market

December 2017

Zip Code(s): 20874 and 20876

### New Listings

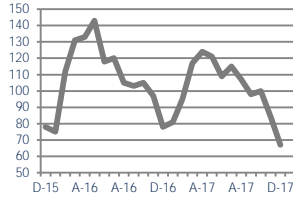
42



Down -44%  
Vs. Year Ago

### Current Contracts

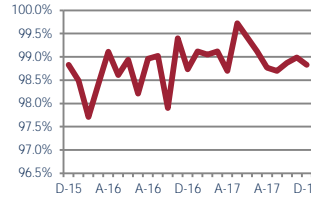
67



Down -14%  
Vs. Year Ago

### Sold Vs. List Price

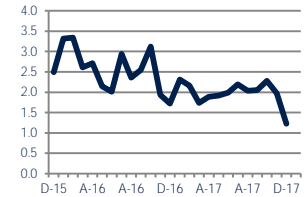
98.8%



No Change  
Vs. Year Ago

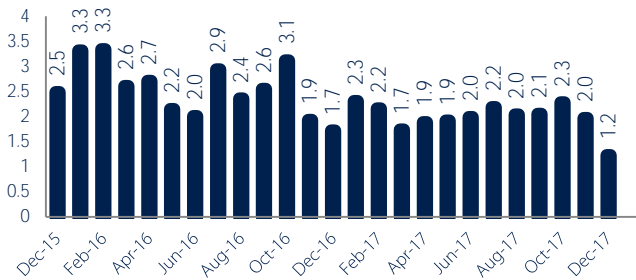
### Months of Supply

1.2



Down -28%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

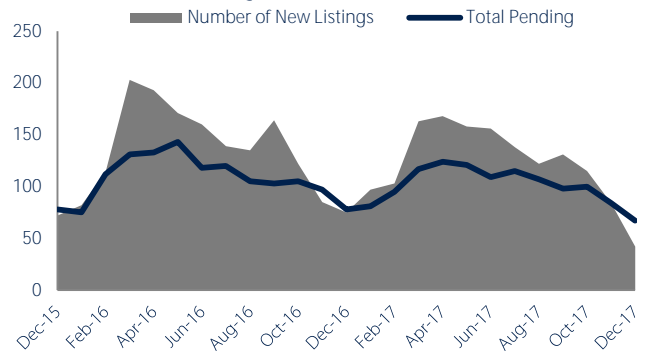
In December, there was 1.2 months of supply available in Germantown, compared to 1.7 in December 2016. That is a decrease of 29% versus a year ago.

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.

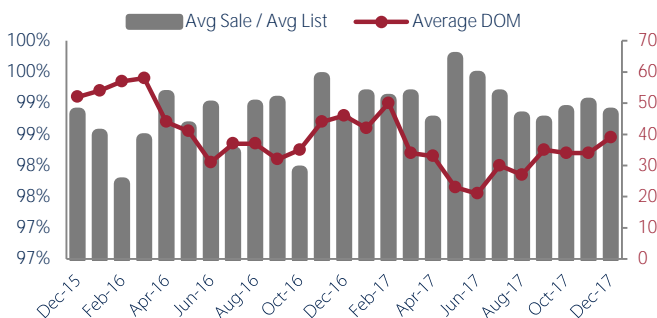
### New Listings & Current Contracts

This month there were 42 homes newly listed for sale in Germantown compared to 75 in December 2016, a decrease of 44%. There were 67 current contracts pending sale this December compared to 78 a year ago. The number of current contracts is 14% lower 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 Germantown was 98.8% 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 39, lower than the average last year, which was 46, a decrease of 15%.



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