



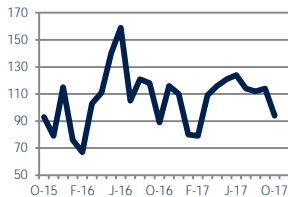
Focus On: Germantown Housing Market

October 2017

Zip Code(s): 20874 and 20876

Units Sold

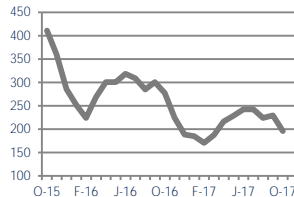
94



Up 6%  
Vs. Year Ago

Active Inventory

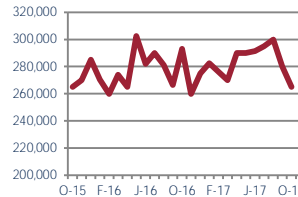
196



Down -29%  
Vs. Year Ago

Median Sale Price

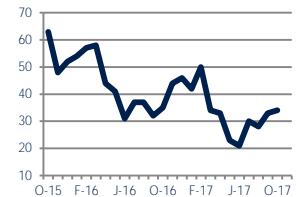
\$265,000



Down -10%  
Vs. Year Ago

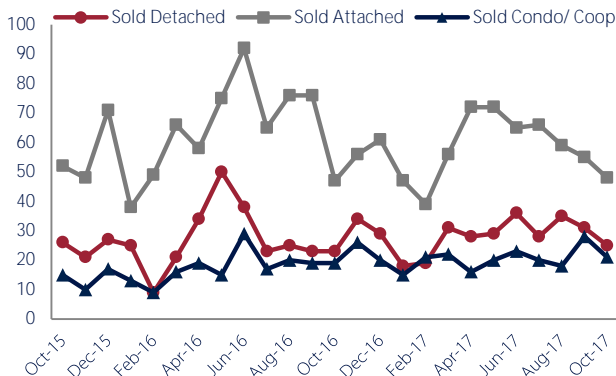
Days On Market

34



Down -3%  
Vs. Year Ago

Units Sold\*



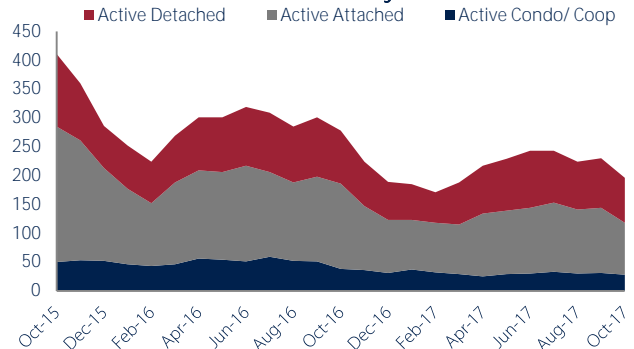
Units Sold

There was a decrease in total units sold in October, with 94 sold this month in Germantown versus 114 last month, a decrease of 18%. This month's total units sold was higher than at this time last year, an increase of 6% versus October 2016.

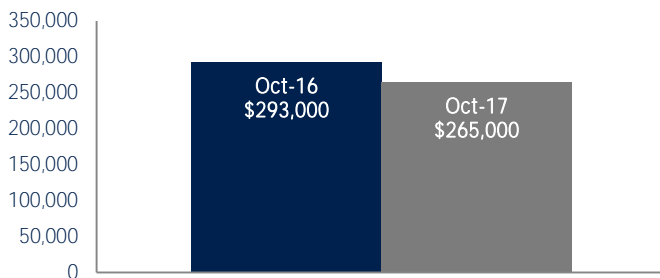
Active Inventory

Versus last year, the total number of homes available this month is lower by 82 units or 29%. The total number of active inventory this October was 196 compared to 278 in October 2016. This month's total of 196 is lower than the previous month's total supply of available inventory of 230, a decrease of 15%.

Active Inventory\*



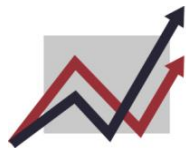
Median Sale Price



Median Sale Price

Last October, the median sale price for Germantown Homes was \$293,000. This October, the median sale price was \$265,000, a decrease of 10% or \$28,000 compared to last year. The current median sold price is 5% lower than in September.

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



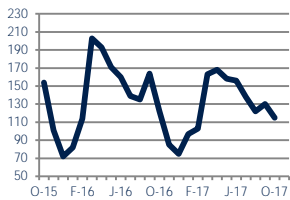
## Focus On: Germantown Housing Market

October 2017

Zip Code(s): 20874 and 20876

### New Listings

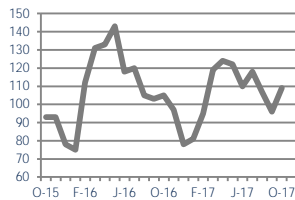
115



Down -6%  
Vs. Year Ago

### Current Contracts

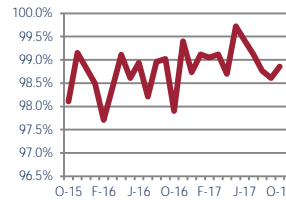
109



Up 4%  
Vs. Year Ago

### Sold Vs. List Price

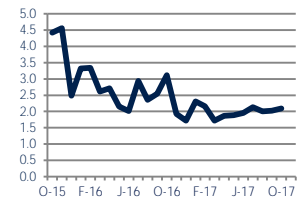
98.9%



Up 1%  
Vs. Year Ago

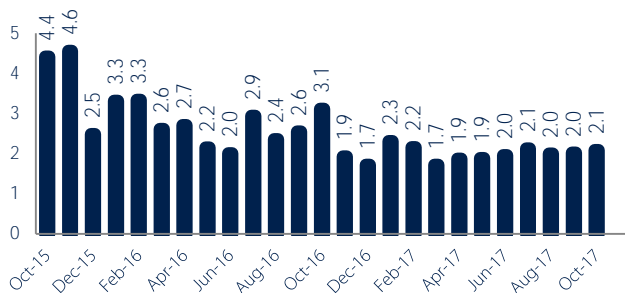
### Months of Supply

2.1



Down -33%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

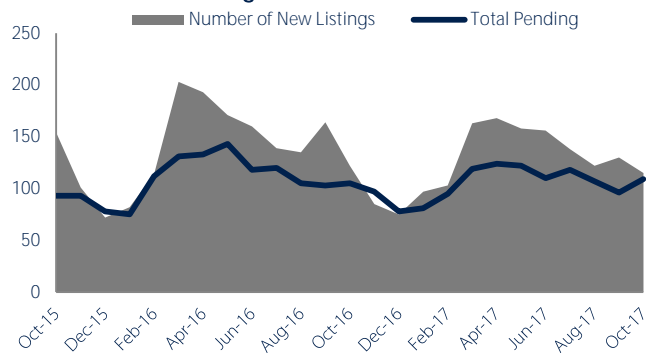
In October, there was 2.1 months of supply available in Germantown, compared to 3.1 in October 2016. That is a decrease of 33% versus a year ago.

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.

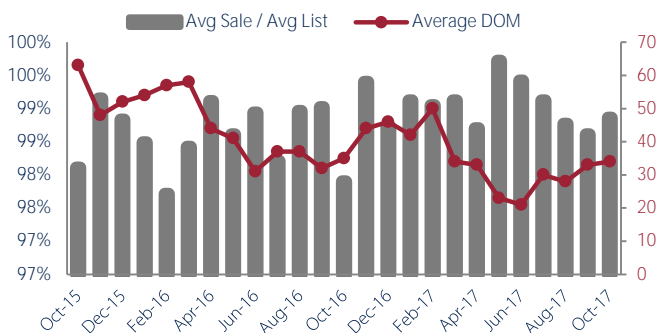
### New Listings & Current Contracts

This month there were 115 homes newly listed for sale in Germantown compared to 122 in October 2016, a decrease of 6%. There were 109 current contracts pending sale this October compared to 105 a year ago. The number of current contracts is 4% higher than last October.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In October, the average sale price in Germantown was 98.9% of the average list price, which is 1.0% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 34, lower than the average last year, which was 35, a decrease of 3%.