

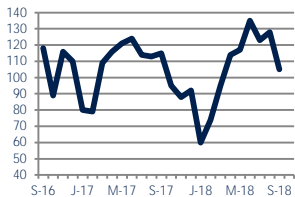
Focus On: Germantown Housing Market

September 2018

Zip Code(s): 20874 and 20876

Units Sold

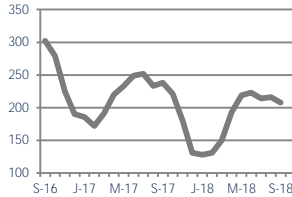
105



Down -9%
Vs. Year Ago

Active Inventory

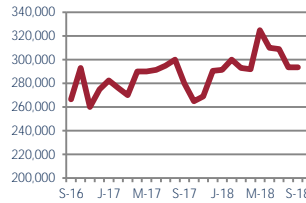
208



Down -13%
Vs. Year Ago

Median Sale Price

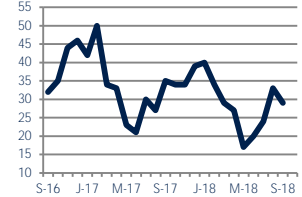
\$293,500



Up 5%
Vs. Year Ago

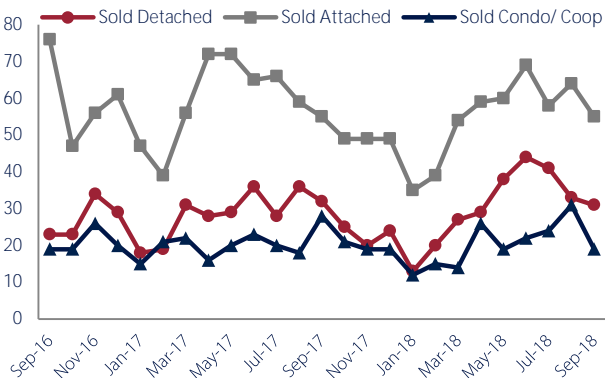
Days On Market

29



Down -17%
Vs. Year Ago

Units Sold*



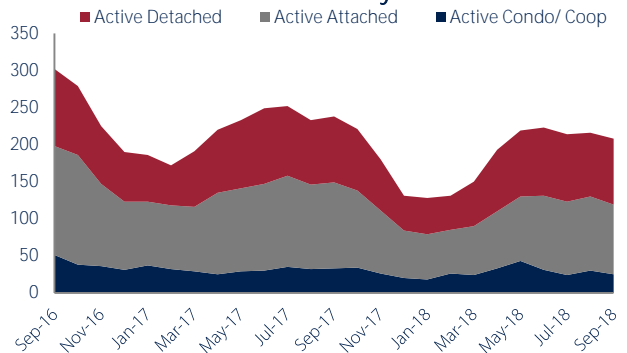
Units Sold

There was a decrease in total units sold in September, with 105 sold this month in Germantown versus 128 last month, a decrease of 18%. This month's total units sold was lower than at this time last year, a decrease of 9% versus September 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 30 units or 13%. The total number of active inventory this September was 208 compared to 238 in September 2017. This month's total of 208 is lower than the previous month's total supply of available inventory of 216, a decrease of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Germantown Homes was \$280,000. This September, the median sale price was \$293,500, an increase of 5% or \$13,500 compared to last year. The current median sold price is approximately the same as the median price in August.

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.



CHRISTIE'S
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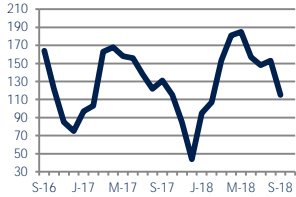
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September 2018

Zip Code(s): 20874 and 20876

New Listings

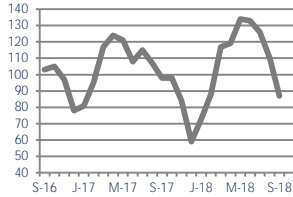
115



Down -12%
Vs. Year Ago

Current Contracts

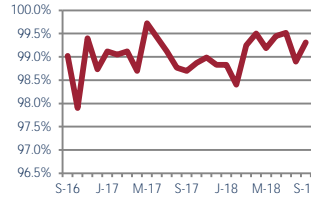
87



Down -11%
Vs. Year Ago

Sold Vs. List Price

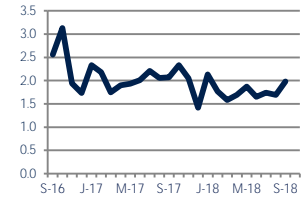
99.3%



Up 0.6%
Vs. Year Ago

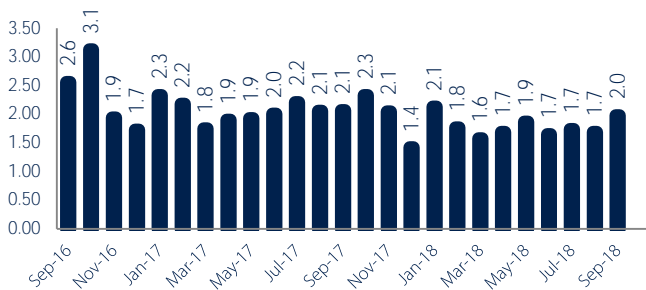
Months of Supply

2.0



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

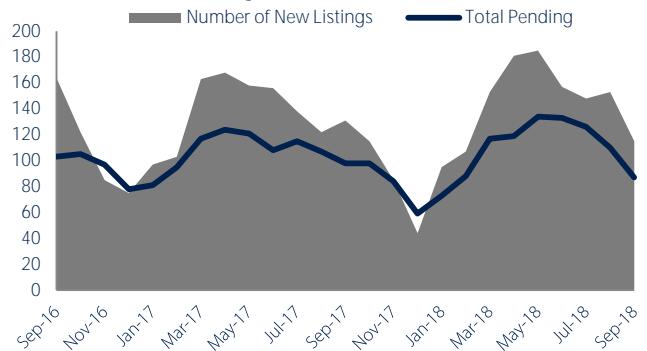
In September, there was 2.0 months of supply available in Germantown. The amount of supply is similar compared to a year ago.

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.

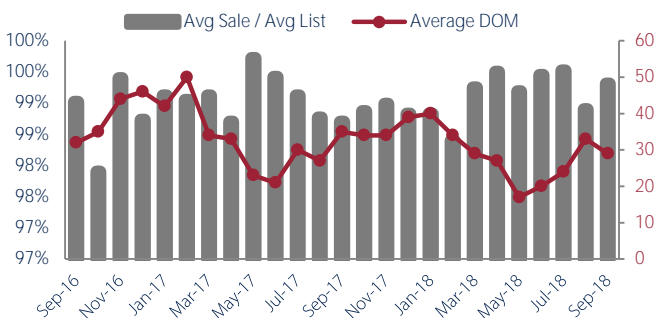
New Listings & Current Contracts

This month there were 115 homes newly listed for sale in Germantown compared to 131 in September 2017, a decrease of 12%. There were 87 current contracts pending sale this September compared to 98 a year ago. The number of current contracts is 11% lower than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Germantown was 99.3% of the average list price, which is 0.6% higher than at this time last year.

Days On Market

This month, the average number of days on market was 29, lower than the average last year, which was 35, a decrease of 17%.



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