



The Long & Foster Market Minute™

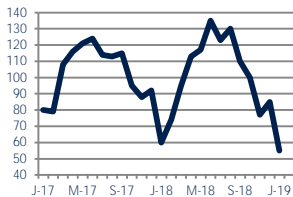
Focus On: Germantown Housing Market

January 2019

Zip Code(s): 20874 and 20876

Units Sold

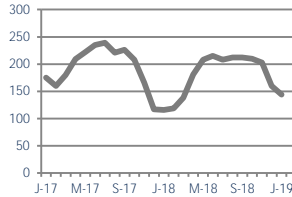
55



Down -8%
Vs. Year Ago

Active Inventory

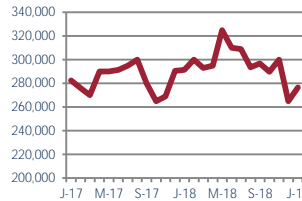
144



Up 24%
Vs. Year Ago

Median Sale Price

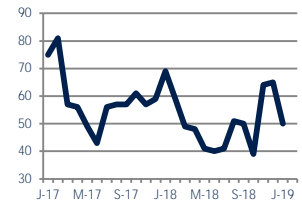
\$276,500



Down -5%
Vs. Year Ago

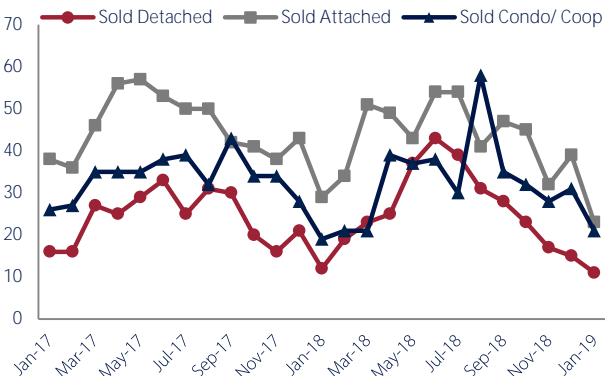
Days On Market

50



Down -28%
Vs. Year Ago

Units Sold*



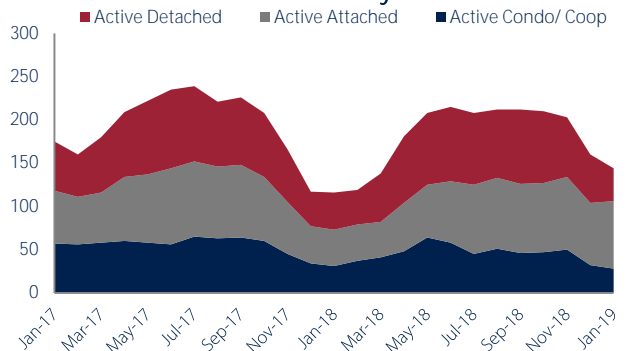
Units Sold

There was a decrease in total units sold in January, with 55 sold this month in Germantown. This month's total units sold was lower than at this time last year.

Active Inventory

Versus last year, the total number of homes available this month is higher by 28 units or 24%. The total number of active inventory this January was 144 compared to 116 in January 2018. This month's total of 144 is lower than the previous month's total supply of available inventory of 160, a decrease of 10%.

Active Inventory*

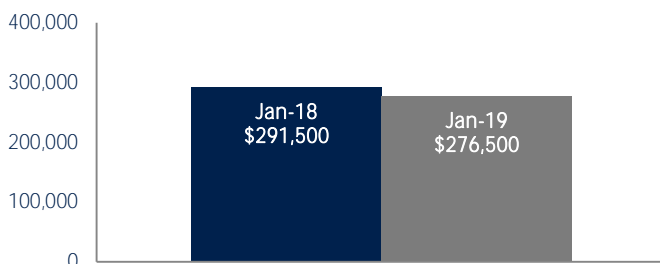


Median Sale Price

Last January, the median sale price for Germantown Homes was \$291,500. This January, the median sale price was \$276,500, a decrease of 5% or \$15,000 compared to last year. The current median sold price is 4% higher than in December.

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

Median Sale Price



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 BRIGHTMLS 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 BRIGHTMLS or Long & Foster Real Estate, Inc.



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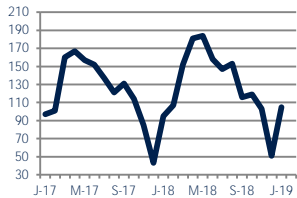
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New Listings

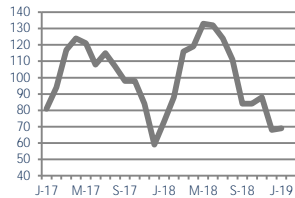
105



Up 11%
Vs. Year Ago

Current Contracts

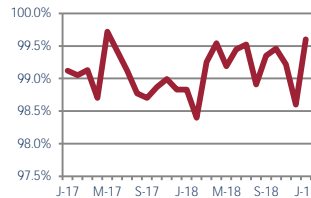
69



Down -5%
Vs. Year Ago

Sold Vs. List Price

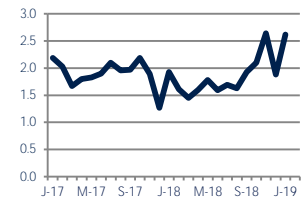
99.6%



Up 0.8%
Vs. Year Ago

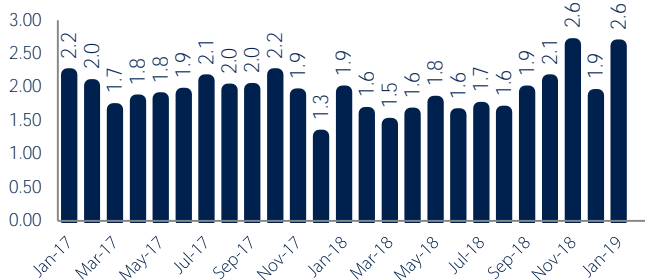
Months of Supply

2.6



Up 36%
Vs. Year Ago

Months Of Supply



Months of Supply

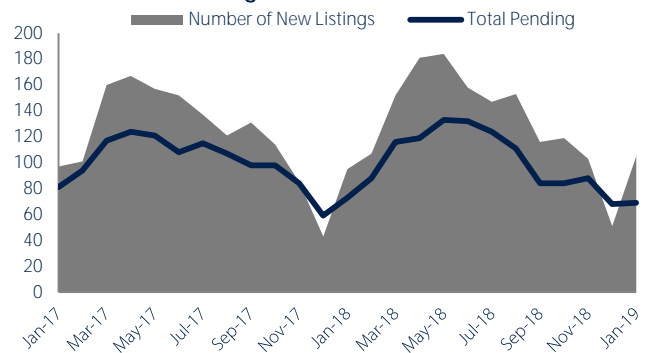
In January, there was 2.6 months of supply available in Germantown, compared to 1.9 in January 2018. That is an increase of 35% versus a year ago.

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.

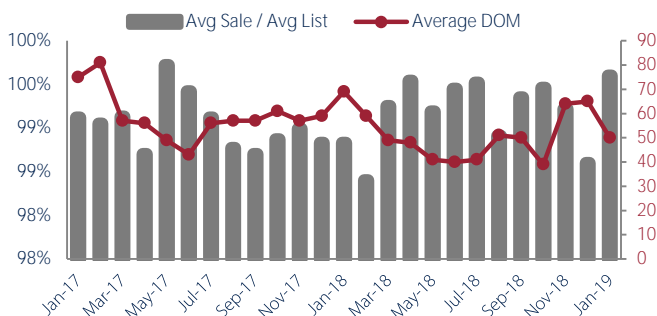
New Listings & Current Contracts

This month there were 105 homes newly listed for sale in Germantown compared to 95 in January 2018, an increase of 11%. There were 69 current contracts pending sale this January compared to 73 a year ago. The number of current contracts is 5% lower than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Germantown was 99.6% of the average list price, which is 0.8% higher than at this time last year.

Days On Market

This month, the average number of days on market was 50, lower than the average last year, which was 69, a decrease of 28%.



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