

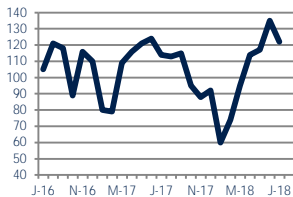
## Focus On: Germantown Housing Market

July 2018

Zip Code(s): 20874 and 20876

### Units Sold

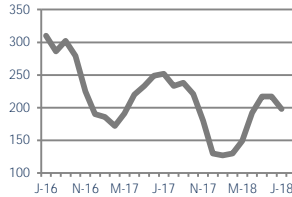
122



Up 7%  
Vs. Year Ago

### Active Inventory

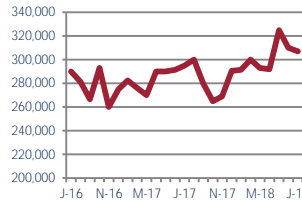
198



Down -21%  
Vs. Year Ago

### Median Sale Price

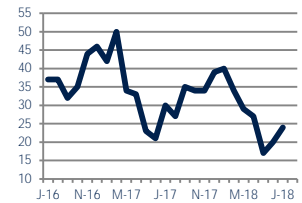
\$307,000



Up 4%  
Vs. Year Ago

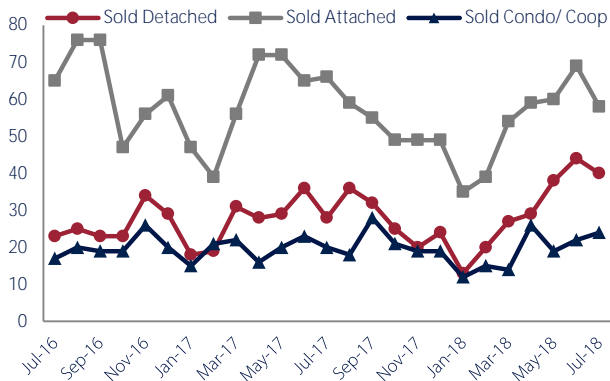
### Days On Market

24



Down -20%  
Vs. Year Ago

### Units Sold\*



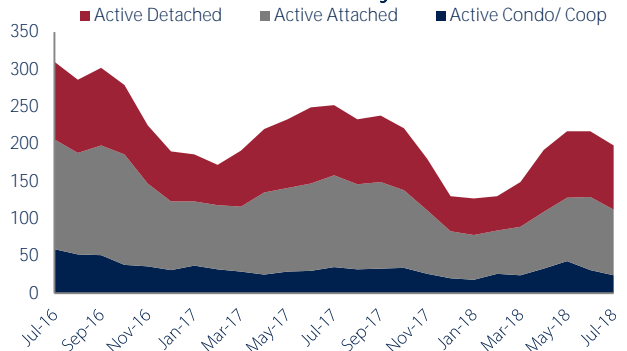
### Units Sold

There was a decrease in total units sold in July, with 122 sold this month in Germantown versus 135 last month, a decrease of 10%. This month's total units sold was higher than at this time last year, an increase of 7% versus July 2017.

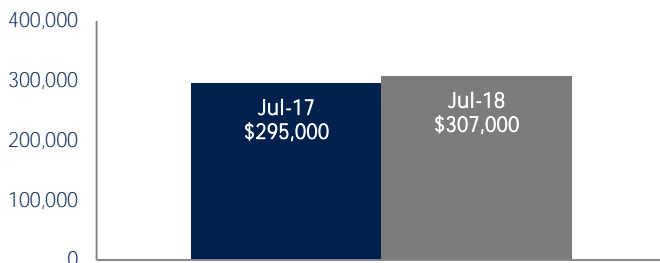
### Active Inventory

Versus last year, the total number of homes available this month is lower by 54 units or 21%. The total number of active inventory this July was 198 compared to 252 in July 2017. This month's total of 198 is lower than the previous month's total supply of available inventory of 217, a decrease of 9%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last July, the median sale price for Germantown Homes was \$295,000. This July, the median sale price was \$307,000, an increase of 4% or \$12,000 compared to last year. The current median sold price is 1% lower than in June.

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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INTERNATIONAL REAL ESTATE



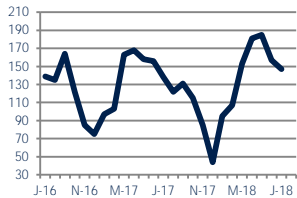
**Focus On:** Germantown Housing Market

July 2018

Zip Code(s): 20874 and 20876

**New Listings**

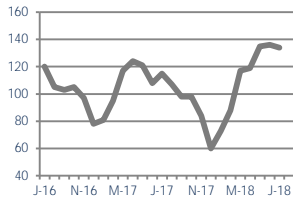
147



**Up 7%**  
Vs. Year Ago

**Current Contracts**

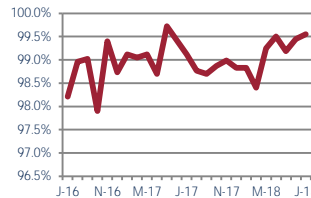
134



**Up 17%**  
Vs. Year Ago

**Sold Vs. List Price**

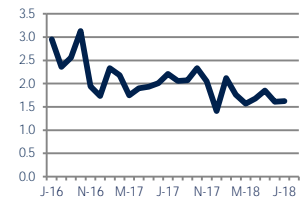
99.6%



**No Change**  
Vs. Year Ago

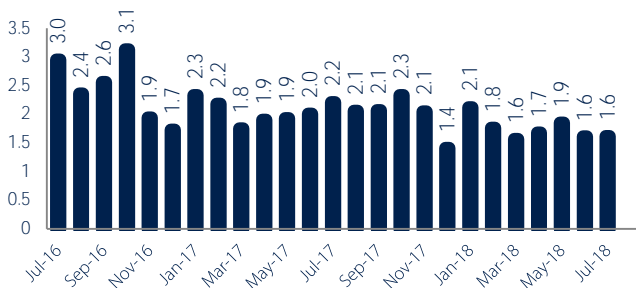
**Months of Supply**

1.6



**Down -27%**  
Vs. Year Ago

**Months Of Supply**



**Months of Supply**

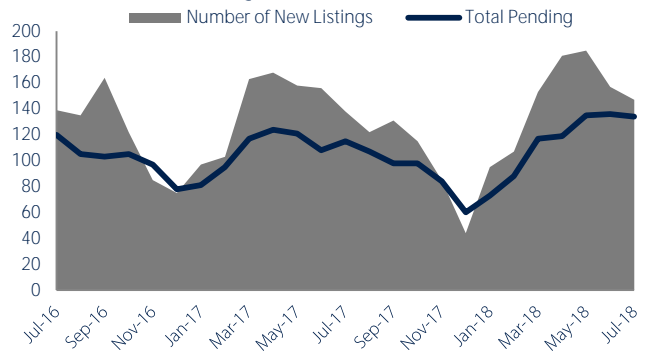
In July, there was 1.6 months of supply available in Germantown, compared to 2.2 in July 2017. That is a decrease of 27% versus a year ago.

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.

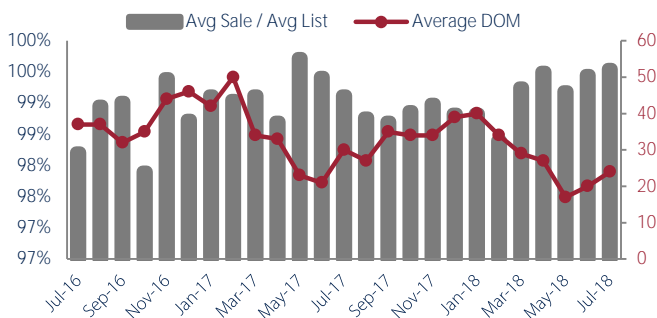
**New Listings & Current Contracts**

This month there were 147 homes newly listed for sale in Germantown compared to 138 in July 2017, an increase of 7%. There were 134 current contracts pending sale this July compared to 115 a year ago. The number of current contracts is 17% higher than last July.

**New Listings & Current Contracts**



**Sale Price/ List Price & DOM**



**Sale Price to List Price Ratio**

In July, the average sale price in Germantown was 99.6% 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 24, lower than the average last year, which was 30, a decrease of 20%.



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