



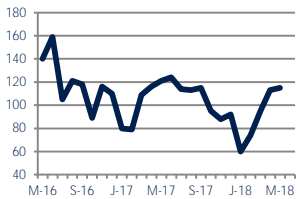
Focus On: Germantown Housing Market

May 2018

Zip Code(s): 20874 and 20876

Units Sold

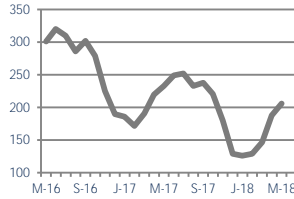
115



Down -5%
Vs. Year Ago

Active Inventory

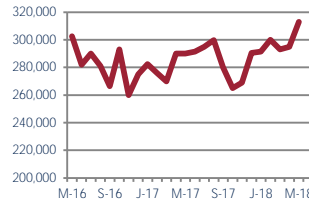
206



Down -12%
Vs. Year Ago

Median Sale Price

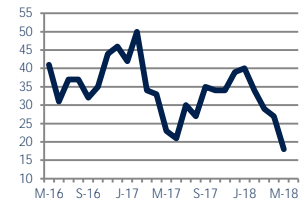
\$313,000



Up 8%
Vs. Year Ago

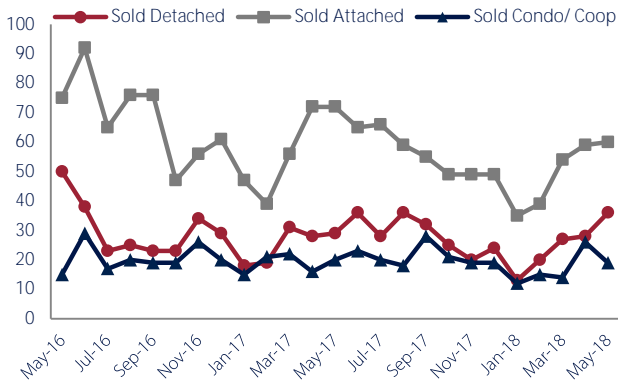
Days On Market

18



Down -22%
Vs. Year Ago

Units Sold*



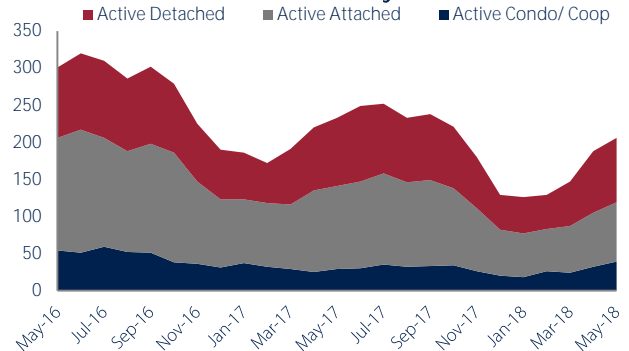
Units Sold

There was an increase in total units sold in May, with 115 sold this month in Germantown versus 113 last month, an increase of 2%. This month's total units sold was lower than at this time last year, a decrease of 5% versus May 2017.

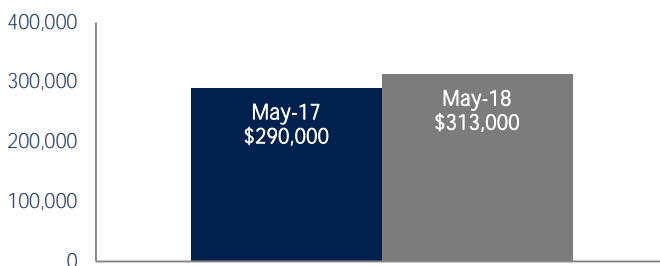
Active Inventory

Versus last year, the total number of homes available this month is lower by 27 units or 12%. The total number of active inventory this May was 206 compared to 233 in May 2017. This month's total of 206 is higher than the previous month's total supply of available inventory of 188, an increase of 10%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for Germantown Homes was \$290,000. This May, the median sale price was \$313,000, an increase of 8% or \$23,000 compared to last year. The current median sold price is 6% higher than in April.

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.



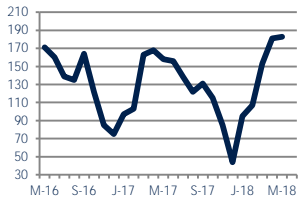
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May 2018

Zip Code(s): 20874 and 20876

New Listings

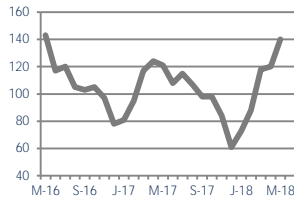
183



Up 16%
Vs. Year Ago

Current Contracts

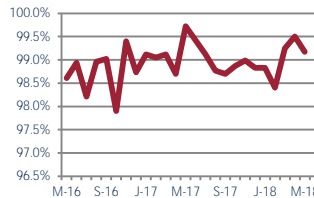
140



Up 16%
Vs. Year Ago

Sold Vs. List Price

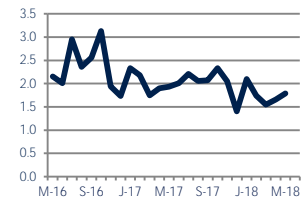
99.2%



Down -0.6%
Vs. Year Ago

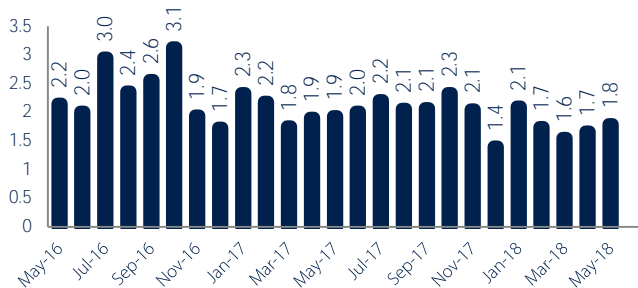
Months of Supply

1.8



Down -7%
Vs. Year Ago

Months Of Supply



Months of Supply

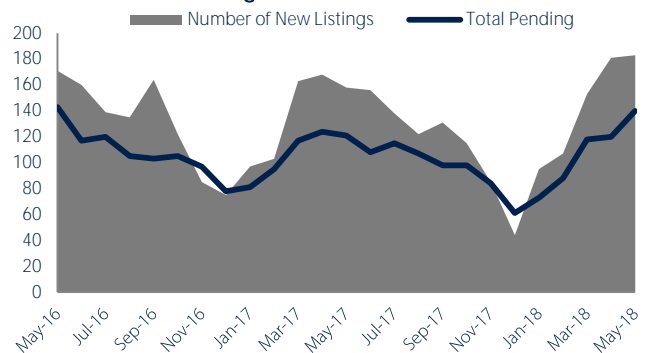
In May, there was 1.8 months of supply available in Germantown, compared to 1.9 in May 2017. That is a decrease of 7% versus a year ago.

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.

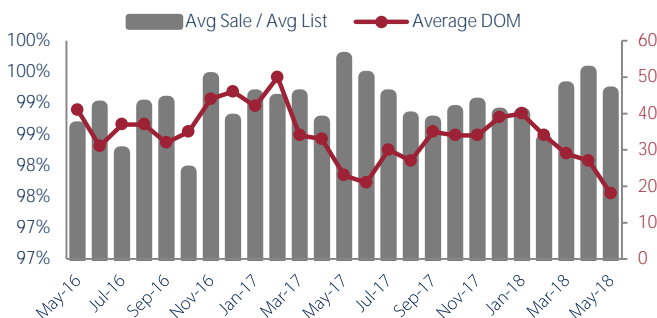
New Listings & Current Contracts

This month there were 183 homes newly listed for sale in Germantown compared to 158 in May 2017, an increase of 16%. There were 140 current contracts pending sale this May compared to 121 a year ago. The number of current contracts is 16% higher than last May.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In May, the average sale price in Germantown was 99.2% of the average list price, which is 0.5% lower than at this time last year.

Days On Market

This month, the average number of days on market was 18, lower than the average last year, which was 23, a decrease of 22%.



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