



The Long & Foster Market Minute™

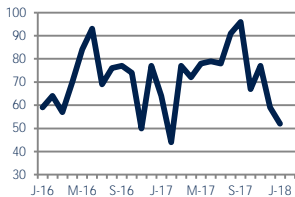
Focus On: Clinton, Brandywine, and Cheltenham Housing Market

January 2018

Zip Code(s): 20735, 20613 and 20623

Units Sold

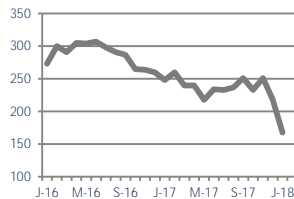
52



Down -19%
Vs. Year Ago

Active Inventory

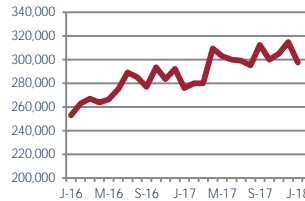
168



Down -32%
Vs. Year Ago

Median Sale Price

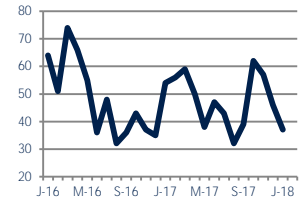
\$297,500



Up 8%
Vs. Year Ago

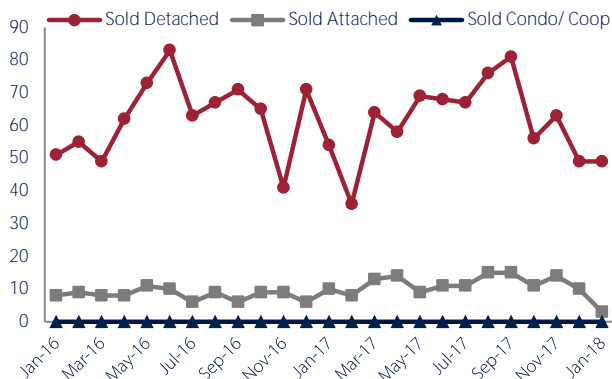
Days On Market

37



Down -31%
Vs. Year Ago

Units Sold*



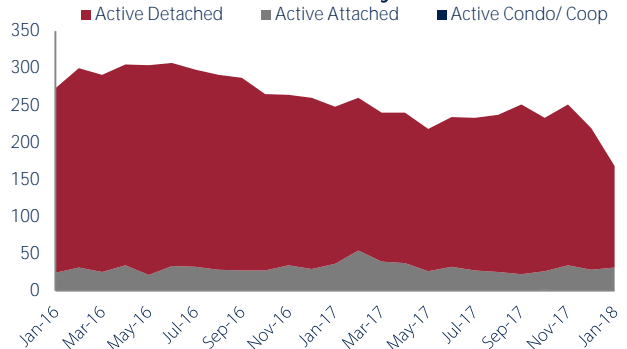
Units Sold

There was a decrease in total units sold in January, with 52 sold this month in Clinton, Brandywine, and Cheltenham versus 59 last month, a decrease of 12%. This month's total units sold was lower than at this time last year, a decrease of 19% versus January 2017.

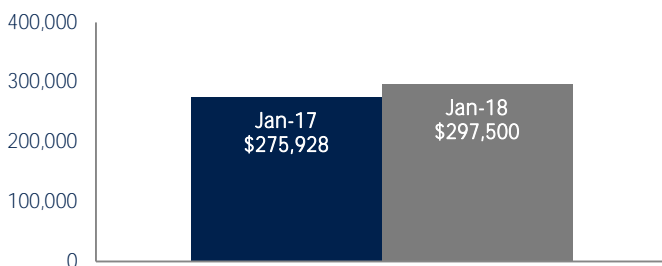
Active Inventory

Versus last year, the total number of homes available this month is lower by 80 units or 32%. The total number of active inventory this January was 168 compared to 248 in January 2017. This month's total of 168 is lower than the previous month's total supply of available inventory of 219, a decrease of 23%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Clinton, Brandywine, and Cheltenham Homes was \$275,928. This January, the median sale price was \$297,500, an increase of 8% or \$21,572 compared to last year. The current median sold price is 6% lower 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.

Clinton, Brandywine, and Cheltenham are defined as properties listed in zip code/s 20735, 20613 and 20623.

*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
INTERNATIONAL REAL ESTATE

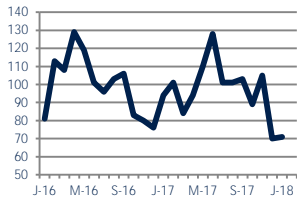




Zip Code(s): 20735, 20613 and 20623

New Listings

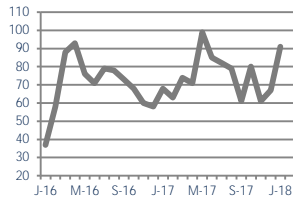
71



Down -24%
Vs. Year Ago

Current Contracts

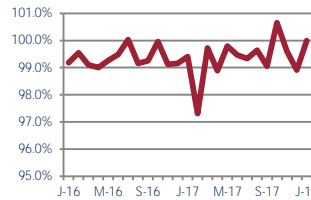
91



Up 34%
Vs. Year Ago

Sold Vs. List Price

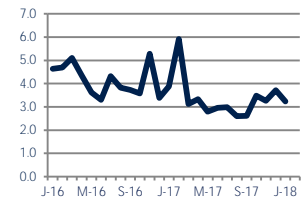
100.0%



Up 0.6%
Vs. Year Ago

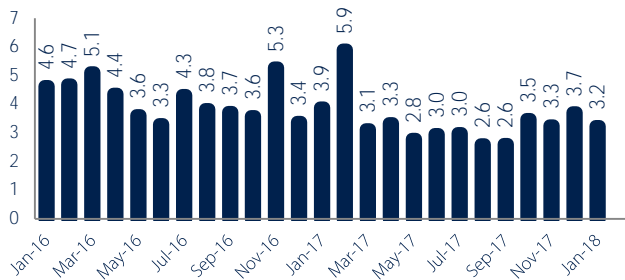
Months of Supply

3.2



Down -17%
Vs. Year Ago

Months Of Supply



Months of Supply

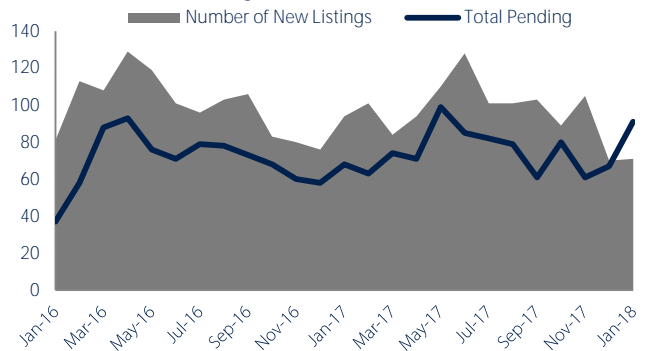
In January, there was 3.2 months of supply available in Clinton, Brandywine, and Cheltenham, compared to 3.9 in January 2017. That is a decrease of 17% versus a year ago.

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.

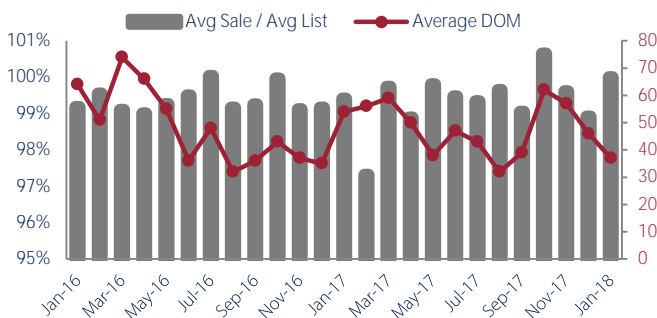
New Listings & Current Contracts

This month there were 71 homes newly listed for sale in Clinton, Brandywine, and Cheltenham compared to 94 in January 2017, a decrease of 24%. There were 91 current contracts pending sale this January compared to 68 a year ago. The number of current contracts is 34% higher 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 Clinton, Brandywine, and Cheltenham was 100.0% 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 37, lower than the average last year, which was 54, a decrease of 31%.



Clinton, Brandywine, and Cheltenham are defined as properties listed in zip code/s 20735, 20613 and 20623.

*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.

