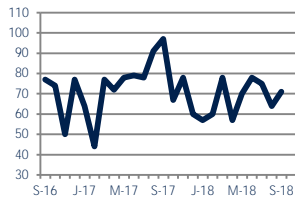


Zip Code(s): 20735, 20613 and 20623

Units Sold

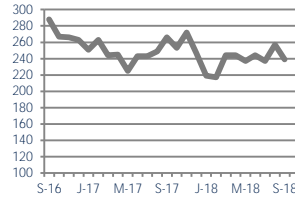
71



Down -27%
Vs. Year Ago

Active Inventory

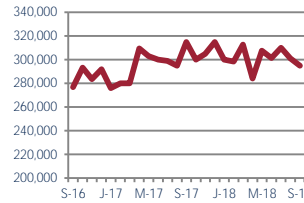
239



Down -10%
Vs. Year Ago

Median Sale Price

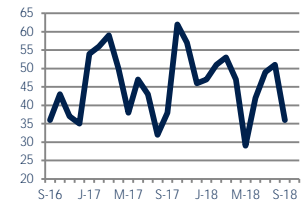
\$295,000



Down -6%
Vs. Year Ago

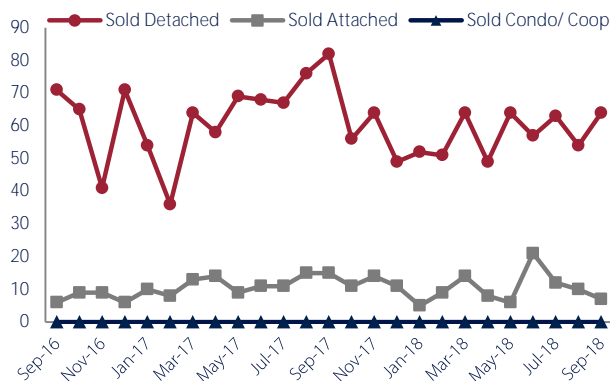
Days On Market

36



Down -5%
Vs. Year Ago

Units Sold*



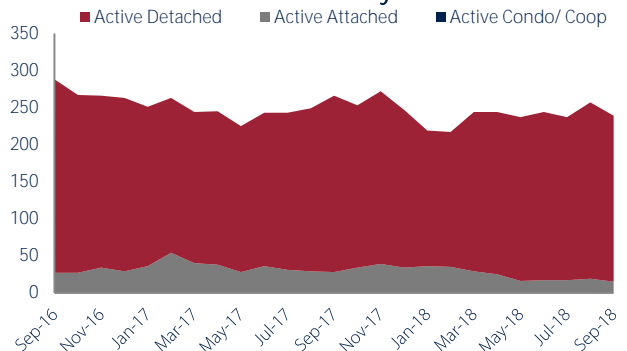
Units Sold

There was an increase in total units sold in September, with 71 sold this month in Clinton, Brandywine, and Cheltenham versus 64 last month, an increase of 11%. This month's total units sold was lower than at this time last year, a decrease of 27% versus September 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 27 units or 10%. The total number of active inventory this September was 239 compared to 266 in September 2017. This month's total of 239 is lower than the previous month's total supply of available inventory of 257, a decrease of 7%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Clinton, Brandywine, and Cheltenham Homes was \$315,000. This September, the median sale price was \$295,000, a decrease of 6% or \$20,000 compared to last year. The current median sold price is 2% lower than in August.

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.

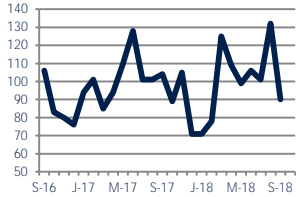
Information included in this report is based on data supplied by MRIS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of MRIS or Long & Foster Real Estate, Inc.



Zip Code(s): 20735, 20613 and 20623

New Listings

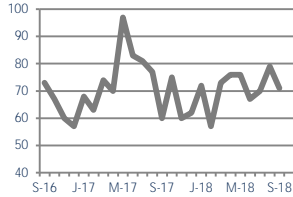
90



Down -13%
Vs. Year Ago

Current Contracts

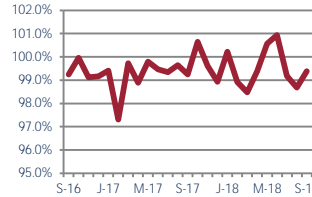
71



Up 18%
Vs. Year Ago

Sold Vs. List Price

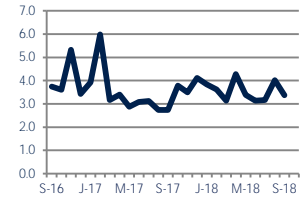
99.4%



No Change
Vs. Year Ago

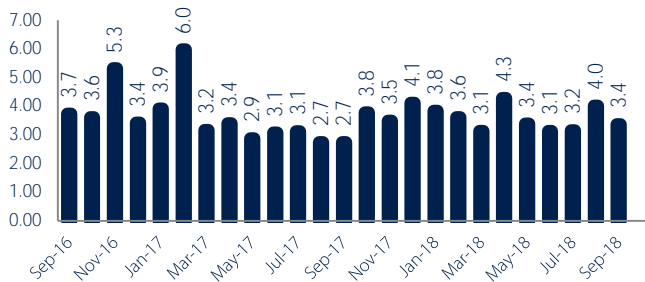
Months of Supply

3.4



Up 23%
Vs. Year Ago

Months Of Supply



New Listings & Current Contracts

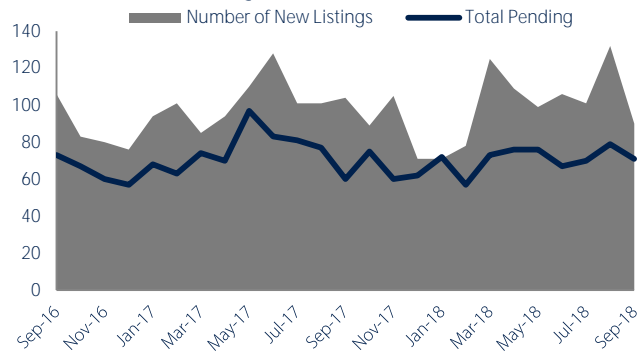
This month there were 90 homes newly listed for sale in Clinton, Brandywine, and Cheltenham compared to 104 in September 2017, a decrease of 13%. There were 71 current contracts pending sale this September compared to 60 a year ago. The number of current contracts is 18% higher than last September.

Months of Supply

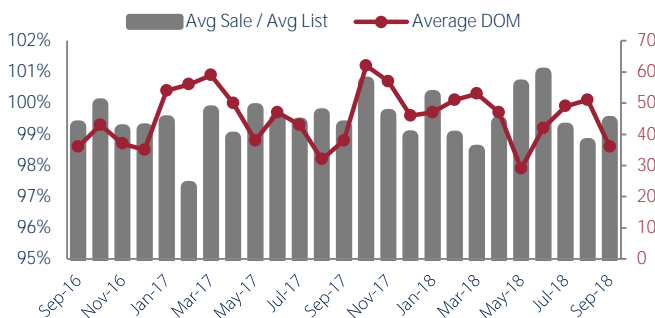
In September, there was 3.4 months of supply available in Clinton, Brandywine, and Cheltenham, compared to 2.7 in September 2017. That is an increase of 23% versus a year ago.

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



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Clinton, Brandywine, and Cheltenham was 99.4% 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 36, lower than the average last year, which was 38, a decrease of 5%.



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