



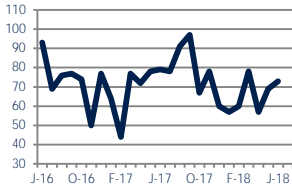
# The Long & Foster Market Minute™

Focus On: Clinton, Brandywine, and Cheltenham Housing Market

June 2018

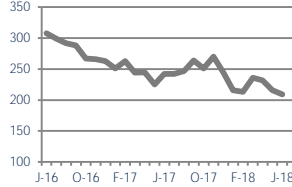
Zip Code(s): 20735, 20613 and 20623

**Units Sold**  
73



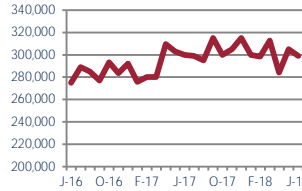
Down -8%  
Vs. Year Ago

**Active Inventory**  
209



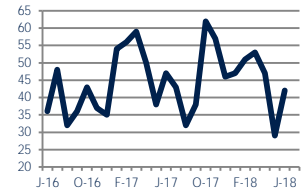
Down -14%  
Vs. Year Ago

**Median Sale Price**  
\$299,000



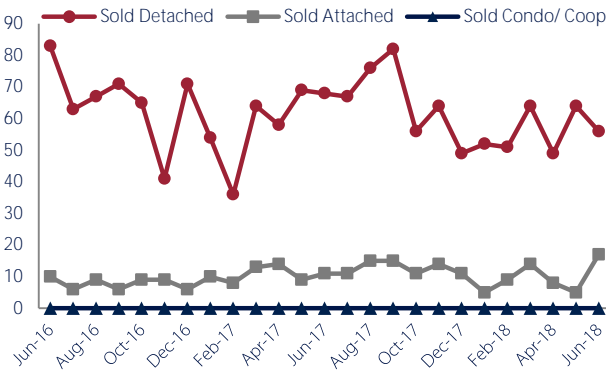
No Change  
Vs. Year Ago

**Days On Market**  
42



Down -11%  
Vs. Year Ago

## Units Sold\*



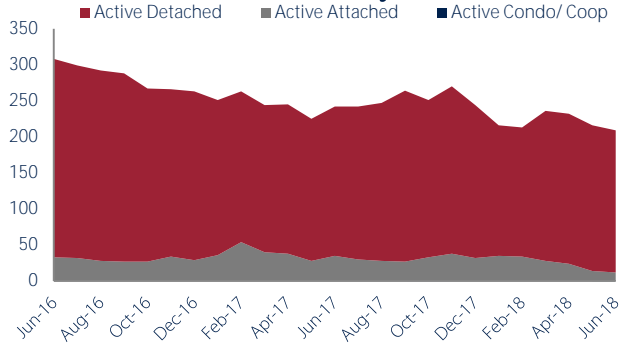
## Units Sold

There was an increase in total units sold in June, with 73 sold this month in Clinton, Brandywine, and Cheltenham versus 69 last month, an increase of 6%. This month's total units sold was lower than at this time last year, a decrease of 8% versus June 2017.

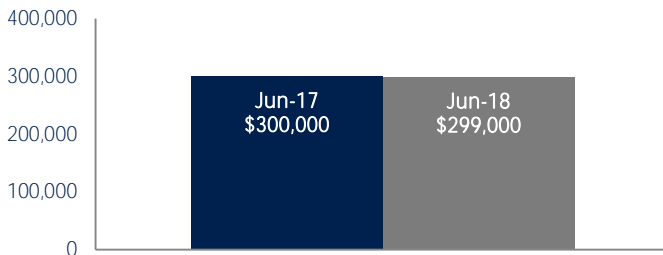
## Active Inventory

Versus last year, the total number of homes available this month is lower by 33 units or 14%. The total number of active inventory this June was 209 compared to 242 in June 2017. This month's total of 209 is lower than the previous month's total supply of available inventory of 216, a decrease of 3%.

## Active Inventory\*



## Median Sale Price



## Median Sale Price

Last June, the median sale price for Clinton, Brandywine, and Cheltenham Homes was \$300,000. This June, the median sale price was \$299,000, which is similar compared to a year ago. The current median sold price is 2% lower than in May.

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

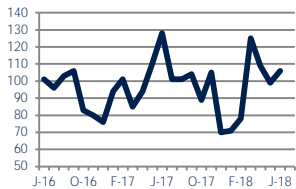




Zip Code(s): 20735, 20613 and 20623

### New Listings

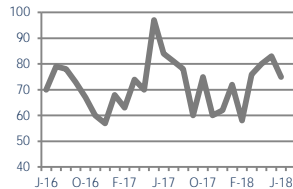
106



Down -17%  
Vs. Year Ago

### Current Contracts

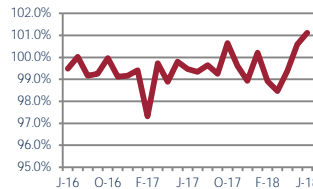
75



Down -11%  
Vs. Year Ago

### Sold Vs. List Price

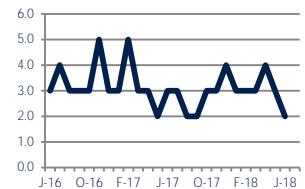
101.1%



Up 1.7%  
Vs. Year Ago

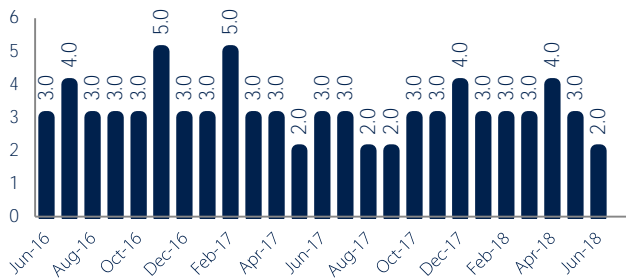
### Months of Supply

2.0



Down -33%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

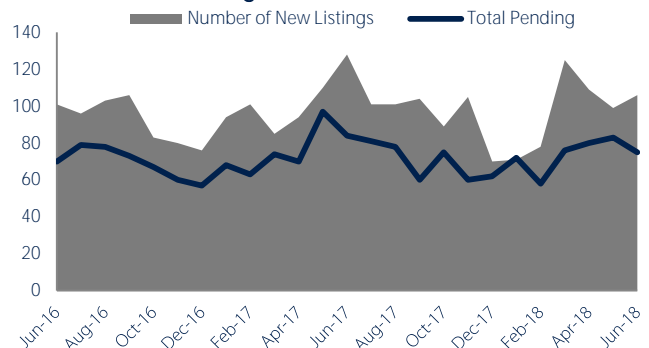
In June, there was 2.9 months of supply available in Clinton, Brandywine, and Cheltenham, compared to 3.1 in June 2017. That is a decrease of 7% versus a year ago.

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.

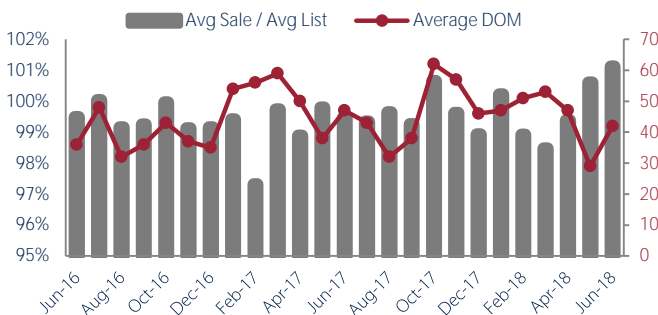
### New Listings & Current Contracts

This month there were 106 homes newly listed for sale in Clinton, Brandywine, and Cheltenham compared to 128 in June 2017, a decrease of 17%. There were 75 current contracts pending sale this June compared to 84 a year ago. The number of current contracts is 11% lower than last June.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In June, the average sale price in Clinton, Brandywine, and Cheltenham was 101.1% of the average list price, which is 1.7% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 42, lower than the average last year, which was 47, a decrease of 11%.



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