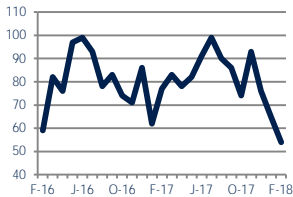


Focus On: Franklin County Housing Market

February 2018

Units Sold

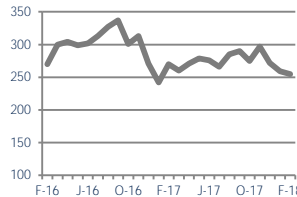
54



Down -30%
Vs. Year Ago

Active Inventory

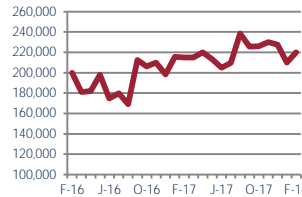
255



Down -6%
Vs. Year Ago

Median Sale Price

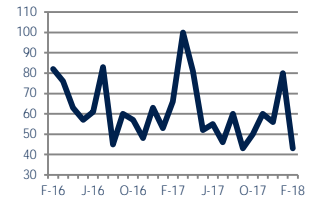
\$220,000



Up 2%
Vs. Year Ago

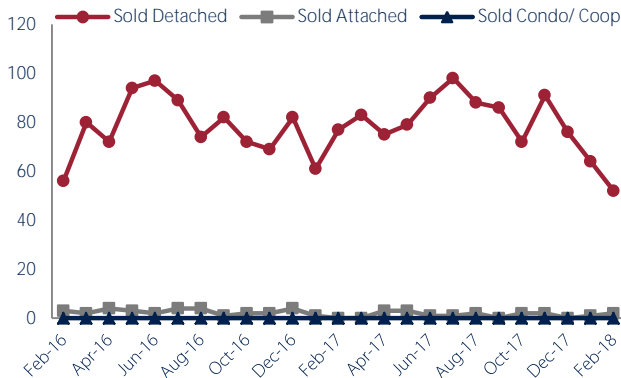
Days On Market

43



Down -35%
Vs. Year Ago

Units Sold*



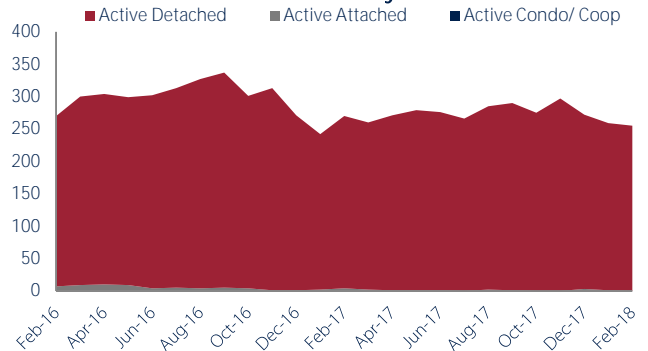
Units Sold

There was a decrease in total units sold in February, with 54 sold this month in Franklin County versus 65 last month, a decrease of 17%. This month's total units sold was lower than at this time last year, a decrease of 30% versus February 2017.

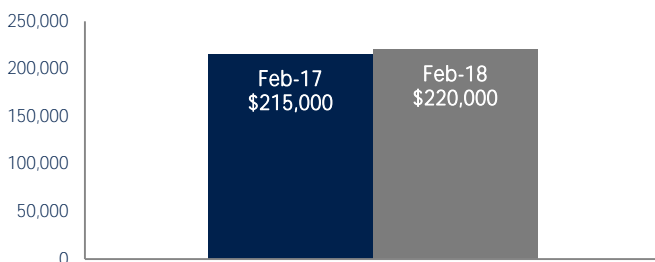
Active Inventory

Versus last year, the total number of homes available this month is lower by 15 units or 6%. The total number of active inventory this February was 255 compared to 270 in February 2017. This month's total of 255 is lower than the previous month's total supply of available inventory of 259, a decrease of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last February, the median sale price for Franklin County Homes was \$215,000. This February, the median sale price was \$220,000, an increase of 2% or \$5,000 compared to last year. The current median sold price is 5% higher than in January.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

Franklin County are defined as properties listed in zip code/s.

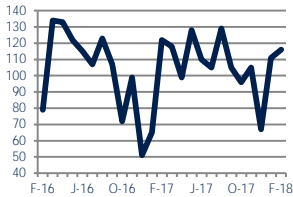
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

Information included in this report is based on data supplied by TRIANGLE 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 TRIANGLE or Long & Foster Real Estate, Inc.

Focus On: Franklin County Housing Market

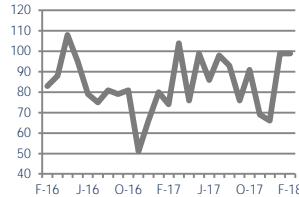
February 2018

New Listings
116



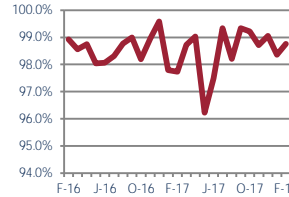
Down -5%
Vs. Year Ago

Current Contracts
99



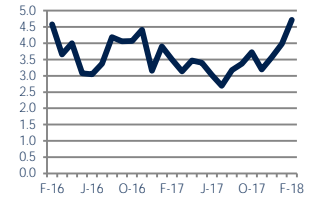
Up 34%
Vs. Year Ago

Sold Vs. List Price
98.8%

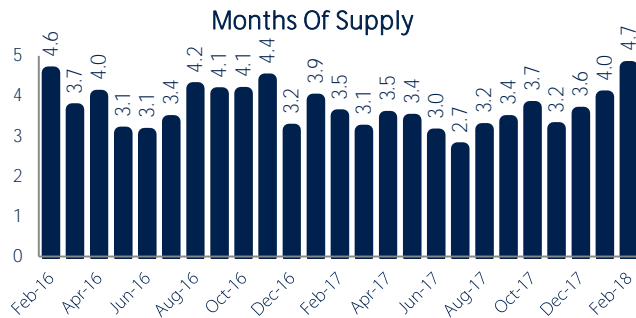


Up 1.1%
Vs. Year Ago

Months of Supply
4.7



Up 34%
Vs. Year Ago



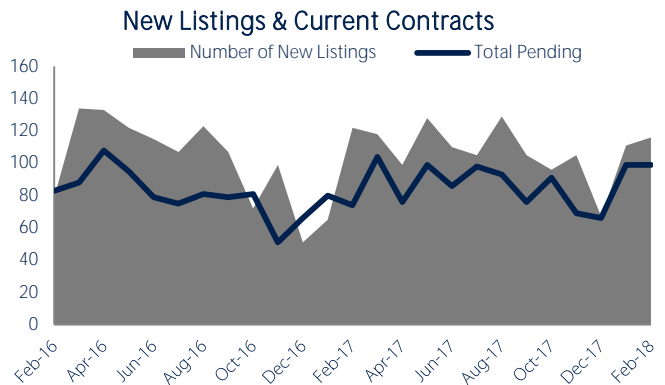
Months of Supply

In February, there was 4.7 months of supply available in Franklin County, compared to 3.5 in February 2017. That is an increase of 35% versus a year ago.

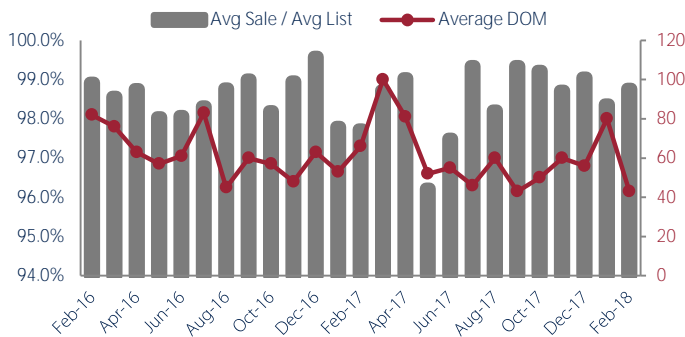
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

This month there were 116 homes newly listed for sale in Franklin County compared to 122 in February 2017, a decrease of 5%. There were 99 current contracts pending sale this February compared to 74 a year ago. The number of current contracts remained stable as compared to last February.



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In February, the average sale price in Franklin County was 98.8% of the average list price, which is 1.0% higher than at this time last year.

Days On Market

This month, the average number of days on market was 43, lower than the average last year, which was 66, a decrease of 35%.