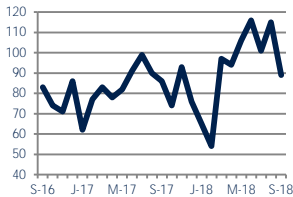


Focus On: Franklin County Housing Market

September 2018

Units Sold

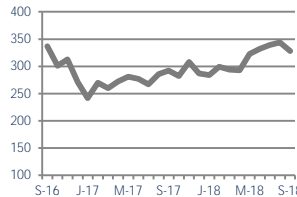
89



Up 3%
Vs. Year Ago

Active Inventory

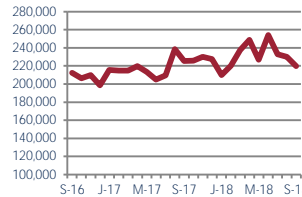
328



Up 12%
Vs. Year Ago

Median Sale Price

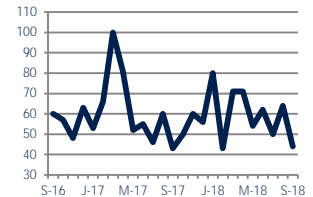
\$219,900



Down -3%
Vs. Year Ago

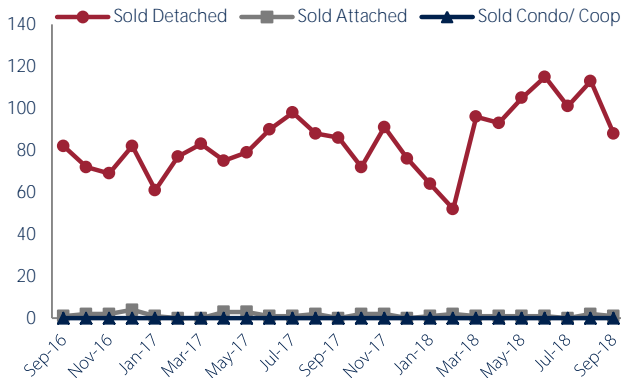
Days On Market

44



Up 2%
Vs. Year Ago

Units Sold*



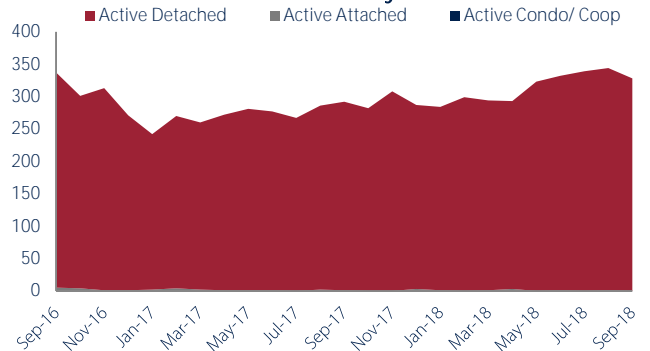
Units Sold

There was a decrease in total units sold in September, with 89 sold this month in Franklin County versus 115 last month, a decrease of 23%. This month's total units sold was higher than at this time last year, an increase of 3% versus September 2017.

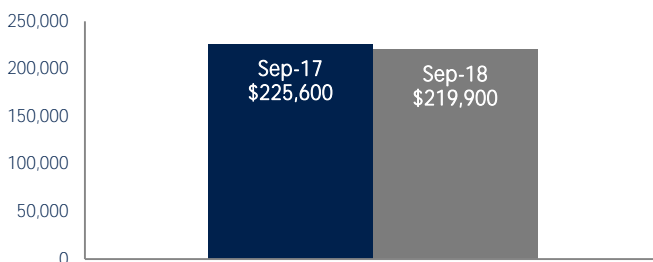
Active Inventory

Versus last year, the total number of homes available this month is higher by 36 units or 12%. The total number of active inventory this September was 328 compared to 292 in September 2017. This month's total of 328 is lower than the previous month's total supply of available inventory of 344, a decrease of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Franklin County Homes was \$225,600. This September, the median sale price was \$219,900, a decrease of 3% or \$5,700 compared to last year. The current median sold price is 4% 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.

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

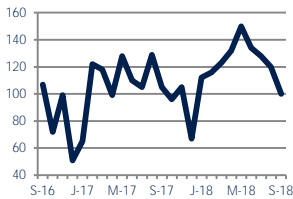
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

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Focus On: Franklin County Housing Market

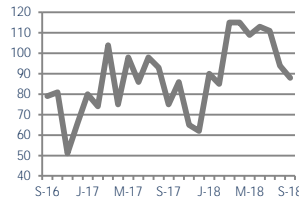
September 2018

New Listings
100



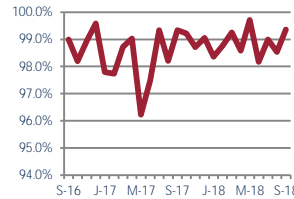
Down -5%
Vs. Year Ago

Current Contracts
88



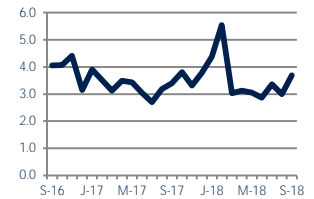
Up 17%
Vs. Year Ago

Sold Vs. List Price
99.4%



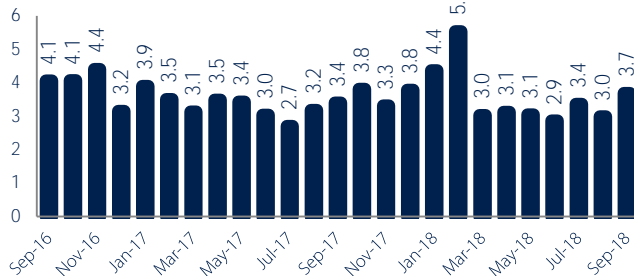
No Change
Vs. Year Ago

Months of Supply
3.7



Up 9%
Vs. Year Ago

Months Of Supply



Months of Supply

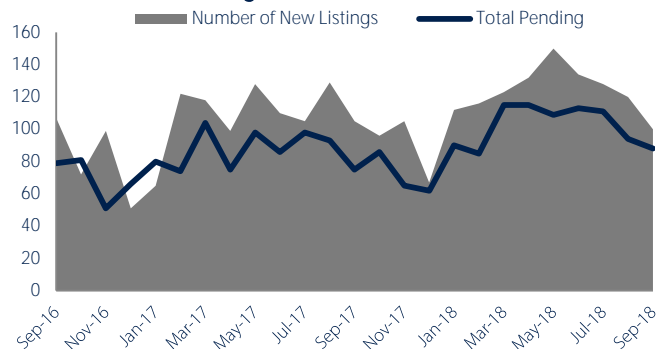
In September, there was 3.7 months of supply available in Franklin County, compared to 3.4 in September 2017. That is an increase of 9% versus a year ago.

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.

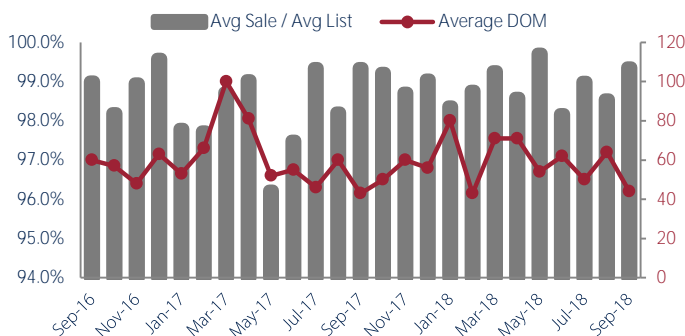
New Listings & Current Contracts

This month there were 100 homes newly listed for sale in Franklin County compared to 105 in September 2017, a decrease of 5%. There were 88 current contracts pending sale this September compared to 75 a year ago. The number of current contracts is 17% higher than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Franklin County 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 44, higher than the average last year, which was 43, an increase of 2%.

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