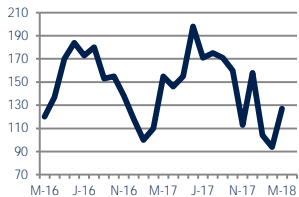




Units Sold

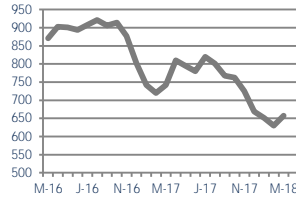
127



Down -18%
Vs. Year Ago

Active Inventory

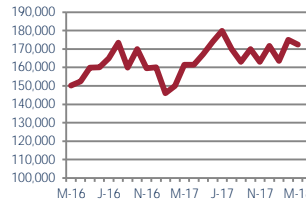
657



Down -11%
Vs. Year Ago

Median Sale Price

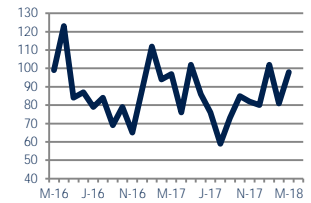
\$172,500



Up 7%
Vs. Year Ago

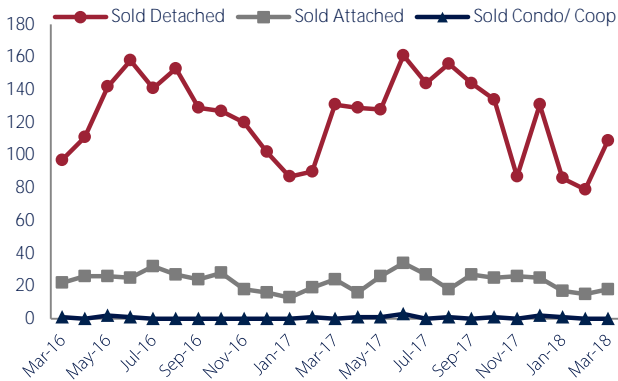
Days On Market

98



Up 1%
Vs. Year Ago

Units Sold*



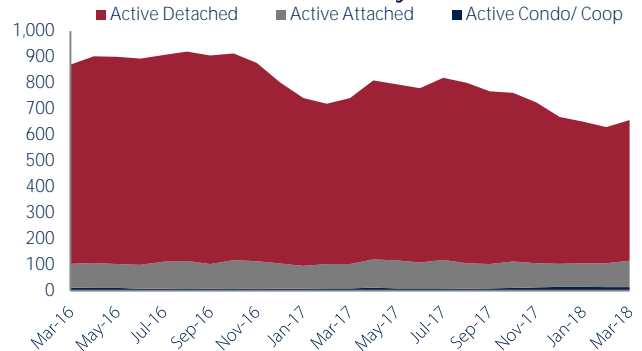
Units Sold

There was an increase in total units sold in March, with 127 sold this month in Franklin County. This month's total units sold was lower than at this time last year.

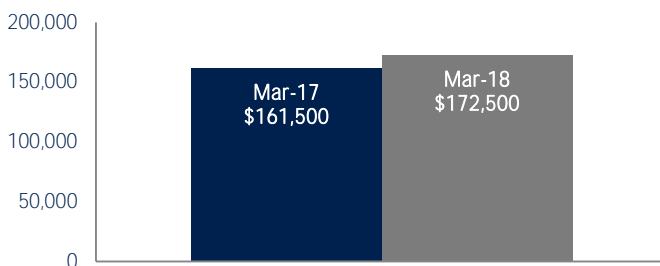
Active Inventory

Versus last year, the total number of homes available this month is lower by 85 units or 11%. The total number of active inventory this March was 657 compared to 742 in March 2017. This month's total of 657 is higher than the previous month's total supply of available inventory of 630, an increase of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Franklin County Homes was \$161,500. This March, the median sale price was \$172,500, an increase of 7% or \$11,000 compared to last year. The current median sold price is 1% lower than in February.

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



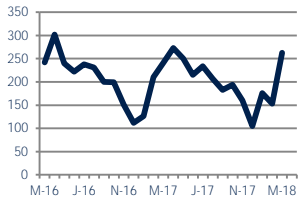
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and 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.





New Listings

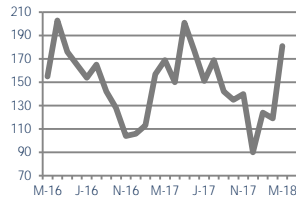
263



Up 9%
Vs. Year Ago

Current Contracts

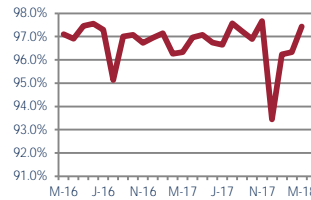
181



Up 7%
Vs. Year Ago

Sold Vs. List Price

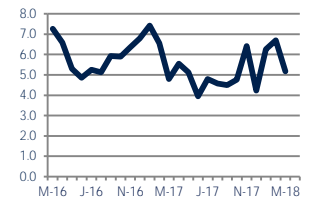
97.4%



Up 1.1%
Vs. Year Ago

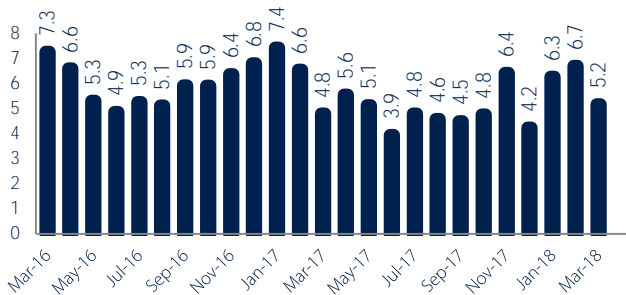
Months of Supply

5.2



Up 8%
Vs. Year Ago

Months Of Supply



Months of Supply

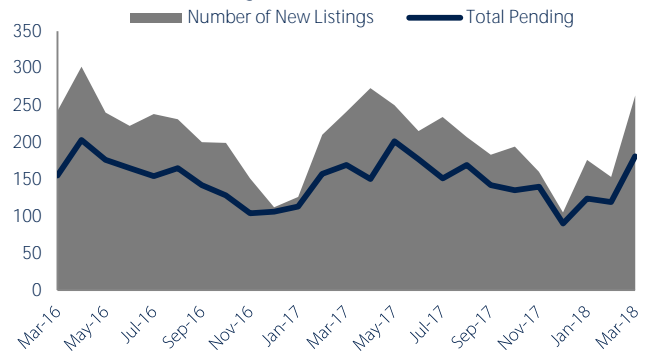
In March, there was 5.2 months of supply available in Franklin County, compared to 4.8 in March 2017. That is an increase of 8% versus a year ago.

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.

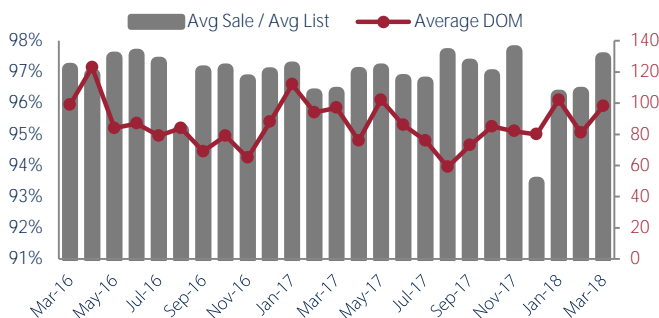
New Listings & Current Contracts

This month there were 263 homes newly listed for sale in Franklin County compared to 241 in March 2017, an increase of 9%. There were 181 current contracts pending sale this March compared to 169 a year ago. The number of current contracts is 7% higher than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Franklin County was 97.4% of the average list price, which is 1.1% higher than at this time last year.

Days On Market

This month, the average number of days on market was 98, higher than the average last year, which was 97, an increase of 1%.



*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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