

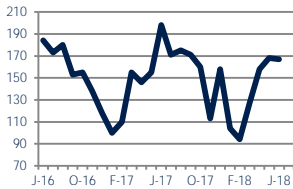


The Long & Foster Market Minute™

Focus On: Franklin County Housing Market

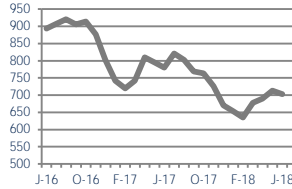
June 2018

Units Sold
167



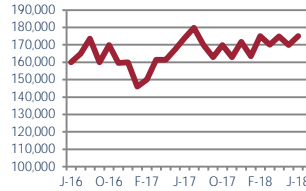
Down -16%
Vs. Year Ago

Active Inventory
703



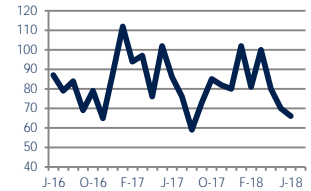
Down -10%
Vs. Year Ago

Median Sale Price
\$175,000



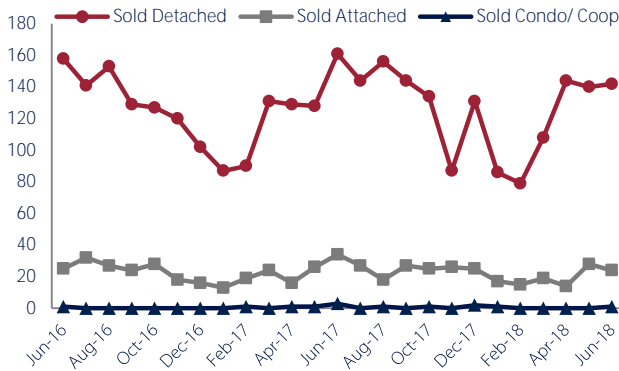
Up 1%
Vs. Year Ago

Days On Market
66



Down -23%
Vs. Year Ago

Units Sold*



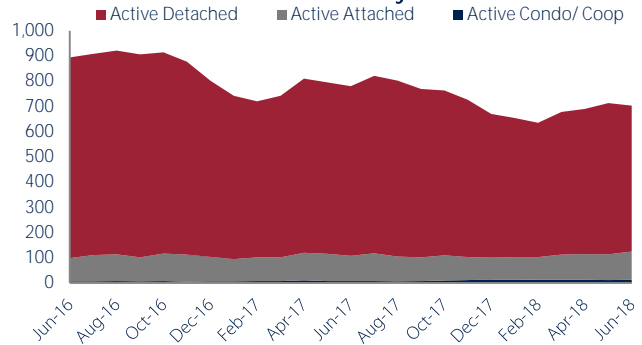
Units Sold

There was a decrease in total units sold in June, with 167 sold this month in Franklin County versus 168 last month, a decrease of 1%. This month's total units sold was lower than at this time last year, a decrease of 16% versus June 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 77 units or 10%. The total number of active inventory this June was 703 compared to 780 in June 2017. This month's total of 703 is lower than the previous month's total supply of available inventory of 713, a decrease of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Franklin County Homes was \$173,950. This June, the median sale price was \$175,000, an increase of 1% or \$1,050 compared to last year. The current median sold price is 3% higher 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.



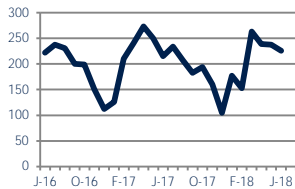
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

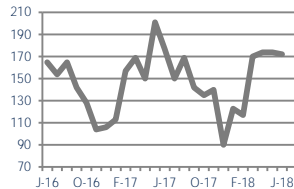
226



Up 5%
Vs. Year Ago

Current Contracts

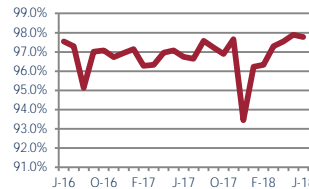
172



Down -3%
Vs. Year Ago

Sold Vs. List Price

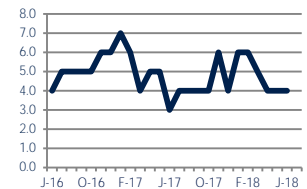
97.8%



Up 1.1%
Vs. Year Ago

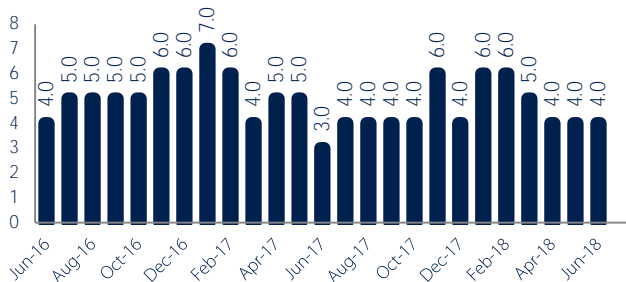
Months of Supply

4.0



Up 33%
Vs. Year Ago

Months Of Supply



New Listings & Current Contracts

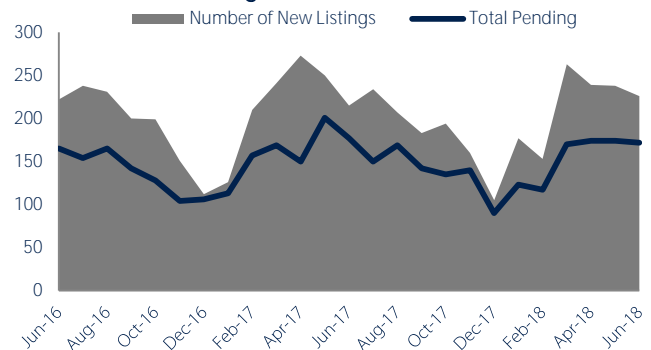
This month there were 226 homes newly listed for sale in Franklin County compared to 215 in June 2017, an increase of 5%. There were 172 current contracts pending sale this June compared to 177 a year ago. The number of current contracts is 3% lower than last June.

Months of Supply

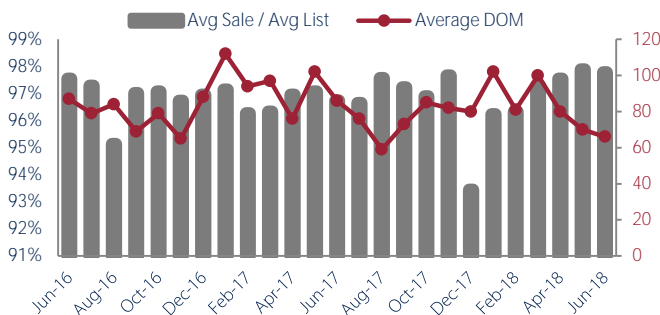
In June, there was 4.2 months of supply available in Franklin County, compared to 3.9 in June 2017. That is an increase of 7% versus a year ago.

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



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Franklin County was 97.8% 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 66, lower than the average last year, which was 86, a decrease of 23%.



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