



The Long & Foster Market Minute™

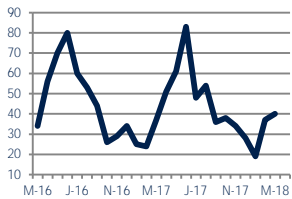
Focus On: **McNair Farms and Franklin Farms Housing Market**

March 2018

Zip Code(s): 20171

Units Sold

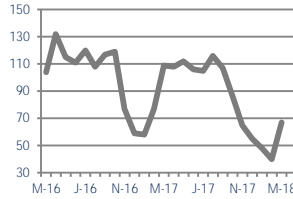
40



Up 8%
Vs. Year Ago

Active Inventory

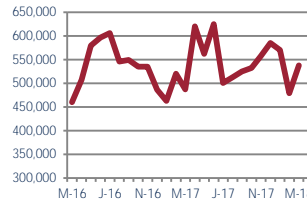
67



Down -39%
Vs. Year Ago

Median Sale Price

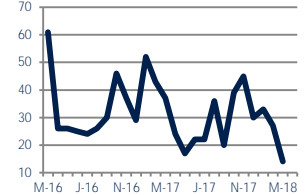
\$537,500



Up 10%
Vs. Year Ago

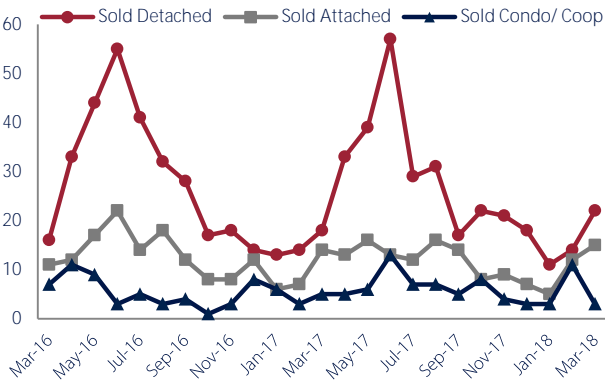
Days On Market

14



Down -62%
Vs. Year Ago

Units Sold*



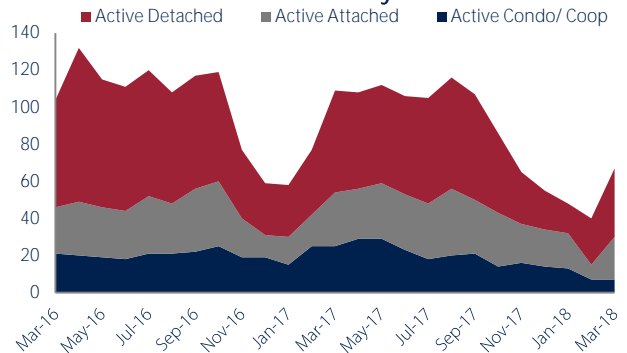
Units Sold

There was an increase in total units sold in March, with 40 sold this month in McNair Farms and Franklin Farms versus 37 last month, an increase of 8%. This month's total units sold was higher than at this time last year, an increase of 8% versus March 2017.

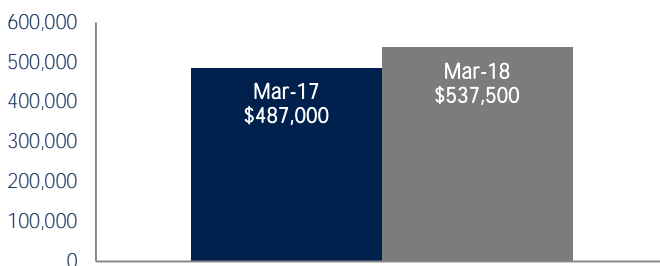
Active Inventory

Versus last year, the total number of homes available this month is lower by 42 units or 39%. The total number of active inventory this March was 67 compared to 109 in March 2017. This month's total of 67 is higher than the previous month's total supply of available inventory of 40, an increase of 68%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for McNair Farms and Franklin Farms Homes was \$487,000. This March, the median sale price was \$537,500, an increase of 10% or \$50,500 compared to last year. The current median sold price is 12% higher 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.

McNair Farms and Franklin Farms are defined as properties listed in zip code/s 20171.

*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

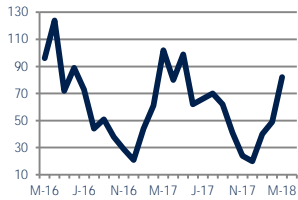




Zip Code(s): 20171

New Listings

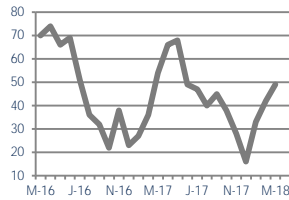
82



Down -20%
Vs. Year Ago

Current Contracts

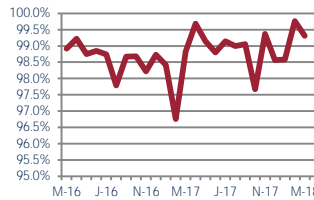
49



Down -9%
Vs. Year Ago

Sold Vs. List Price

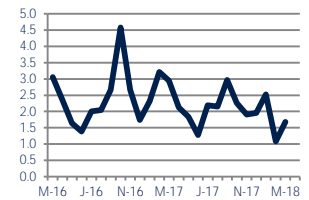
99.3%



No Change
Vs. Year Ago

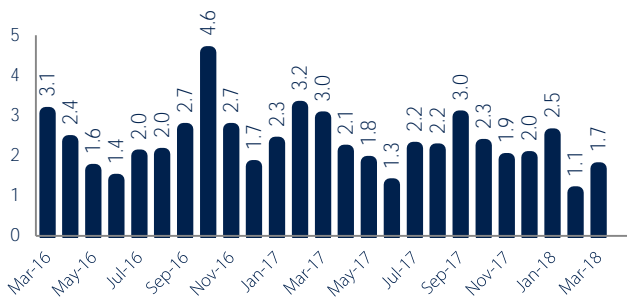
Months of Supply

1.7



Down -43%
Vs. Year Ago

Months Of Supply



Months of Supply

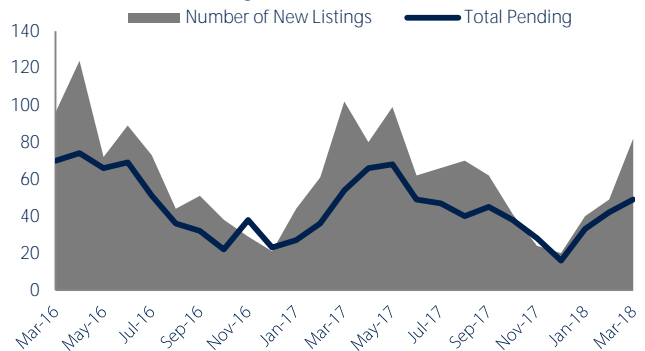
In March, there was 1.7 months of supply available in McNair Farms and Franklin Farms, compared to 2.9 in March 2017. That is a decrease of 43% versus a year ago.

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.

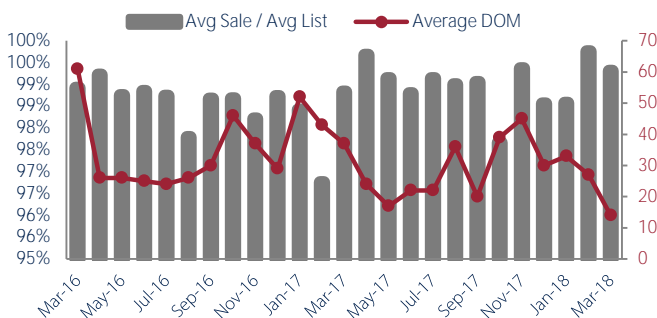
New Listings & Current Contracts

This month there were 82 homes newly listed for sale in McNair Farms and Franklin Farms compared to 102 in March 2017, a decrease of 20%. There were 49 current contracts pending sale this March compared to 54 a year ago. The number of current contracts is 9% lower 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 McNair Farms and Franklin Farms was 99.3% 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 14, lower than the average last year, which was 37, a decrease of 62%.



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