



The Long & Foster Market Minute™

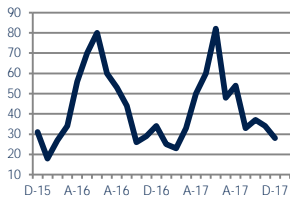
Focus On: **McNair Farms and Franklin Farms Housing Market**

December 2017

Zip Code(s): 20171

Units Sold

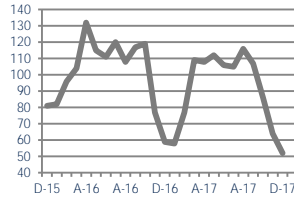
28



Down -18%
Vs. Year Ago

Active Inventory

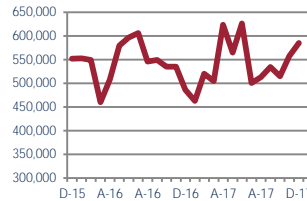
52



Down -12%
Vs. Year Ago

Median Sale Price

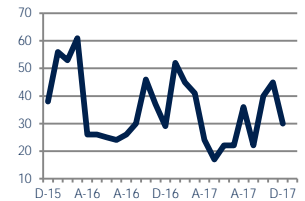
\$585,000



Up 20%
Vs. Year Ago

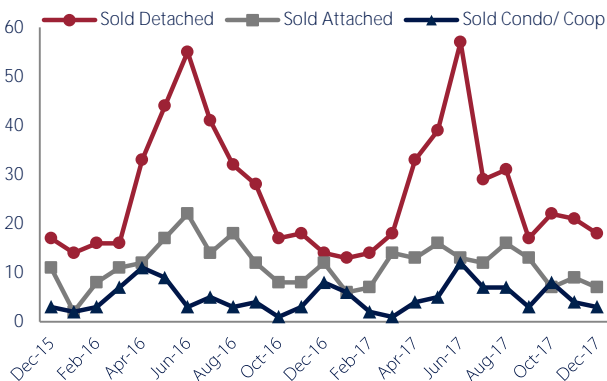
Days On Market

30



Up 3%
Vs. Year Ago

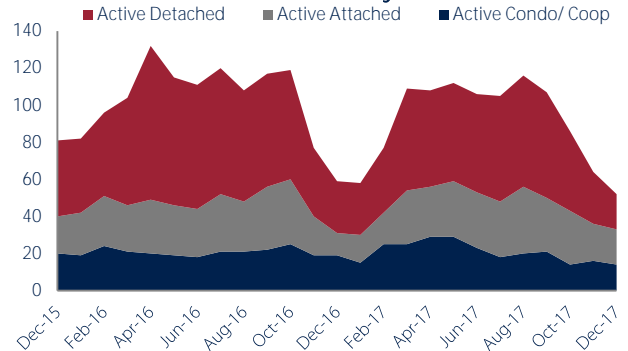
Units Sold*



Units Sold

There was a decrease in total units sold in December, with 28 sold this month in McNair Farms and Franklin Farms versus 34 last month, a decrease of 18%. This month's total units sold was lower than at this time last year, a decrease of 18% versus December 2016.

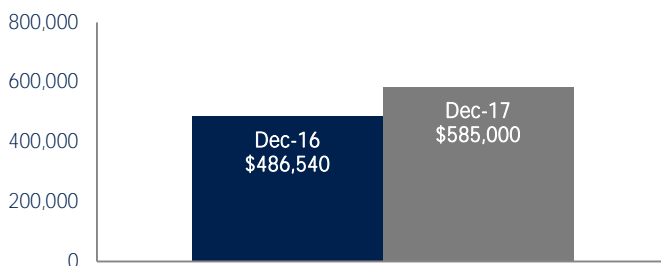
Active Inventory*



Active Inventory

Versus last year, the total number of homes available this month is lower by 7 units or 12%. The total number of active inventory this December was 52 compared to 59 in December 2016. This month's total of 52 is lower than the previous month's total supply of available inventory of 64, a decrease of 19%.

Median Sale Price



Median Sale Price

Last December, the median sale price for McNair Farms and Franklin Farms Homes was \$486,540. This December, the median sale price was \$585,000, an increase of 20% or \$98,460 compared to last year. The current median sold price is 5% higher than in November.

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

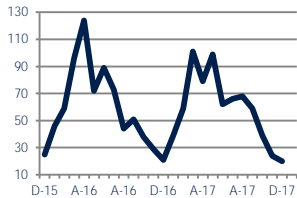




Zip Code(s): 20171

New Listings

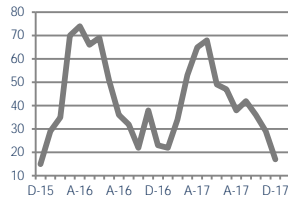
20



Down -5%
Vs. Year Ago

Current Contracts

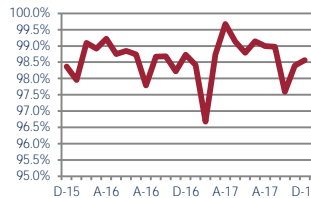
17



Down -26%
Vs. Year Ago

Sold Vs. List Price

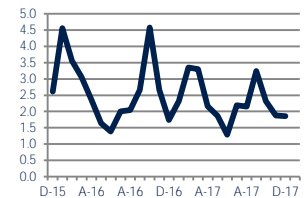
98.6%



No Change
Vs. Year Ago

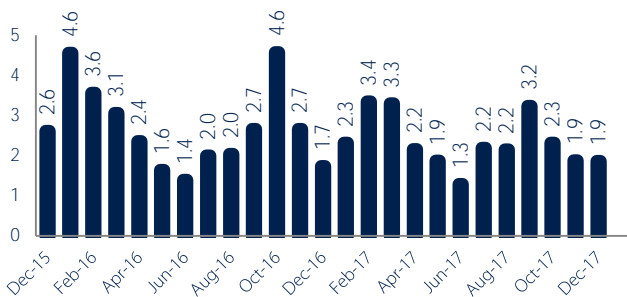
Months of Supply

1.9



Up 7%
Vs. Year Ago

Months Of Supply



Months of Supply

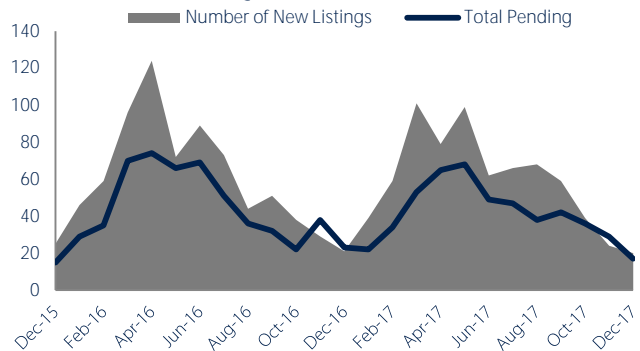
In December, there was 1.9 months of supply available in McNair Farms and Franklin Farms, compared to 1.7 in December 2016. That is an increase of 7% versus a year ago.

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.

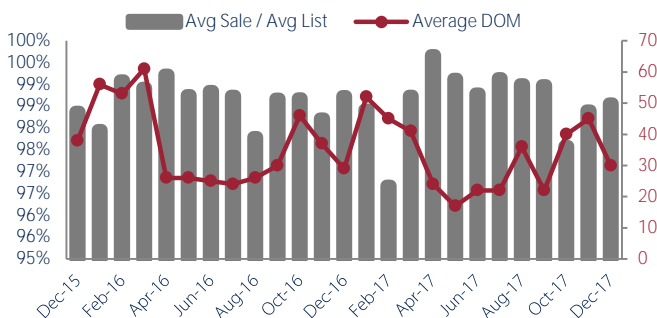
New Listings & Current Contracts

This month there were 20 homes newly listed for sale in McNair Farms and Franklin Farms compared to 21 in December 2016, a decrease of 5%. There were 17 current contracts pending sale this December compared to 23 a year ago. The number of current contracts is 26% lower than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in McNair Farms and Franklin Farms was 98.6% 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 30, higher than the average last year, which was 29, an increase of 3%.



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.

