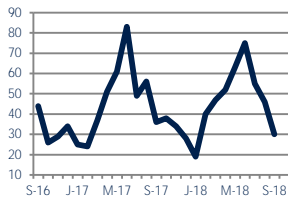


Zip Code(s): 20171

Units Sold

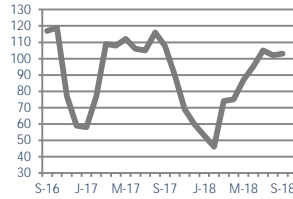
30



Down -17%
Vs. Year Ago

Active Inventory

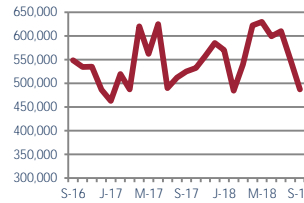
103



Down -5%
Vs. Year Ago

Median Sale Price

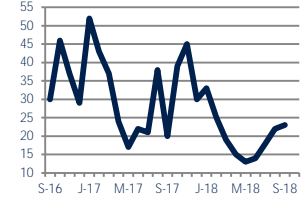
\$487,500



Down -7%
Vs. Year Ago

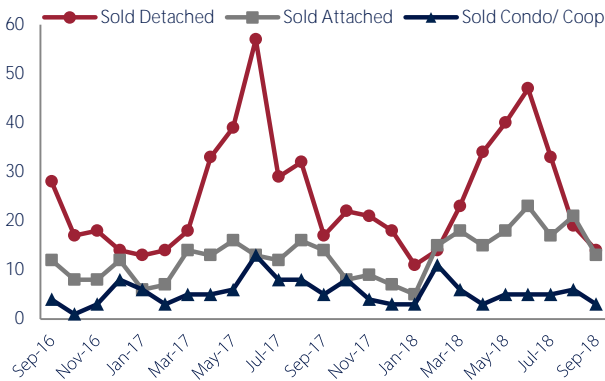
Days On Market

23



Up 15%
Vs. Year Ago

Units Sold*



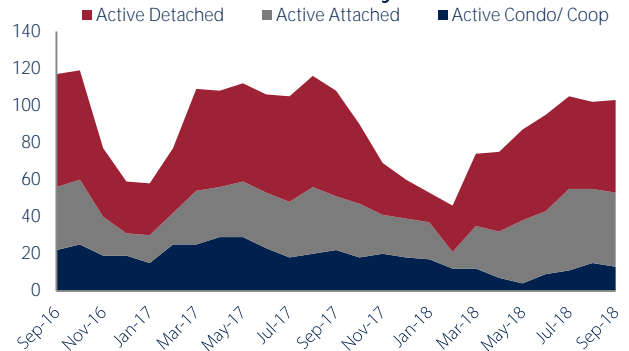
Units Sold

There was a decrease in total units sold in September, with 30 sold this month in McNair Farms and Franklin Farms versus 46 last month, a decrease of 35%. This month's total units sold was lower than at this time last year, a decrease of 17% versus September 2017.

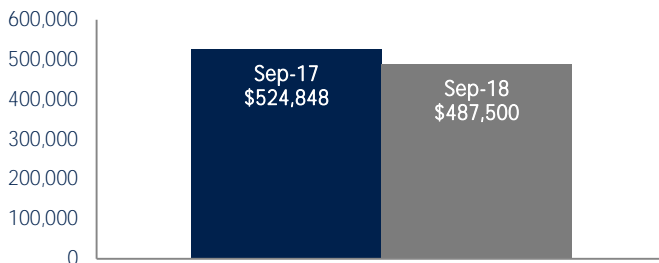
Active Inventory

Versus last year, the total number of homes available this month is lower by 5 units or 5%. The total number of active inventory this September was 103 compared to 108 in September 2017. This month's total of 103 is higher than the previous month's total supply of available inventory of 102, an increase of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for McNair Farms and Franklin Farms Homes was \$524,848. This September, the median sale price was \$487,500, a decrease of 7% or \$37,348 compared to last year. The current median sold price is 11% 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.

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.



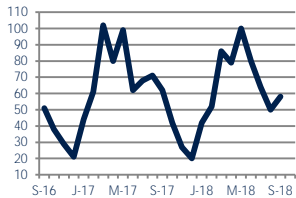
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 20171

New Listings

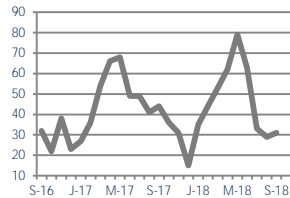
58



Down -6%
Vs. Year Ago

Current Contracts

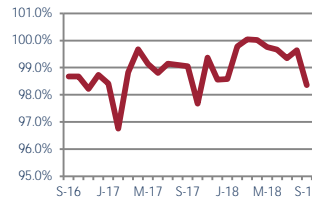
31



Down -30%
Vs. Year Ago

Sold Vs. List Price

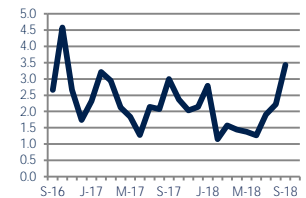
98.4%



Down -0.7%
Vs. Year Ago

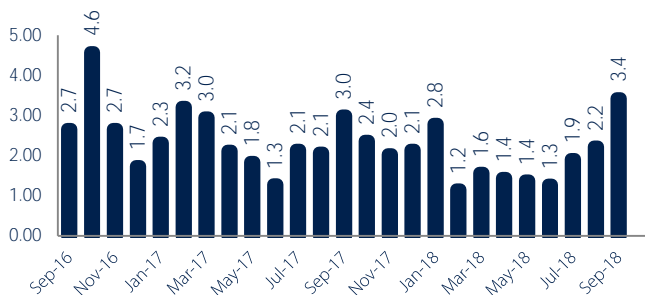
Months of Supply

3.4



Up 14%
Vs. Year Ago

Months Of Supply



Months of Supply

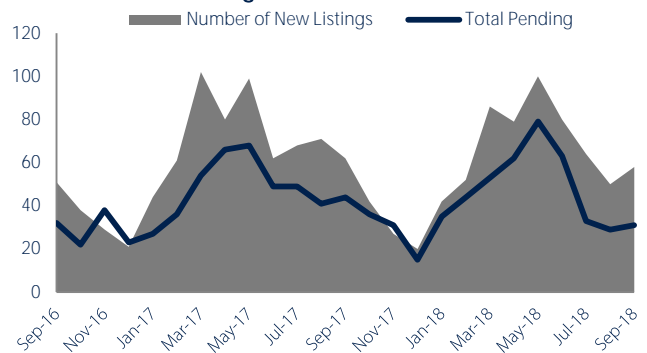
In September, there was 3.4 months of supply available in McNair Farms and Franklin Farms, compared to 3.0 in September 2017. That is an increase of 14% versus a year ago.

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.

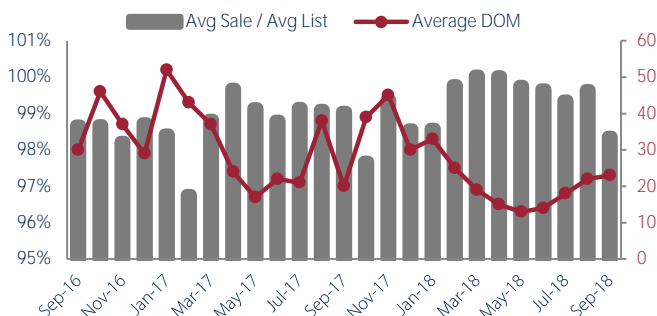
New Listings & Current Contracts

This month there were 58 homes newly listed for sale in McNair Farms and Franklin Farms compared to 62 in September 2017, a decrease of 6%. There were 31 current contracts pending sale this September compared to 44 a year ago. The number of current contracts is 30% lower 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 McNair Farms and Franklin Farms was 98.4% of the average list price, which is 0.7% lower than at this time last year.

Days On Market

This month, the average number of days on market was 23, higher than the average last year, which was 20, an increase of 15%.



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.

