



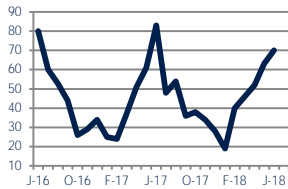
# The Long & Foster Market Minute™

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

June 2018

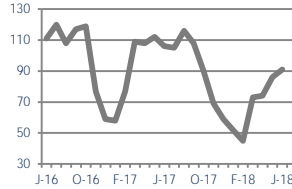
Zip Code(s): 20171

**Units Sold**  
70



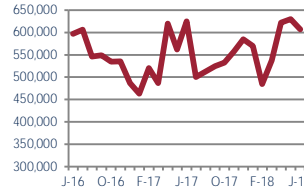
Down -16%  
Vs. Year Ago

**Active Inventory**  
91



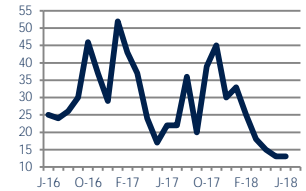
Down -14%  
Vs. Year Ago

**Median Sale Price**  
\$606,619



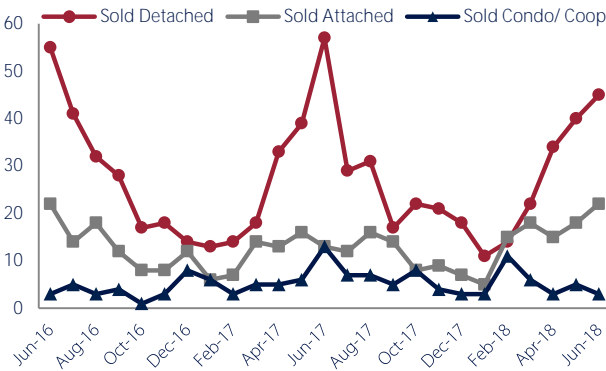
Down -3%  
Vs. Year Ago

**Days On Market**  
13



Down -41%  
Vs. Year Ago

## Units Sold\*



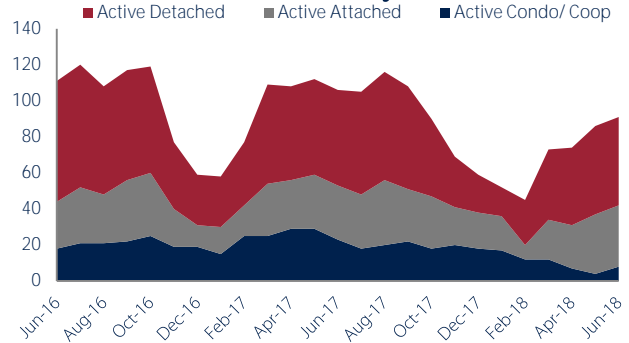
## Units Sold

There was an increase in total units sold in June, with 70 sold this month in McNair Farms and Franklin Farms versus 63 last month, an increase of 11%. This month's total units sold was lower than at this time last year, a decrease of 16% versus June 2017.

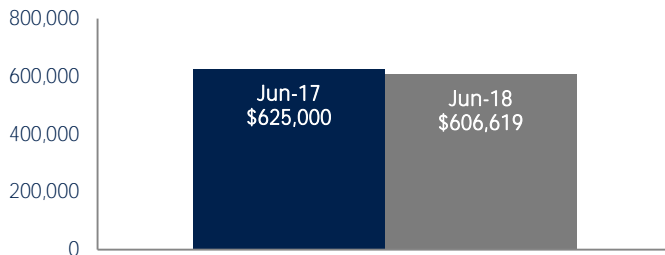
## Active Inventory

Versus last year, the total number of homes available this month is lower by 15 units or 14%. The total number of active inventory this June was 91 compared to 106 in June 2017. This month's total of 91 is higher than the previous month's total supply of available inventory of 86, an increase of 6%.

## Active Inventory\*



## Median Sale Price



## Median Sale Price

Last June, the median sale price for McNair Farms and Franklin Farms Homes was \$625,000. This June, the median sale price was \$606,619, a decrease of 3% or \$18,381 compared to last year. The current median sold price is 4% lower 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.

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

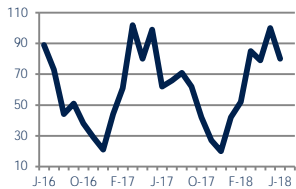




Zip Code(s): 20171

### New Listings

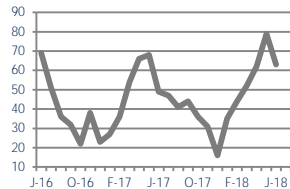
80



Up 29%  
Vs. Year Ago

### Current Contracts

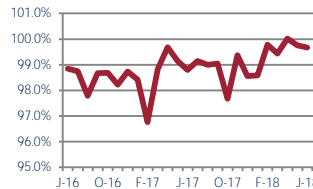
63



Up 29%  
Vs. Year Ago

### Sold Vs. List Price

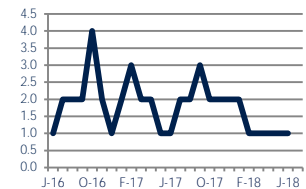
99.7%



Up 0.9%  
Vs. Year Ago

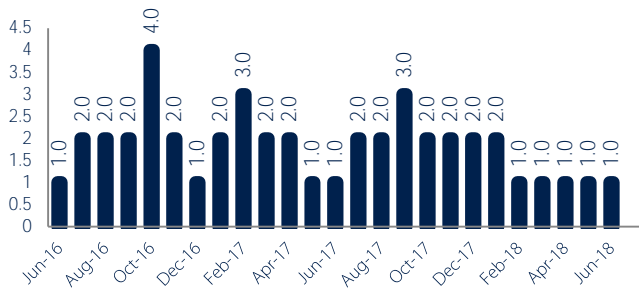
### Months of Supply

1.0



No Change  
Vs. Year Ago

### Months Of Supply



### Months of Supply

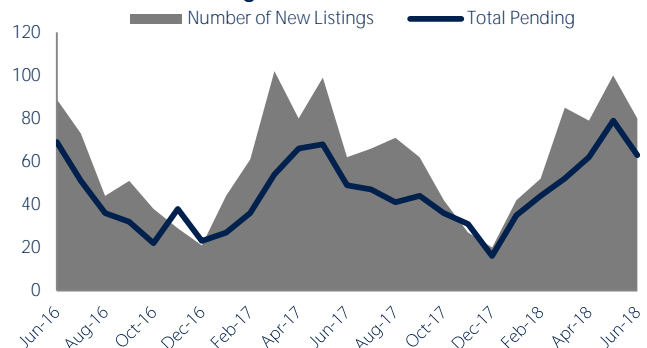
In June, there was 1.3 months of supply available in McNair Farms and Franklin Farms. The amount of supply is similar compared to a year ago.

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.

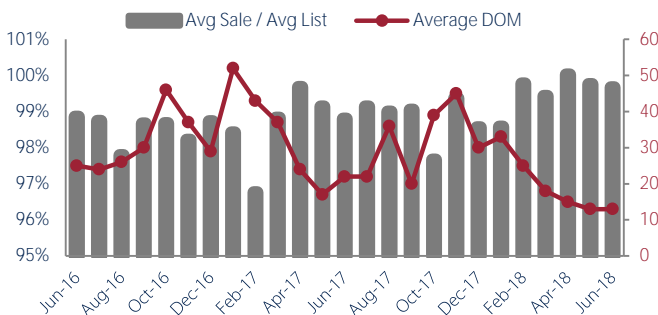
### New Listings & Current Contracts

This month there were 80 homes newly listed for sale in McNair Farms and Franklin Farms compared to 62 in June 2017, an increase of 29%. There were 63 current contracts pending sale this June compared to 49 a year ago. The number of current contracts is 29% higher than last June.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In June, the average sale price in McNair Farms and Franklin Farms was 99.7% of the average list price, which is 0.9% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 13, lower than the average last year, which was 22, a decrease of 41%.



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