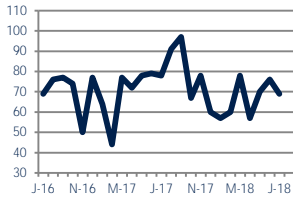


Zip Code(s): 20735, 20613 and 20623

Units Sold

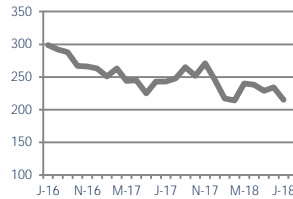
69



Down -12%
Vs. Year Ago

Active Inventory

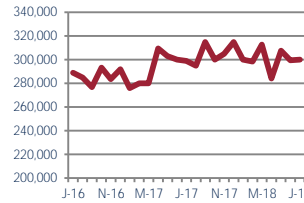
215



Down -12%
Vs. Year Ago

Median Sale Price

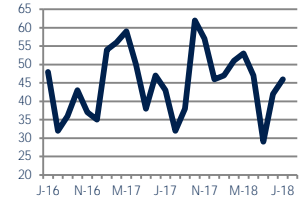
\$299,999



No Change
Vs. Year Ago

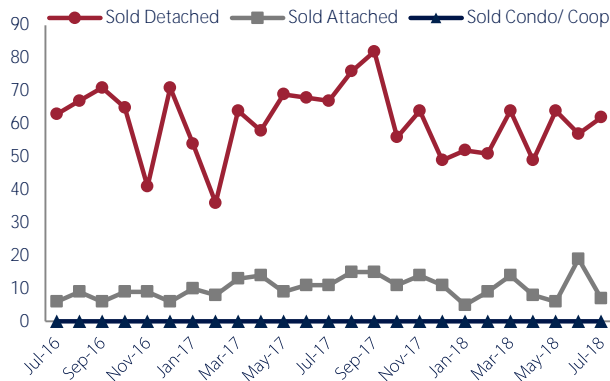
Days On Market

46



Up 7%
Vs. Year Ago

Units Sold*



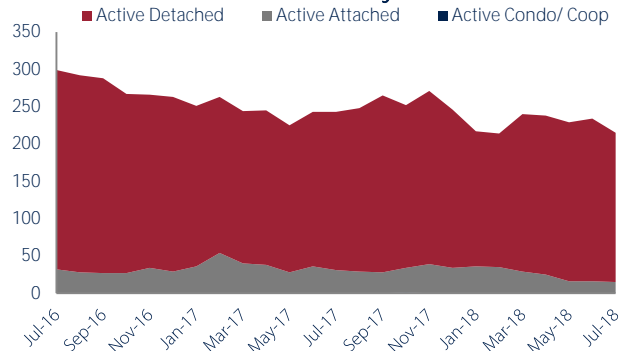
Units Sold

There was a decrease in total units sold in July, with 69 sold this month in Clinton, Brandywine, and Cheltenham versus 76 last month, a decrease of 9%. This month's total units sold was lower than at this time last year, a decrease of 12% versus July 2017.

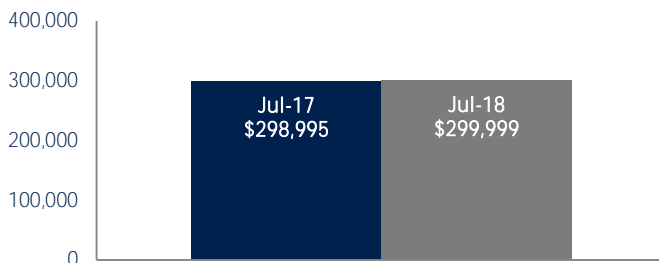
Active Inventory

Versus last year, the total number of homes available this month is lower by 28 units or 12%. The total number of active inventory this July was 215 compared to 243 in July 2017. This month's total of 215 is lower than the previous month's total supply of available inventory of 234, a decrease of 8%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Clinton, Brandywine, and Cheltenham Homes was \$298,995. This July, the median sale price was approximately the same at \$299,999. The current median sold price is also similar to the median price in June.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

Clinton, Brandywine, and Cheltenham are defined as properties listed in zip code/s 20735, 20613 and 20623.

*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.

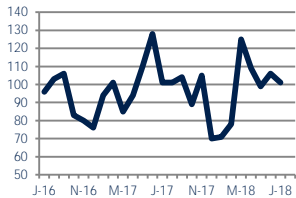
Information included in this report is based on data supplied by MRIS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of MRIS or Long & Foster Real Estate, Inc.



Zip Code(s): 20735, 20613 and 20623

New Listings

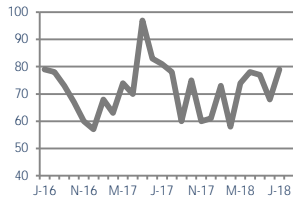
101



No Change
Vs. Year Ago

Current Contracts

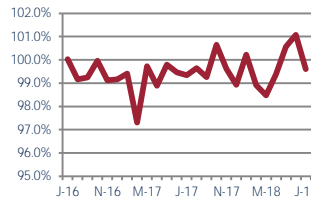
79



Down -2%
Vs. Year Ago

Sold Vs. List Price

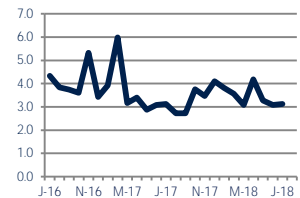
99.6%



No Change
Vs. Year Ago

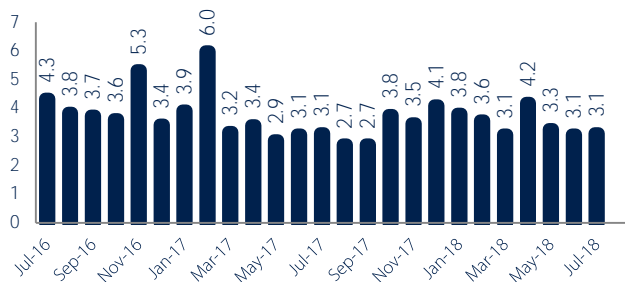
Months of Supply

3.1



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

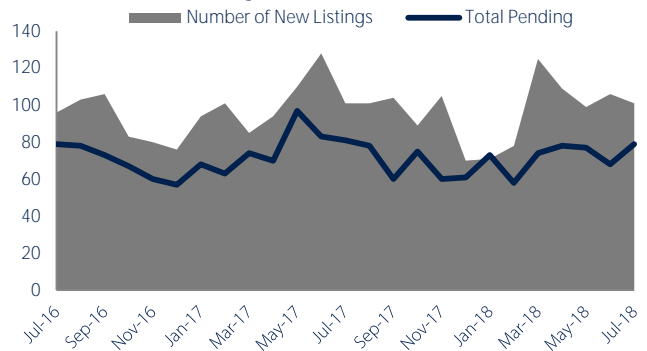
In July, there was 3.1 months of supply available in Clinton, Brandywine, and Cheltenham. The amount of supply is similar compared to a year ago.

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.

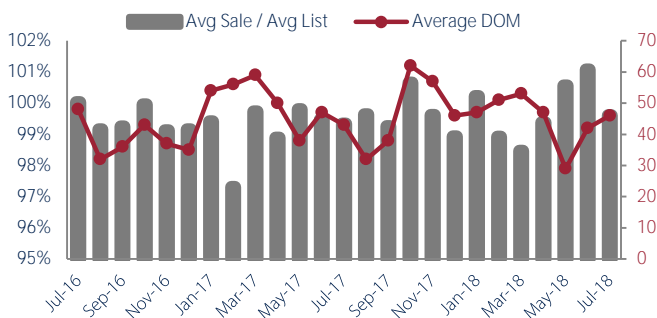
New Listings & Current Contracts

This month there were 101 homes newly listed for sale in Clinton, Brandywine, and Cheltenham, which is similar to the amount in July 2017. There were 79 current contracts pending sale this July compared to 81 a year ago. The number of current contracts is 2% lower than last July.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In July, the average sale price in Clinton, Brandywine, and Cheltenham was 99.6% 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 46, higher than the average last year, which was 43, an increase of 7%.



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