



The Long & Foster Market Minute™

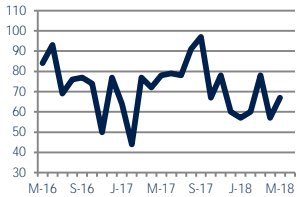
Focus On: Clinton, Brandywine, and Cheltenham Housing Market

May 2018

Zip Code(s): 20735, 20613 and 20623

Units Sold

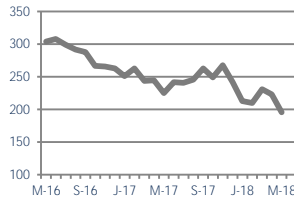
67



Down -14%
Vs. Year Ago

Active Inventory

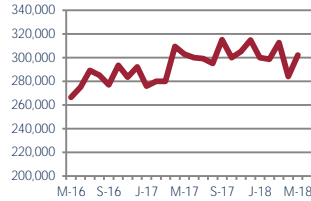
196



Down -13%
Vs. Year Ago

Median Sale Price

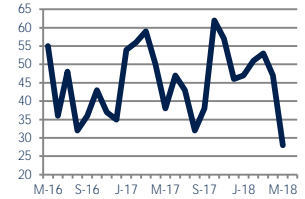
\$302,000



No Change
Vs. Year Ago

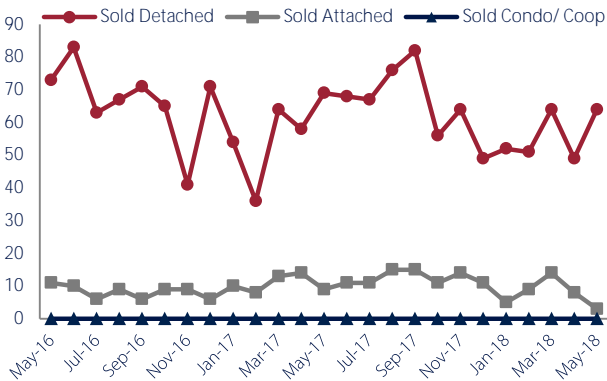
Days On Market

28



Down -26%
Vs. Year Ago

Units Sold*



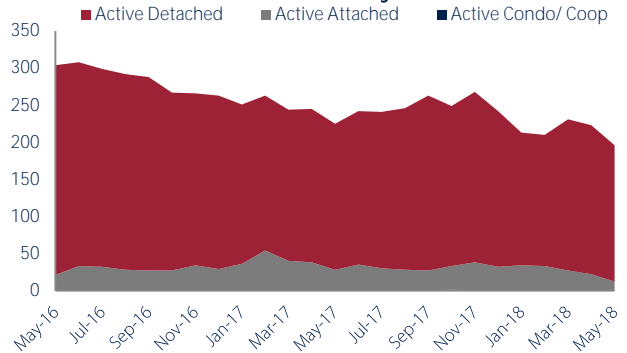
Units Sold

There was an increase in total units sold in May, with 67 sold this month in Clinton, Brandywine, and Cheltenham versus 57 last month, an increase of 18%. This month's total units sold was lower than at this time last year, a decrease of 14% versus May 2017.

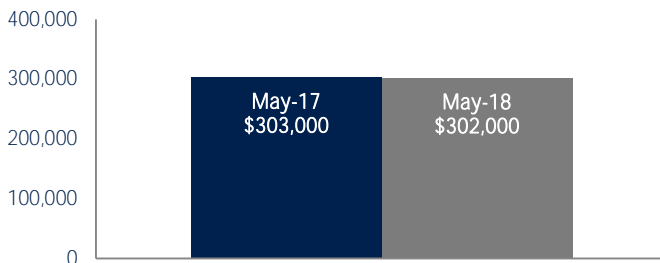
Active Inventory

Versus last year, the total number of homes available this month is lower by 29 units or 13%. The total number of active inventory this May was 196 compared to 225 in May 2017. This month's total of 196 is lower than the previous month's total supply of available inventory of 223, a decrease of 12%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for Clinton, Brandywine, and Cheltenham Homes was \$303,000. This May, the median sale price was \$302,000, which is similar compared to a year ago. The current median sold price is 6% lower than in April.

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.



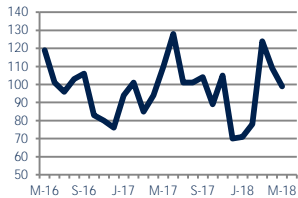
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 20735, 20613 and 20623

New Listings

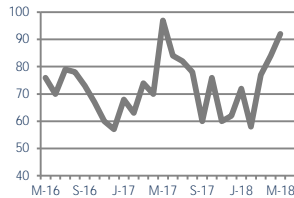
99



Down -10%
Vs. Year Ago

Current Contracts

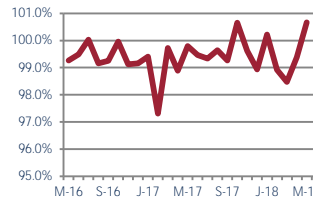
92



Down -5%
Vs. Year Ago

Sold Vs. List Price

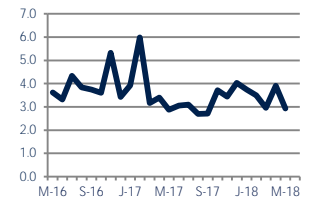
100.7%



Up 0.9%
Vs. Year Ago

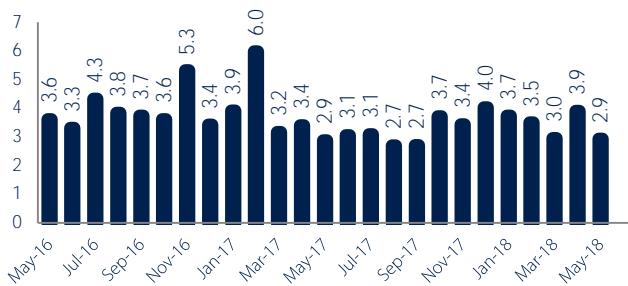
Months of Supply

2.9



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

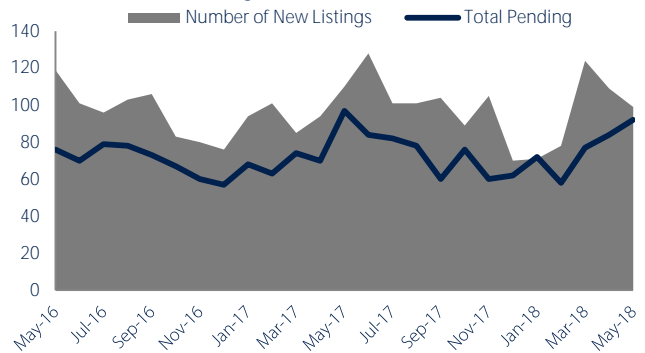
In May, there was 2.9 months of supply available in Clinton, Brandywine, and Cheltenham. The amount of supply is similar compared to a year ago.

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.

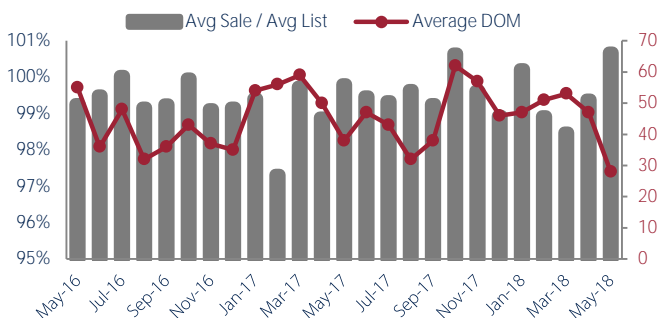
New Listings & Current Contracts

This month there were 99 homes newly listed for sale in Clinton, Brandywine, and Cheltenham compared to 110 in May 2017, a decrease of 10%. There were 92 current contracts pending sale this May compared to 97 a year ago. The number of current contracts is 5% lower than last May.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In May, the average sale price in Clinton, Brandywine, and Cheltenham was 100.7% 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 28, lower than the average last year, which was 38, a decrease of 26%.



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