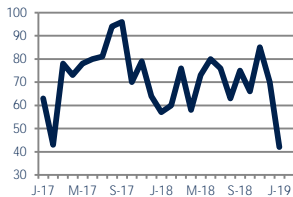


Zip Code(s): 20735, 20613 and 20623

Units Sold

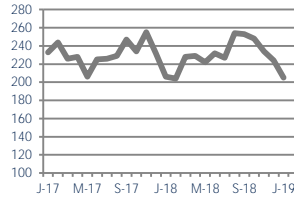
42



Down -26%
Vs. Year Ago

Active Inventory

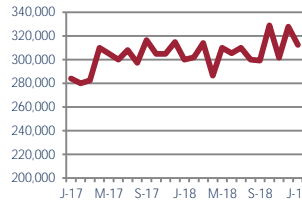
205



No Change
Vs. Year Ago

Median Sale Price

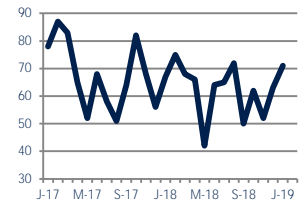
\$312,500



Up 4%
Vs. Year Ago

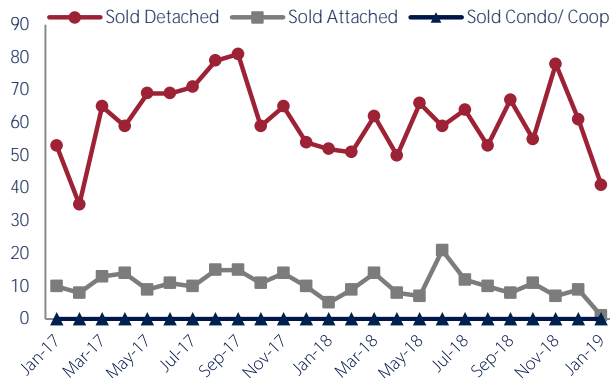
Days On Market

71



Up 6%
Vs. Year Ago

Units Sold*



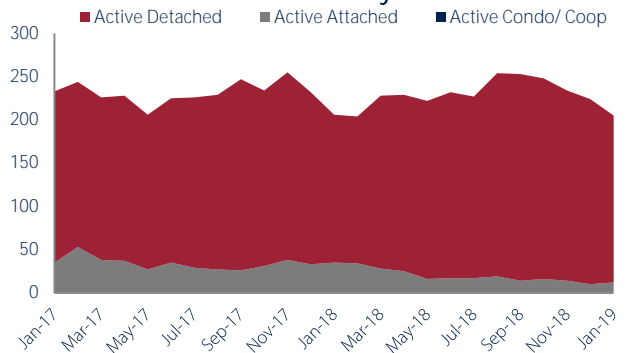
Units Sold

There was a decrease in total units sold in January, with 42 sold this month in Clinton, Brandywine, and Cheltenham. This month's total units sold was lower than at this time last year.

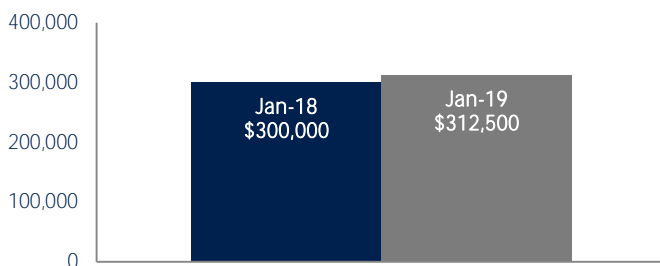
Active Inventory

The total number of homes available this month is 205 units, which is similar compared to a year ago. This month's total of 205 is lower than the previous month's total supply of available inventory of 224, a decrease of 8%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Clinton, Brandywine, and Cheltenham Homes was \$300,000. This January, the median sale price was \$312,500, an increase of 4% or \$12,500 compared to last year. The current median sold price is 5% lower than in December.

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 BRIGHTMLS 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 BRIGHTMLS or Long & Foster Real Estate, Inc.



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The Long & Foster Market Minute™

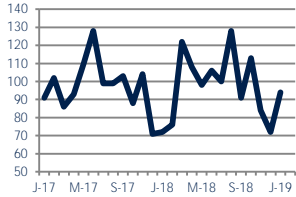
Focus On: Clinton, Brandywine, and Cheltenham Housing Market

January 2019

Zip Code(s): 20735, 20613 and 20623

New Listings

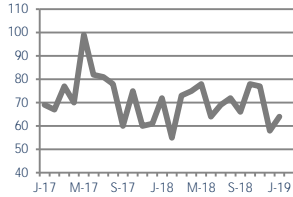
94



Up 31%
Vs. Year Ago

Current Contracts

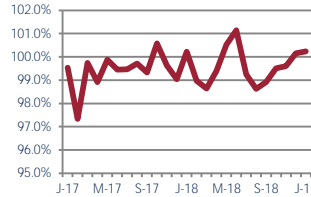
64



Down -11%
Vs. Year Ago

Sold Vs. List Price

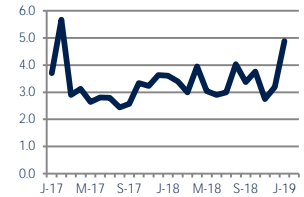
100.2%



No Change
Vs. Year Ago

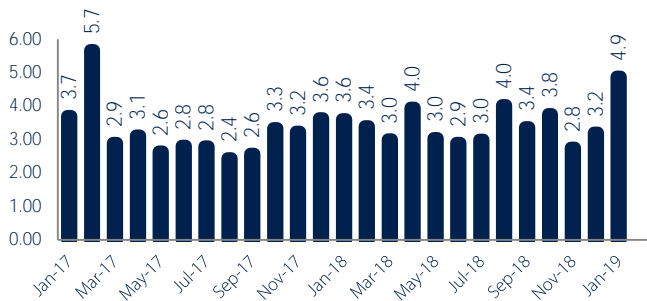
Months of Supply

4.9



Up 35%
Vs. Year Ago

Months Of Supply



Months of Supply

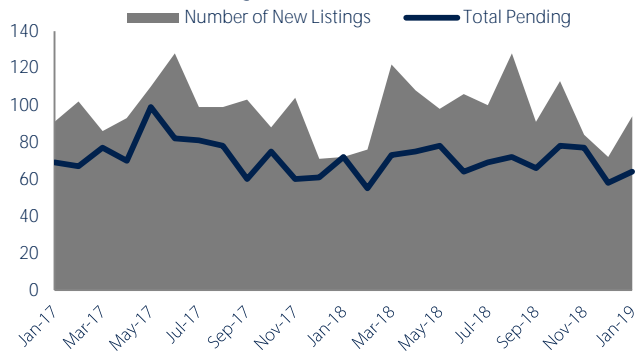
In January, there was 4.9 months of supply available in Clinton, Brandywine, and Cheltenham, compared to 3.6 in January 2018. That is an increase of 35% versus a year ago.

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.

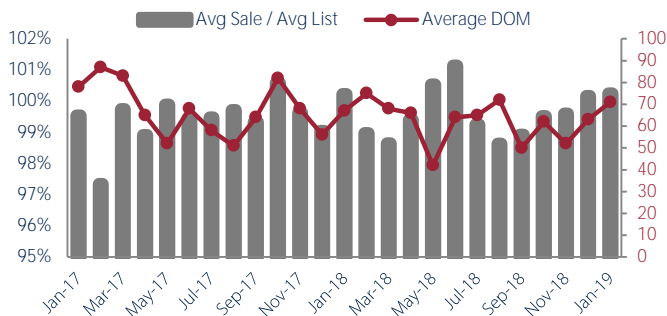
New Listings & Current Contracts

This month there were 94 homes newly listed for sale in Clinton, Brandywine, and Cheltenham compared to 72 in January 2018, an increase of 31%. There were 64 current contracts pending sale this January compared to 72 a year ago. The number of current contracts is 11% lower than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Clinton, Brandywine, and Cheltenham was 100.2% 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 71, higher than the average last year, which was 67, an increase of 6%.



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