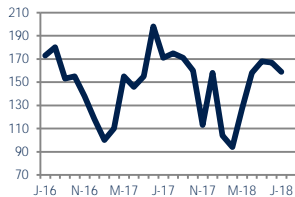


Units Sold

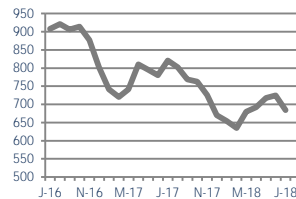
159



Down -7%
Vs. Year Ago

Active Inventory

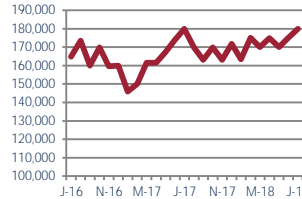
684



Down -17%
Vs. Year Ago

Median Sale Price

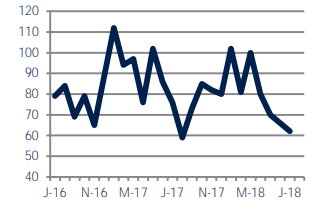
\$179,900



No Change
Vs. Year Ago

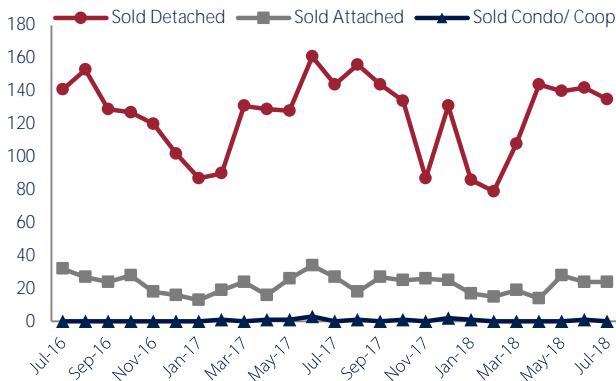
Days On Market

62



Down -18%
Vs. Year Ago

Units Sold*



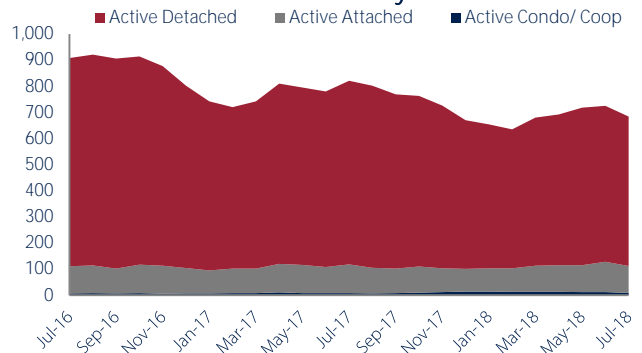
Units Sold

There was a decrease in total units sold in July, with 159 sold this month in Franklin County versus 167 last month, a decrease of 5%. This month's total units sold was lower than at this time last year, a decrease of 7% versus July 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 137 units or 17%. The total number of active inventory this July was 684 compared to 821 in July 2017. This month's total of 684 is lower than the previous month's total supply of available inventory of 725, a decrease of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Franklin County Homes was \$179,900. This July, the median sale price was \$179,900, which is similar compared to a year ago. The current median sold price is 3% higher than in June.

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

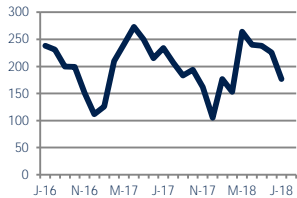


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and 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.



New Listings

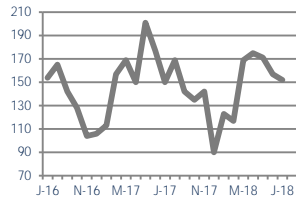
177



Down -24%
Vs. Year Ago

Current Contracts

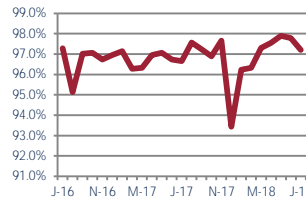
152



Up 1%
Vs. Year Ago

Sold Vs. List Price

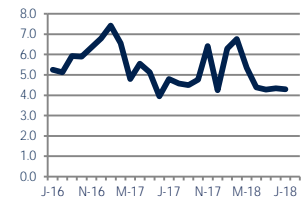
97.2%



Up 0.6%
Vs. Year Ago

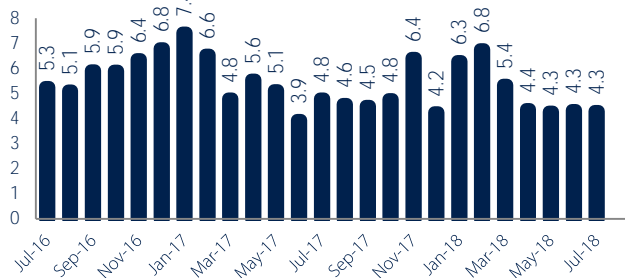
Months of Supply

4.3



Down -10%
Vs. Year Ago

Months Of Supply



Months of Supply

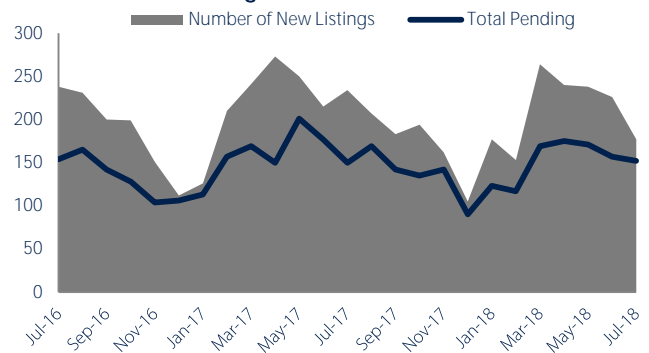
In July, there was 4.3 months of supply available in Franklin County, compared to 4.8 in July 2017. That is a decrease of 10% versus a year ago.

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.

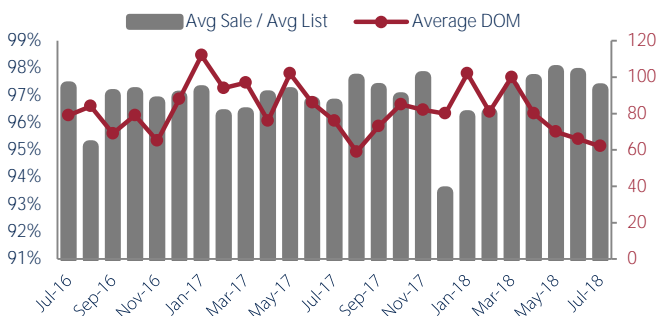
New Listings & Current Contracts

This month there were 177 homes newly listed for sale in Franklin County compared to 234 in July 2017, a decrease of 24%. There were 152 current contracts pending sale this July compared to 150 a year ago. The number of current contracts is 1% higher 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 Franklin County was 97.2% of the average list price, which is 0.6% higher than at this time last year.

Days On Market

This month, the average number of days on market was 62, lower than the average last year, which was 76, a decrease of 18%.



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