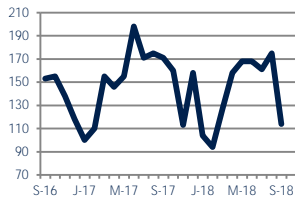


Units Sold

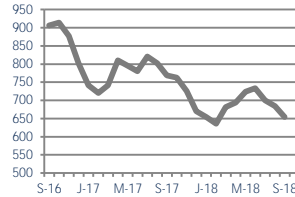
114



Down -33%
Vs. Year Ago

Active Inventory

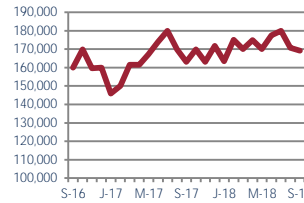
654



Down -15%
Vs. Year Ago

Median Sale Price

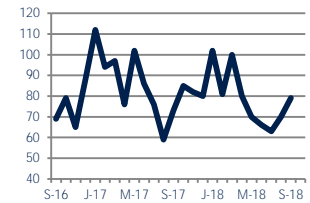
\$169,075



Up 4%
Vs. Year Ago

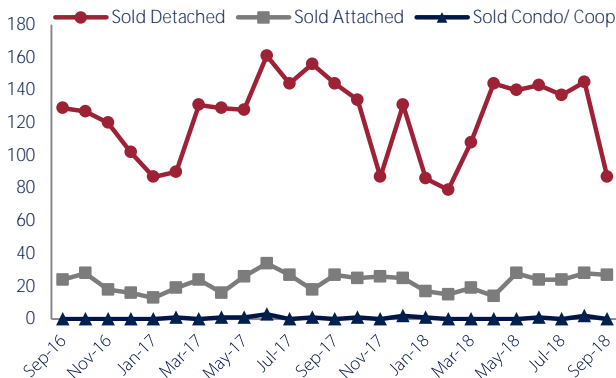
Days On Market

79



Up 8%
Vs. Year Ago

Units Sold*



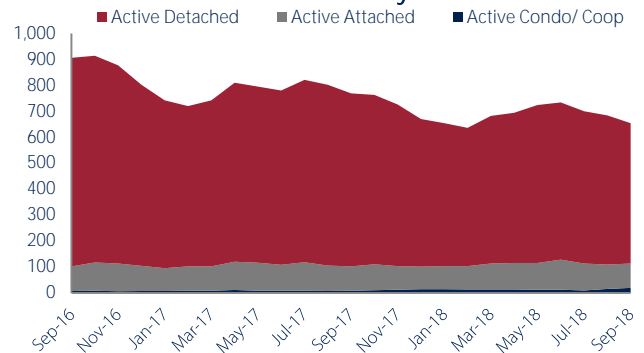
Units Sold

There was a decrease in total units sold in September, with 114 sold this month in Franklin County versus 175 last month, a decrease of 35%. This month's total units sold was lower than at this time last year, a decrease of 33% versus September 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 115 units or 15%. The total number of active inventory this September was 654 compared to 769 in September 2017. This month's total of 654 is lower than the previous month's total supply of available inventory of 684, a decrease of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Franklin County Homes was \$163,000. This September, the median sale price was \$169,075, an increase of 4% or \$6,075 compared to last year. The current median sold price is 1% lower than in August.

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

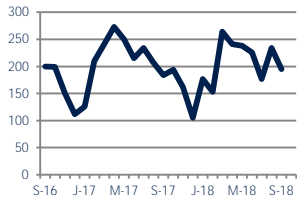


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

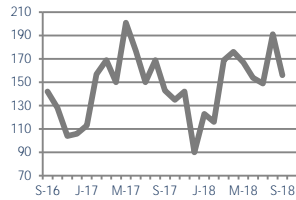
195



Up 6%
Vs. Year Ago

Current Contracts

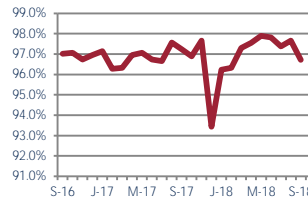
156



Up 9%
Vs. Year Ago

Sold Vs. List Price

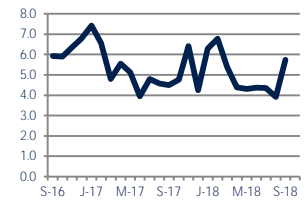
96.7%



Down -0.5%
Vs. Year Ago

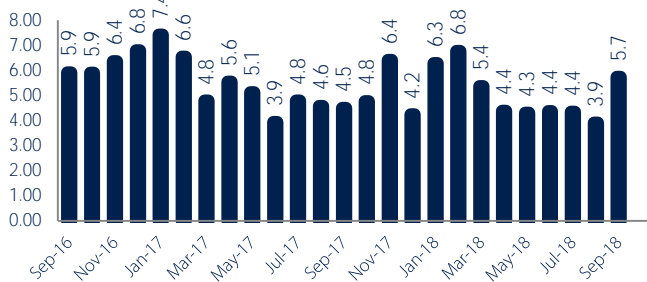
Months of Supply

5.7



Up 28%
Vs. Year Ago

Months Of Supply



Months of Supply

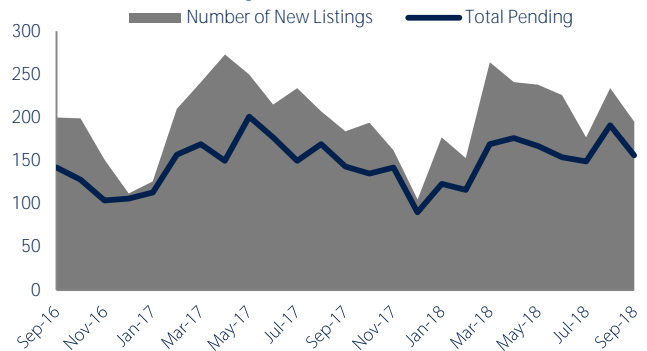
In September, there was 5.7 months of supply available in Franklin County, compared to 4.5 in September 2017. That is an increase of 28% versus a year ago.

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.

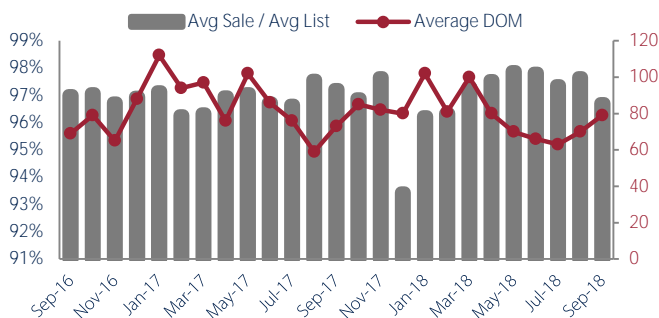
New Listings & Current Contracts

This month there were 195 homes newly listed for sale in Franklin County compared to 184 in September 2017, an increase of 6%. There were 156 current contracts pending sale this September compared to 143 a year ago. The number of current contracts is 9% higher than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Franklin County was 96.7% of the average list price, which is 0.5% lower than at this time last year.

Days On Market

This month, the average number of days on market was 79, higher than the average last year, which was 73, an increase of 8%.



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