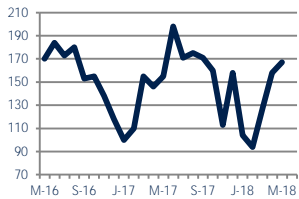




**Units Sold**

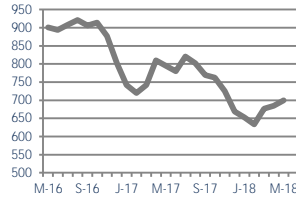
167



Up 8%  
Vs. Year Ago

**Active Inventory**

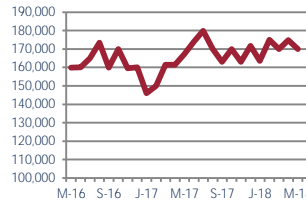
700



Down -12%  
Vs. Year Ago

**Median Sale Price**

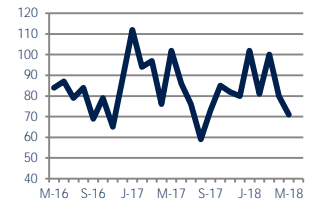
\$170,000



Up 2%  
Vs. Year Ago

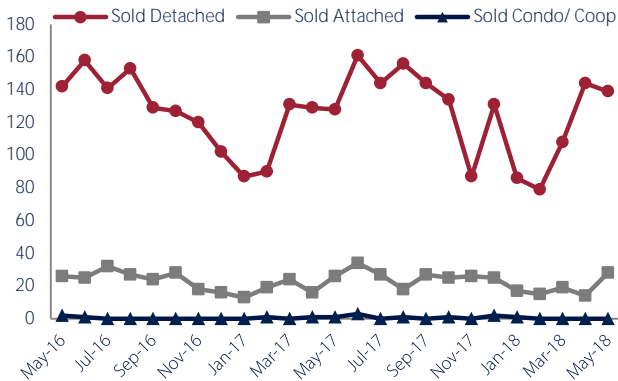
**Days On Market**

71



Down -30%  
Vs. Year Ago

**Units Sold\***



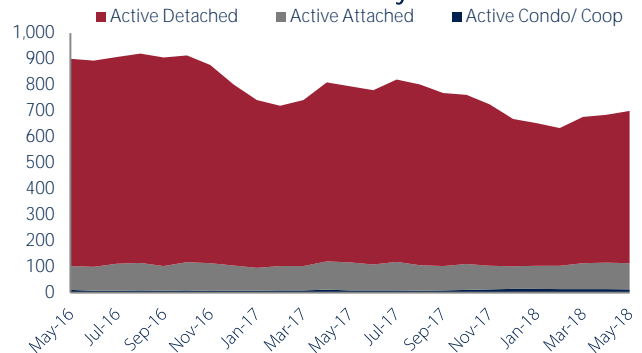
**Units Sold**

There was an increase in total units sold in May, with 167 sold this month in Franklin County versus 158 last month, an increase of 6%. This month's total units sold was higher than at this time last year, an increase of 8% versus May 2017.

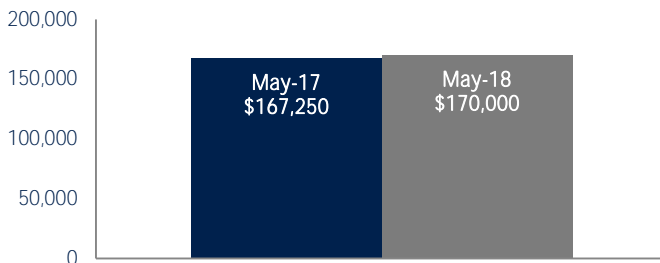
**Active Inventory**

Versus last year, the total number of homes available this month is lower by 95 units or 12%. The total number of active inventory this May was 700 compared to 795 in May 2017. This month's total of 700 is higher than the previous month's total supply of available inventory of 685, an increase of 2%.

**Active Inventory\***



**Median Sale Price**



**Median Sale Price**

Last May, the median sale price for Franklin County Homes was \$167,250. This May, the median sale price was \$170,000, an increase of 2% or \$2,750 compared to last year. The current median sold price is 3% 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.

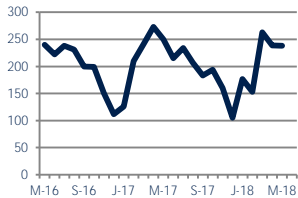


\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

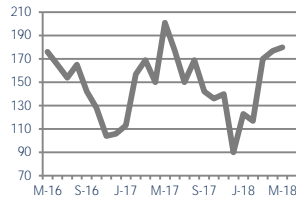
238



Down -5%  
Vs. Year Ago

**Current Contracts**

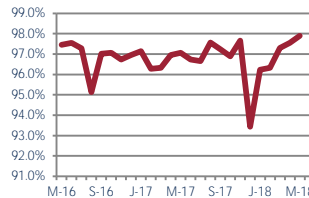
180



Down -10%  
Vs. Year Ago

**Sold Vs. List Price**

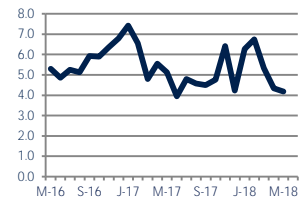
97.9%



Up 0.9%  
Vs. Year Ago

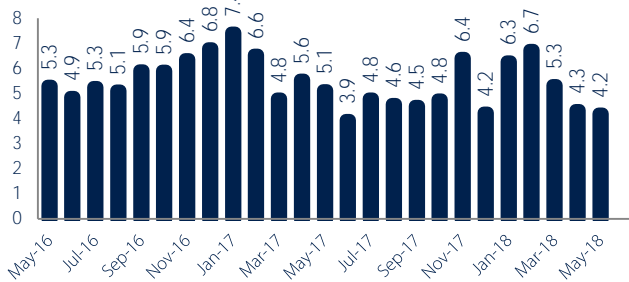
**Months of Supply**

4.2



Down -18%  
Vs. Year Ago

**Months Of Supply**



**Months of Supply**

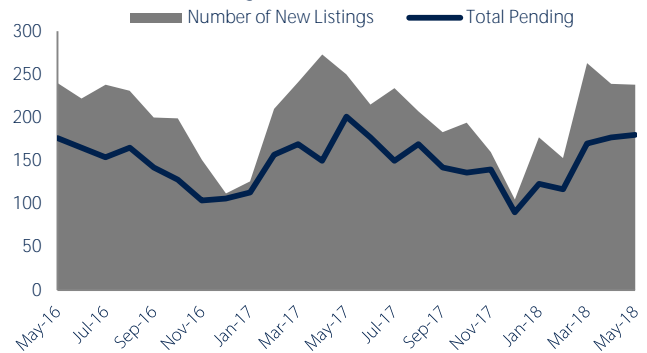
In May, there was 4.2 months of supply available in Franklin County, compared to 5.1 in May 2017. That is a decrease of 18% versus a year ago.

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.

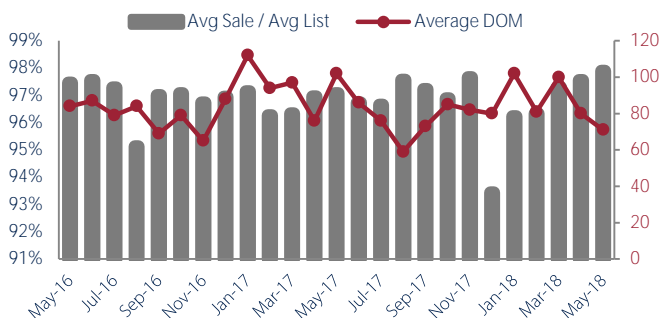
**New Listings & Current Contracts**

This month there were 238 homes newly listed for sale in Franklin County compared to 250 in May 2017, a decrease of 5%. There were 180 current contracts pending sale this May compared to 201 a year ago. The number of current contracts is 10% 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 Franklin County was 97.9% of the average list price, which is 0.8% higher than at this time last year.

**Days On Market**

This month, the average number of days on market was 71, lower than the average last year, which was 102, a decrease of 30%.



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