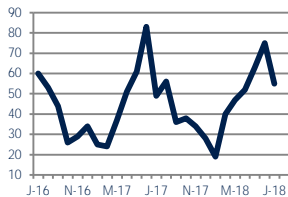


Zip Code(s): 20171

Units Sold

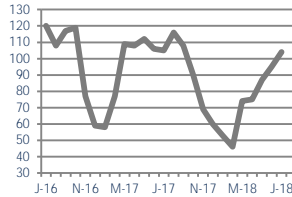
55



Up 12%
Vs. Year Ago

Active Inventory

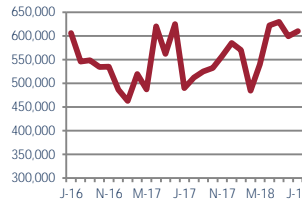
104



Down -1%
Vs. Year Ago

Median Sale Price

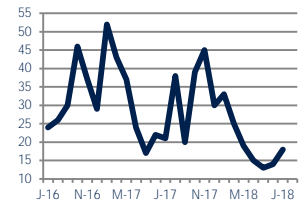
\$610,000



Up 24%
Vs. Year Ago

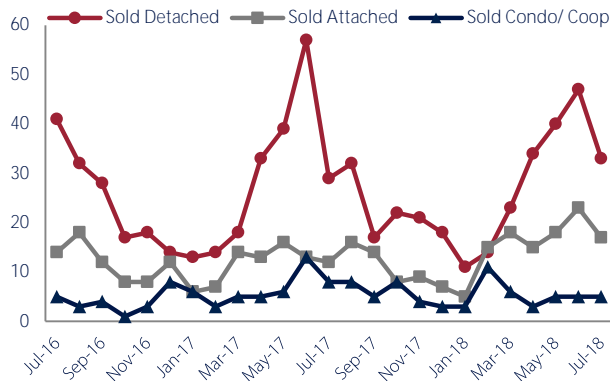
Days On Market

18



Down -14%
Vs. Year Ago

Units Sold*



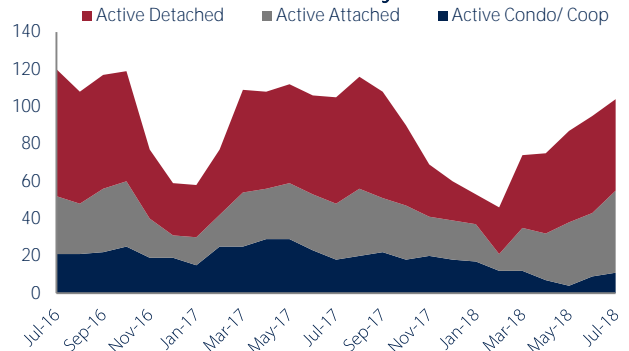
Units Sold

There was a decrease in total units sold in July, with 55 sold this month in McNair Farms and Franklin Farms versus 75 last month, a decrease of 27%. This month's total units sold was higher than at this time last year, an increase of 12% versus July 2017.

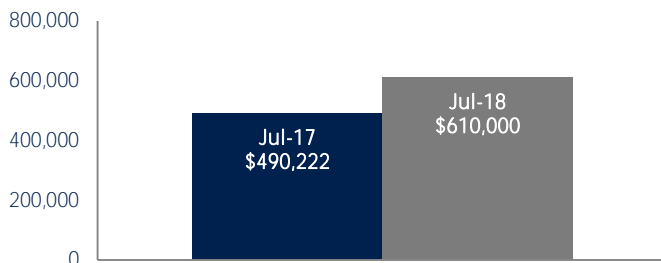
Active Inventory

Versus last year, the total number of homes available this month is lower by 1 units or 1%. The total number of active inventory this July was 104 compared to 105 in July 2017. This month's total of 104 is higher than the previous month's total supply of available inventory of 95, an increase of 9%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for McNair Farms and Franklin Farms Homes was \$490,222. This July, the median sale price was \$610,000, an increase of 24% or \$119,778 compared to last year. The current median sold price is 2% 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.

McNair Farms and Franklin Farms are defined as properties listed in zip code/s 20171.

*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.

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CHRISTIE'S
INTERNATIONAL REAL ESTATE

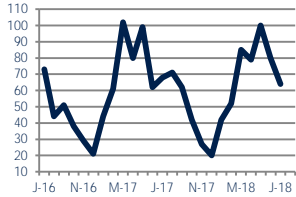




Zip Code(s): 20171

New Listings

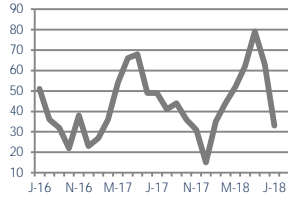
64



Down -6%
Vs. Year Ago

Current Contracts

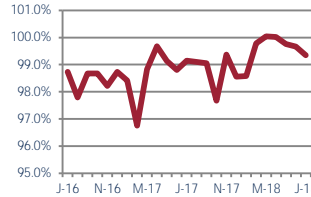
33



Down -33%
Vs. Year Ago

Sold Vs. List Price

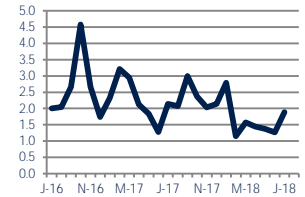
99.4%



No Change
Vs. Year Ago

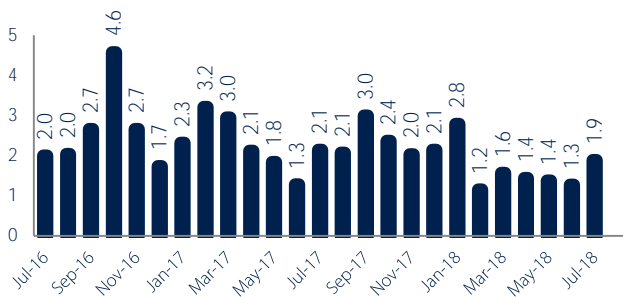
Months of Supply

1.9



Down -12%
Vs. Year Ago

Months Of Supply



Months of Supply

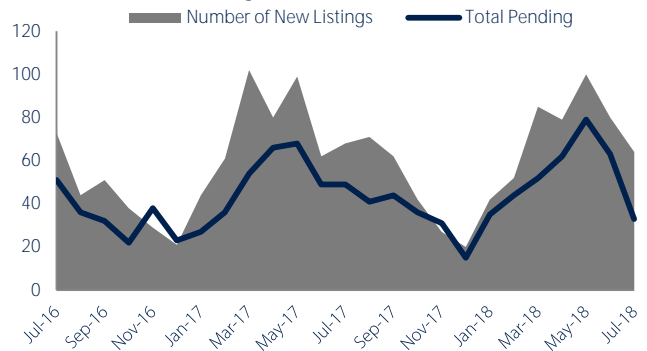
In July, there was 1.9 months of supply available in McNair Farms and Franklin Farms, compared to 2.1 in July 2017. That is a decrease of 12% versus a year ago.

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.

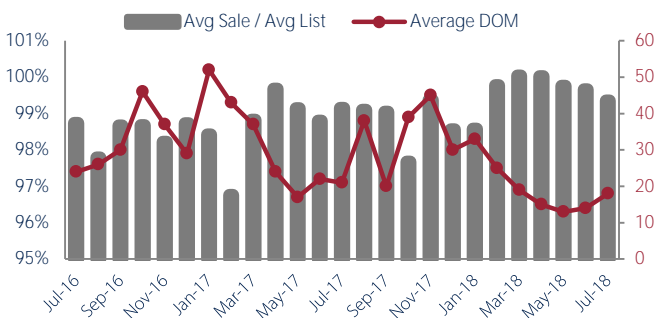
New Listings & Current Contracts

This month there were 64 homes newly listed for sale in McNair Farms and Franklin Farms compared to 68 in July 2017, a decrease of 6%. There were 33 current contracts pending sale this July compared to 49 a year ago. The number of current contracts is 33% lower 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 McNair Farms and Franklin Farms was 99.4% 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 18, lower than the average last year, which was 21, a decrease of 14%.



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