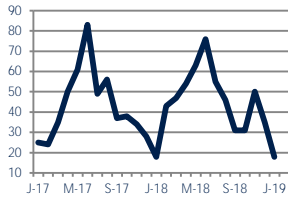


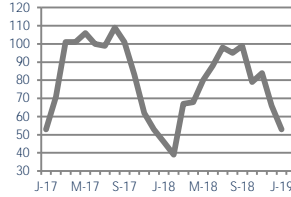
Zip Code(s): 20171

Units Sold
18



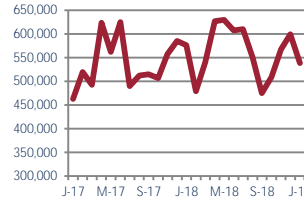
No Change
Vs. Year Ago

Active Inventory
53



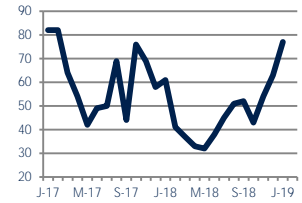
Up 15%
Vs. Year Ago

Median Sale Price
\$538,500



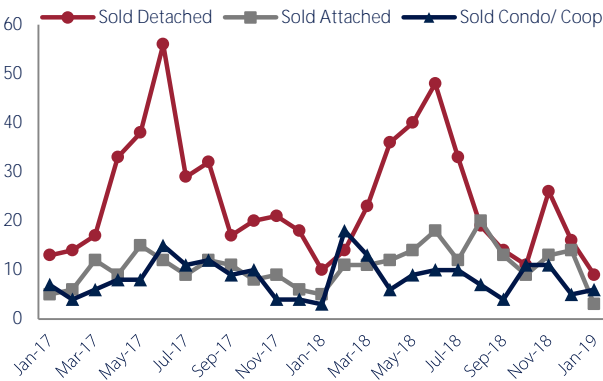
Down -7%
Vs. Year Ago

Days On Market
77



Up 26%
Vs. Year Ago

Units Sold*



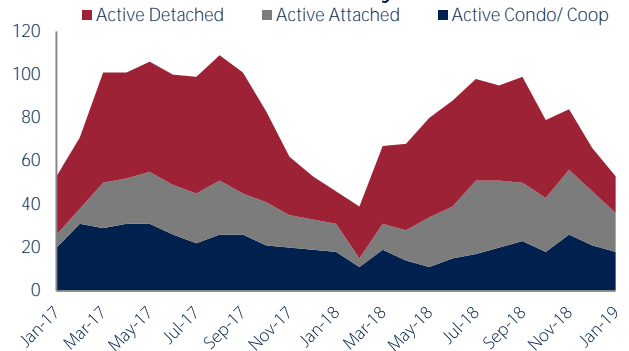
Units Sold

There was a decrease in total units sold in January, with 18 sold this month in McNair Farms and Franklin Farms, a decrease of 49%. This month's total units sold is similar compared to a year ago.

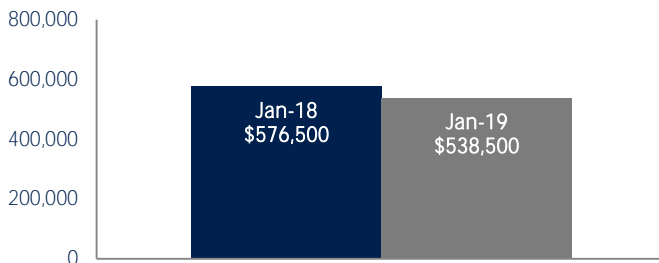
Active Inventory

Versus last year, the total number of homes available this month is higher by 7 units or 15%. The total number of active inventory this January was 53 compared to 46 in January 2018. This month's total of 53 is lower than the previous month's total supply of available inventory of 66, a decrease of 20%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for McNair Farms and Franklin Farms Homes was \$576,500. This January, the median sale price was \$538,500, a decrease of 7% or \$38,000 compared to last year. The current median sold price is 10% 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.

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. 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.



CHRISTIE'S
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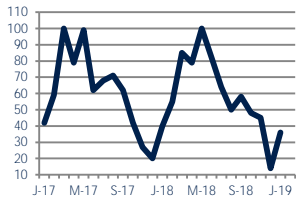




Zip Code(s): 20171

New Listings

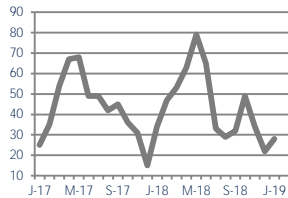
36



Down -10%
Vs. Year Ago

Current Contracts

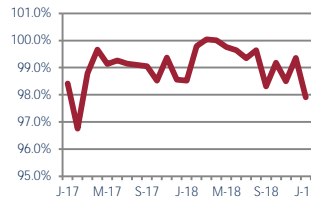
28



Down -18%
Vs. Year Ago

Sold Vs. List Price

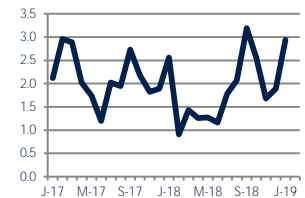
97.9%



Down -0.6%
Vs. Year Ago

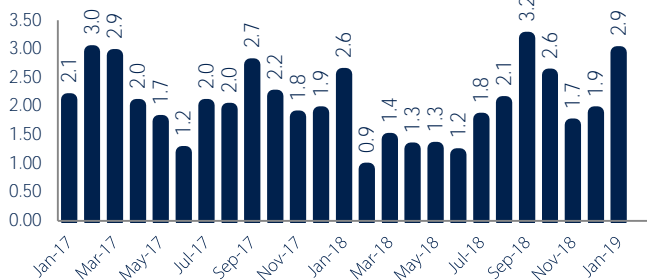
Months of Supply

2.9



Up 15%
Vs. Year Ago

Months Of Supply



Months of Supply

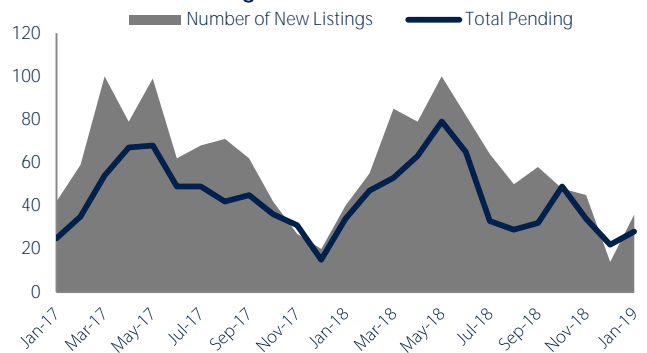
In January, there was 2.9 months of supply available in McNair Farms and Franklin Farms, compared to 2.6 in January 2018. That is an increase of 15% versus a year ago.

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.

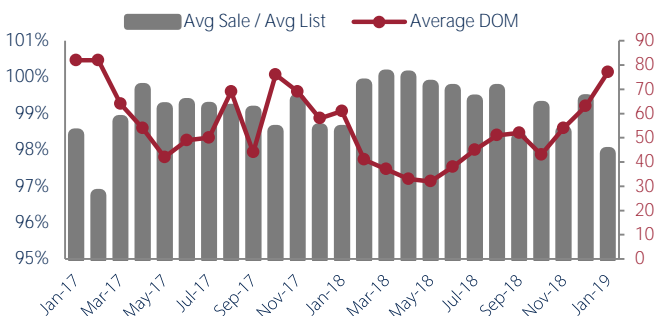
New Listings & Current Contracts

This month there were 36 homes newly listed for sale in McNair Farms and Franklin Farms compared to 40 in January 2018, a decrease of 10%. There were 28 current contracts pending sale this January compared to 34 a year ago. The number of current contracts is 18% 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 McNair Farms and Franklin Farms was 97.9% of the average list price, which is 0.6% lower than at this time last year.

Days On Market

This month, the average number of days on market was 77, higher than the average last year, which was 61, an increase of 26%.



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