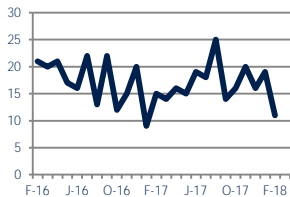




Units Sold

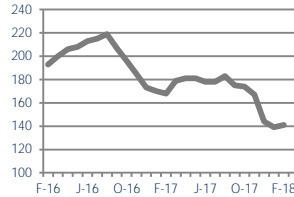
11



Down
Vs. Year Ago

Active Inventory

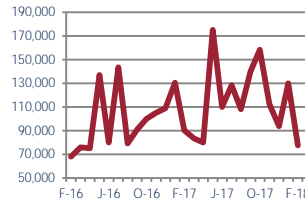
141



Down -16%
Vs. Year Ago

Median Sale Price

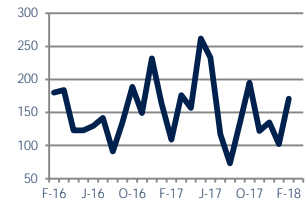
\$77,500



Down
Vs. Year Ago

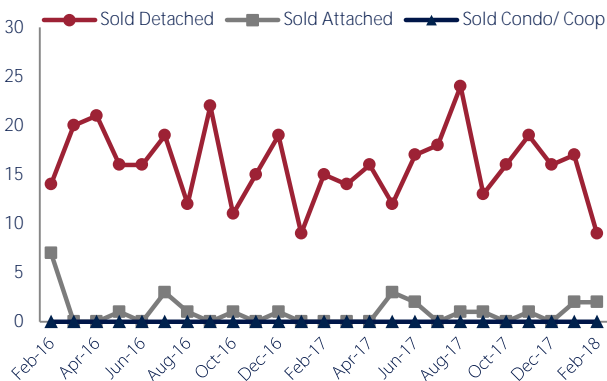
Days On Market

171



Up
Vs. Year Ago

Units Sold*



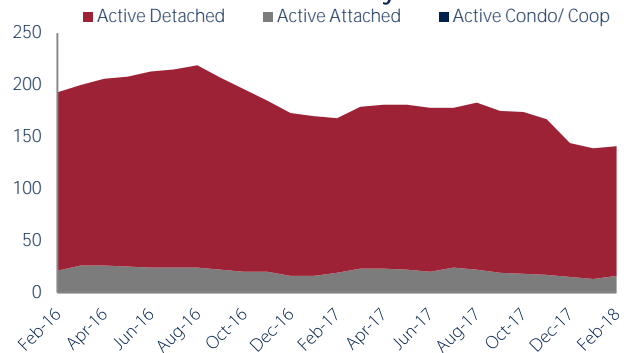
Units Sold

With relatively few transactions, there was a decrease in total units sold in February, with 11 sold this month in Somerset County. This month's total units sold was lower than at this time last year, a decrease from February 2017.

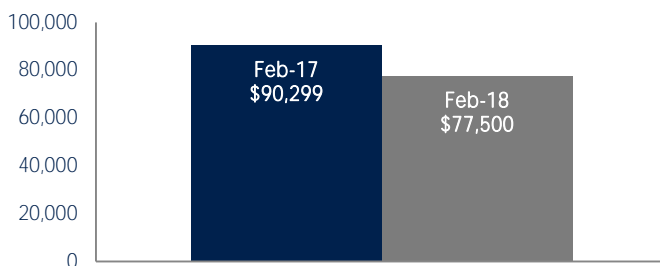
Active Inventory

Versus last year, the total number of homes available this month is lower by 27 units or 16%. The total number of active inventory this February was 141 compared to 168 in February 2017. This month's total of 141 is higher than the previous month's total supply of available inventory of 139, an increase of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last February, the median sale price for Somerset County Homes was \$90,299. This February, the median sale price was \$77,500, a decrease of \$12,799 compared to last year. The current median sold price is lower than in January.

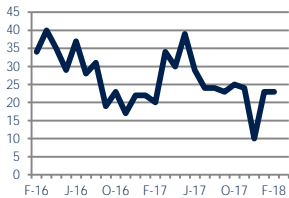
Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



*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 CAR 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 CAR or Long & Foster Real Estate, Inc.

New Listings

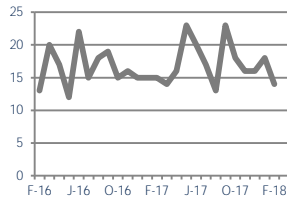
23



Up 15%
Vs. Year Ago

Current Contracts

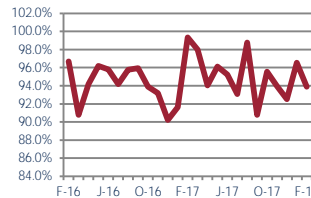
14



Down -7%
Vs. Year Ago

Sold Vs. List Price

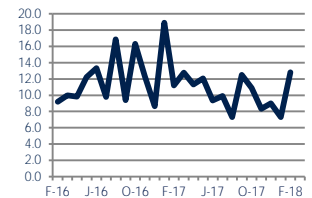
93.9%



Down
Vs. Year Ago

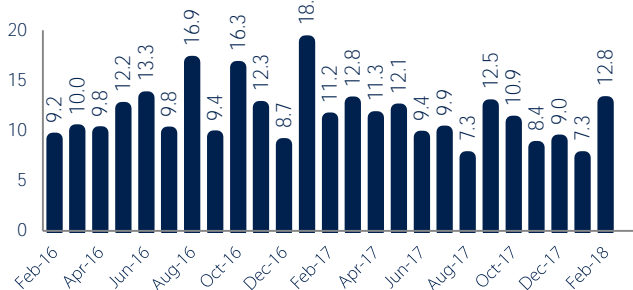
Months of Supply

12.8



Up 14%
Vs. Year Ago

Months Of Supply



Months of Supply

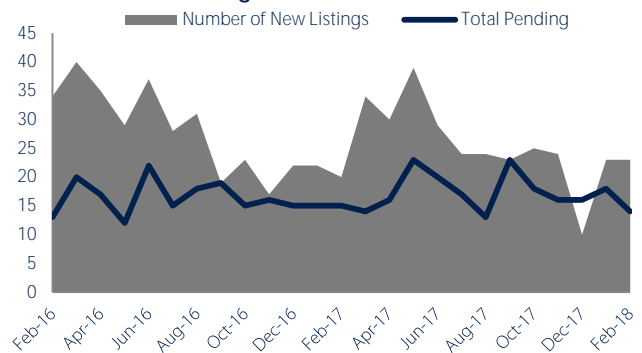
In February, there was 12.8 months of supply available in Somerset County, compared to 11.2 in February 2017. That is an increase of 14% versus a year ago.

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.

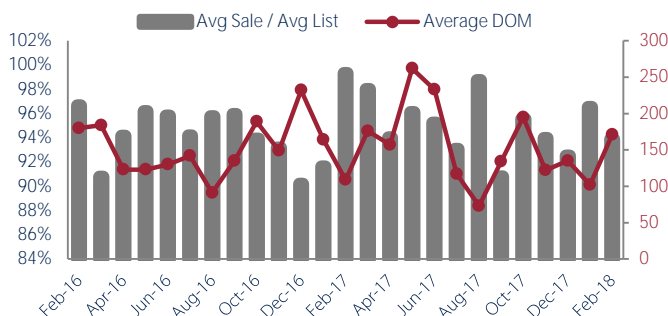
New Listings & Current Contracts

This month there were 23 homes newly listed for sale in Somerset County compared to 20 in February 2017, an increase of 15%. There were 14 current contracts pending sale this February compared to 15 a year ago. The number of current contracts is 7% lower than last February.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In February, the average sale price in Somerset County was 93.9% of the average list price, which is lower than at this time last year.

Days On Market

This month, the average number of days on market was 171, higher than the average last year, which was 109. This increase was impacted by the limited number of sales.



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