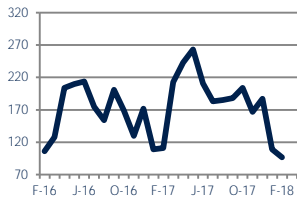




Units Sold

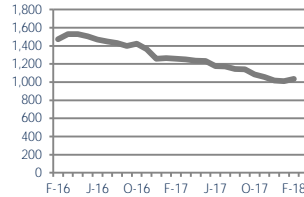
97



Down -13%
Vs. Year Ago

Active Inventory

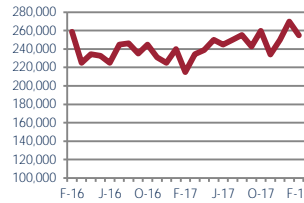
1,034



Down -18%
Vs. Year Ago

Median Sale Price

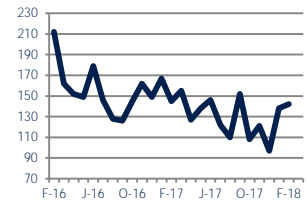
\$255,000



Up 19%
Vs. Year Ago

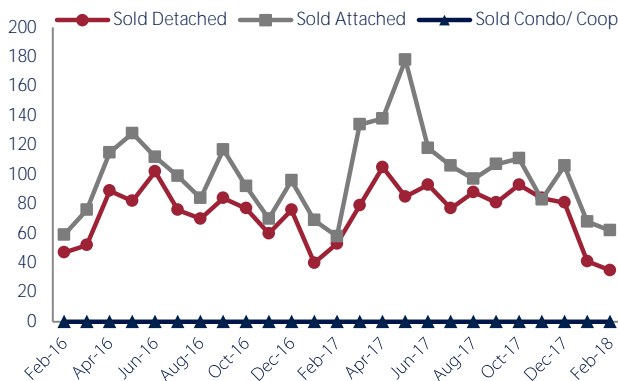
Days On Market

142



Down -2%
Vs. Year Ago

Units Sold*



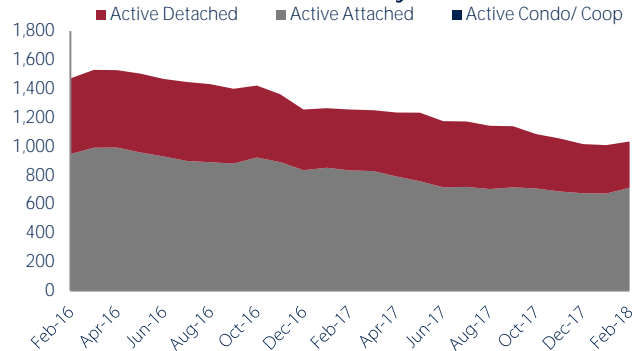
Units Sold

There was a decrease in total units sold in February, with 97 sold this month in Worcester County versus 109 last month, a decrease of 11%. This month's total units sold was lower than at this time last year, a decrease of 13% versus February 2017.

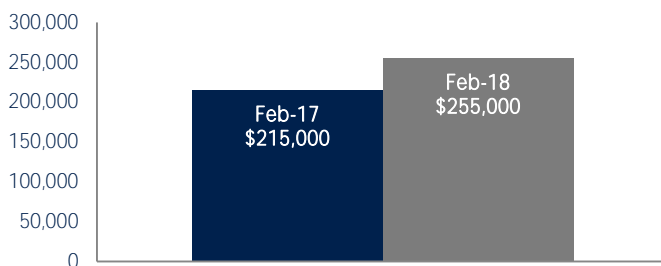
Active Inventory

Versus last year, the total number of homes available this month is lower by 222 units or 18%. The total number of active inventory this February was 1,034 compared to 1,256 in February 2017. This month's total of 1,034 is higher than the previous month's total supply of available inventory of 1,009, an increase of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last February, the median sale price for Worcester County Homes was \$215,000. This February, the median sale price was \$255,000, an increase of 19% or \$40,000 compared to last year. The current median sold price is 6% 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.

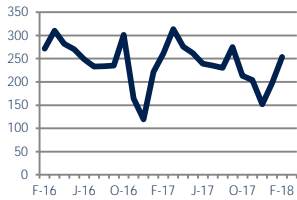


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CAR and its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

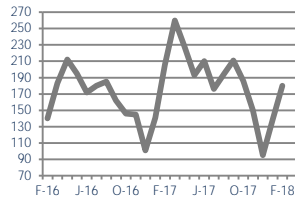
254



Down -3%
Vs. Year Ago

Current Contracts

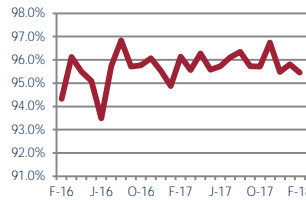
180



Down -13%
Vs. Year Ago

Sold Vs. List Price

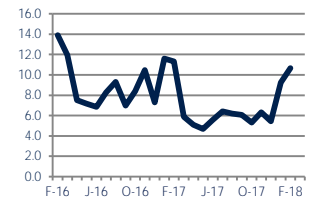
95.5%



Down -0.7%
Vs. Year Ago

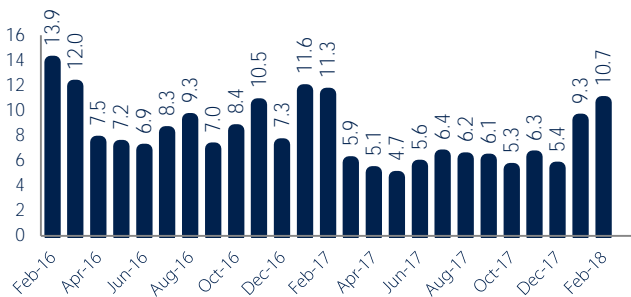
Months of Supply

10.7



Down -6%
Vs. Year Ago

Months Of Supply



Months of Supply

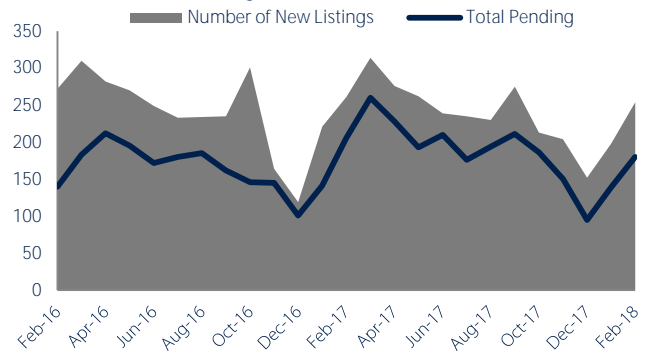
In February, there was 10.7 months of supply available in Worcester County, compared to 11.3 in February 2017. That is a decrease of 6% versus a year ago.

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.

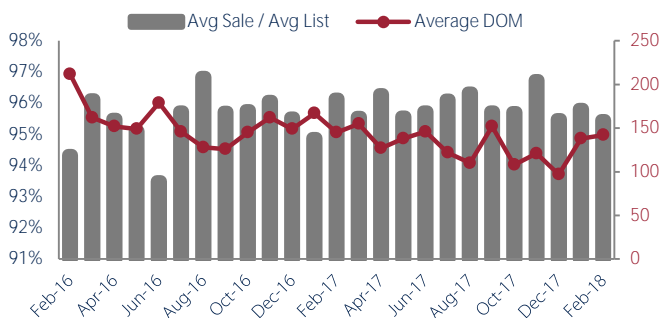
New Listings & Current Contracts

This month there were 254 homes newly listed for sale in Worcester County compared to 261 in February 2017, a decrease of 3%. There were 180 current contracts pending sale this February compared to 206 a year ago. The number of current contracts is 13% 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 Worcester County was 95.5% of the average list price, which is 0.7% lower than at this time last year.

Days On Market

This month, the average number of days on market was 142, lower than the average last year, which was 145, a decrease of 2%.



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