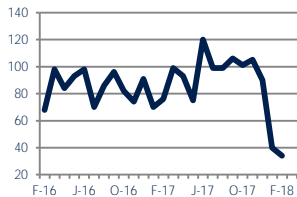




Units Sold

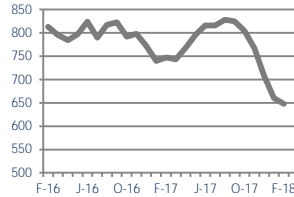
34



Down
Vs. Year Ago

Active Inventory

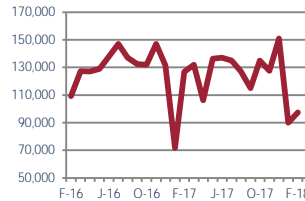
648



Down -13%
Vs. Year Ago

Median Sale Price

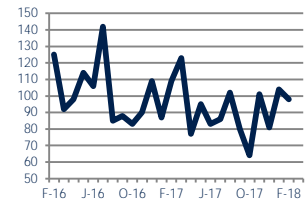
\$97,325



Down -23%
Vs. Year Ago

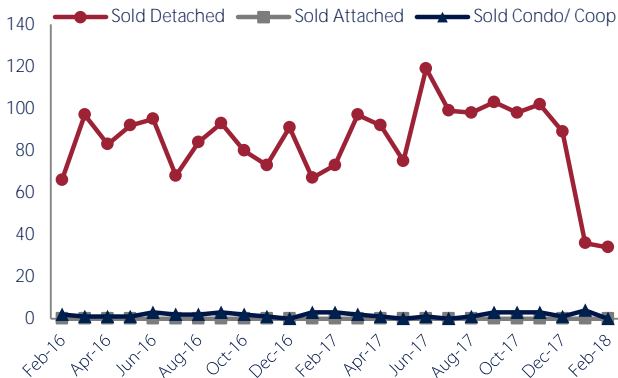
Days On Market

98



Down -10%
Vs. Year Ago

Units Sold*



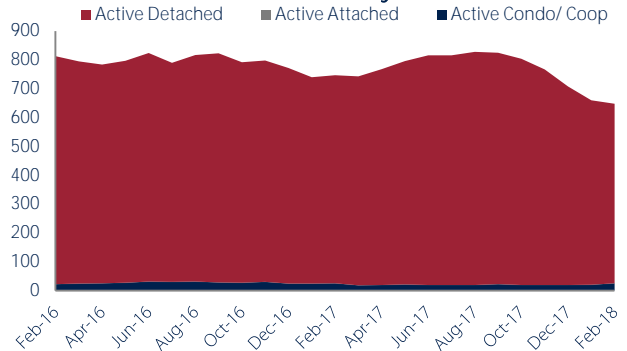
Units Sold

With relatively few transactions, there was a decrease in total units sold in February, with 34 sold this month in Cumberland County. This month's total units sold was lower than at this time last year, a decrease from February 2017.

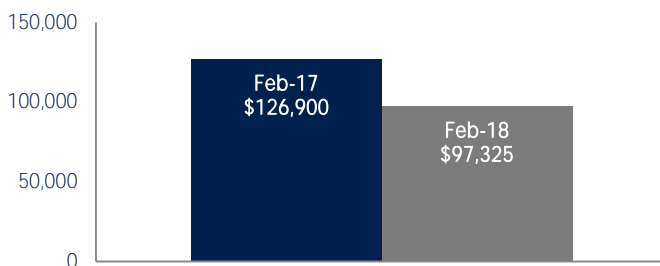
Active Inventory

Versus last year, the total number of homes available this month is lower by 99 units or 13%. The total number of active inventory this February was 648 compared to 747 in February 2017. This month's total of 648 is lower than the previous month's total supply of available inventory of 660, a decrease of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last February, the median sale price for Cumberland County Homes was \$126,900. This February, the median sale price was \$97,325, a decrease of 23% or \$29,575 compared to last year. The current median sold price is 8% higher 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.



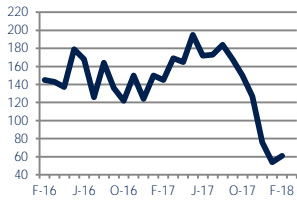
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.
Information included in this report is based on data supplied by SJSMLS and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





New Listings

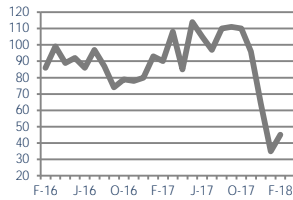
61



Down -58%
Vs. Year Ago

Current Contracts

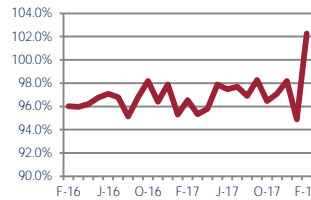
45



Down -50%
Vs. Year Ago

Sold Vs. List Price

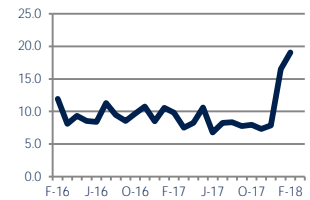
102.3%



Up
Vs. Year Ago

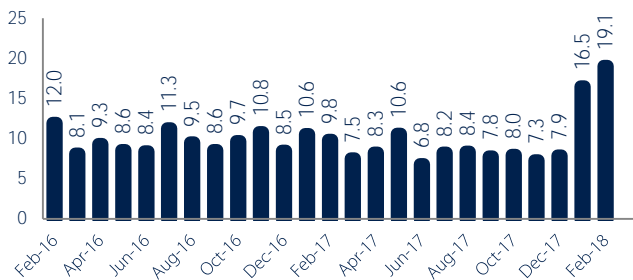
Months of Supply

19.1



Up
Vs. Year Ago

Months Of Supply



Months of Supply

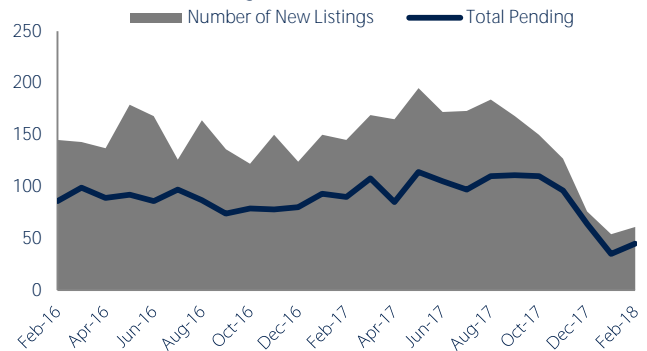
In February, there was 19.1 months of supply available in Cumberland County, compared to 9.8 in February 2017. That is an increase versus a year ago.

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.

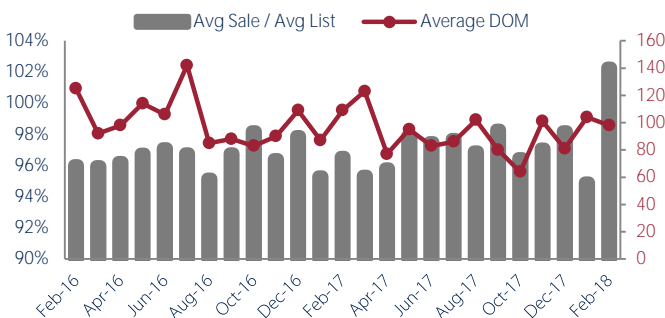
New Listings & Current Contracts

This month there were 61 homes newly listed for sale in Cumberland County compared to 145 in February 2017, a decrease of 58%. There were 45 current contracts pending sale this February compared to 90 a year ago. The number of current contracts is 50% 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 Cumberland County was 102.3% of the average list price, which is higher than at this time last year.

Days On Market

This month, the average number of days on market was 98, lower than the average last year, which was 109, a decrease of 10%.



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