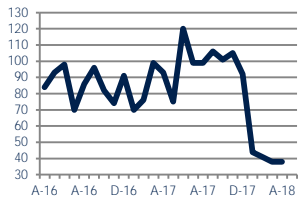




Units Sold

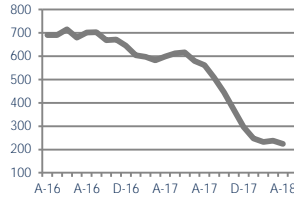
38



Down -59%
Vs. Year Ago

Active Inventory

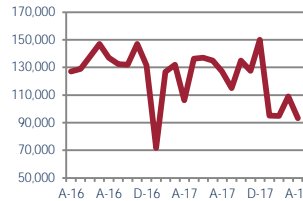
224



Down -63%
Vs. Year Ago

Median Sale Price

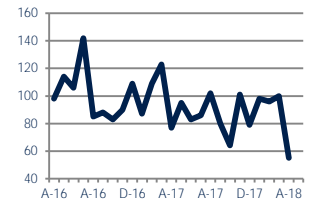
\$93,175



Down -12%
Vs. Year Ago

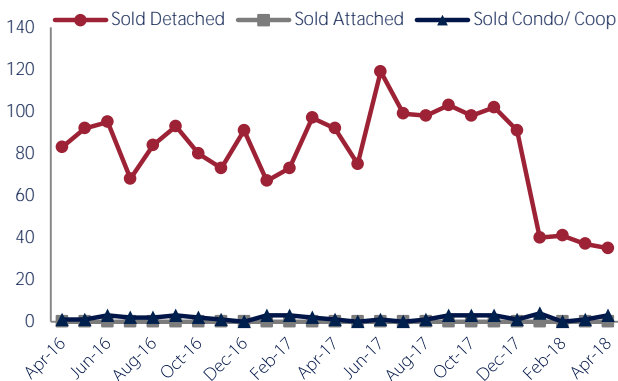
Days On Market

55



Down -29%
Vs. Year Ago

Units Sold*



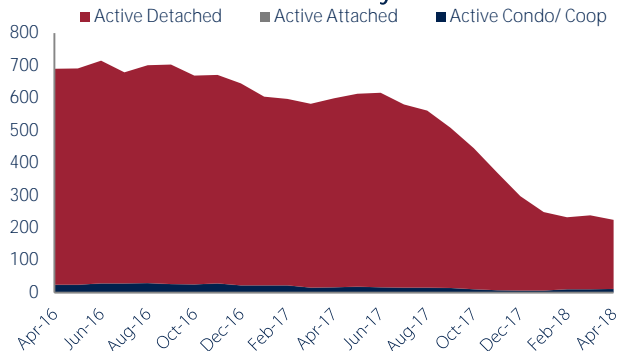
Units Sold

The number of units sold remained stable in April, with 38 sold this month in Cumberland County. This month's total units sold was lower than at this time last year, a decrease of 59% versus April 2017.

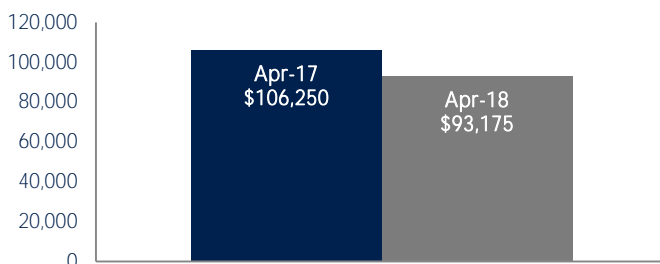
Active Inventory

Versus last year, the total number of homes available this month is lower by 375 units or 63%. The total number of active inventory this April was 224 compared to 599 in April 2017. This month's total of 224 is lower than the previous month's total supply of available inventory of 238, a decrease of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Cumberland County Homes was \$106,250. This April, the median sale price was \$93,175, a decrease of 12% or \$13,075 compared to last year. The current median sold price is 15% lower than in March.

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



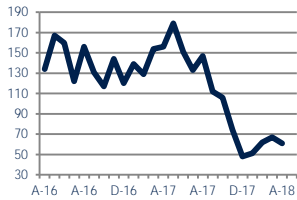
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by SJSMLS and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

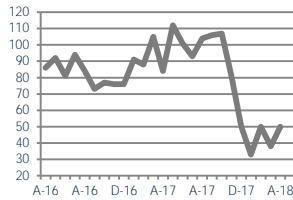
61



Down -61%
Vs. Year Ago

Current Contracts

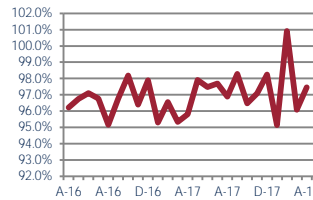
50



Down -40%
Vs. Year Ago

Sold Vs. List Price

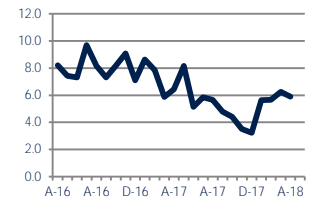
97.5%



Up 1.7%
Vs. Year Ago

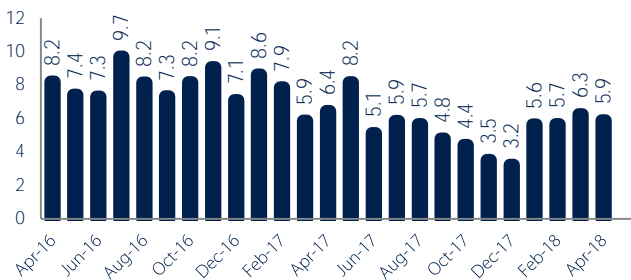
Months of Supply

5.9



Down -9%
Vs. Year Ago

Months Of Supply



Months of Supply

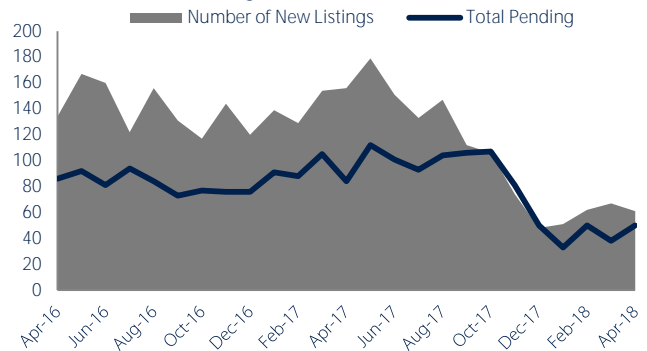
In April, there was 5.9 months of supply available in Cumberland County, compared to 6.4 in April 2017. That is a decrease of 8% versus a year ago.

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.

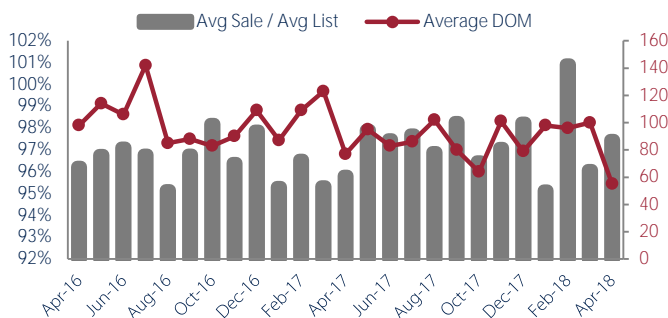
New Listings & Current Contracts

This month there were 61 homes newly listed for sale in Cumberland County compared to 156 in April 2017, a decrease of 61%. There were 50 current contracts pending sale this April compared to 84 a year ago. The number of current contracts is 40% lower than last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Cumberland County was 97.5% of the average list price, which is 1.6% higher than at this time last year.

Days On Market

This month, the average number of days on market was 55, lower than the average last year, which was 77, a decrease of 29%.



*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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