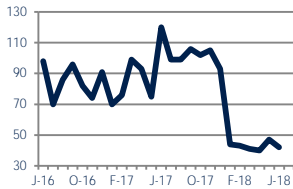


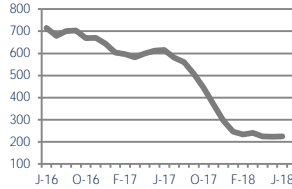


Units Sold
42



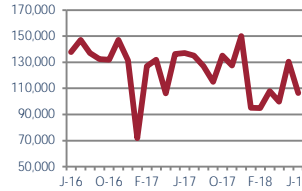
Down
Vs. Year Ago

Active Inventory
224



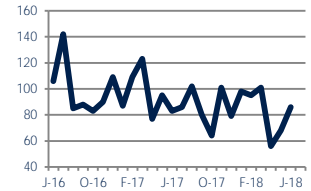
Down -64%
Vs. Year Ago

Median Sale Price
\$106,500



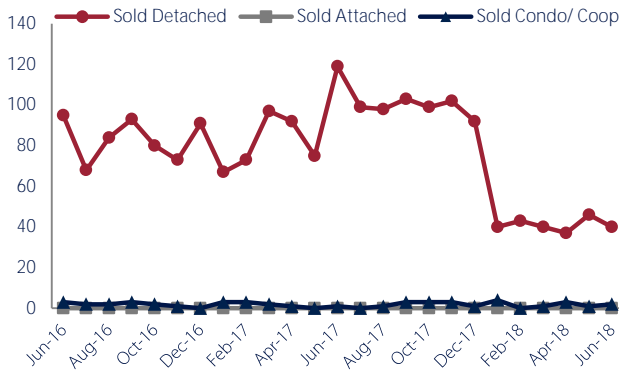
Down -22%
Vs. Year Ago

Days On Market
86



Up 4%
Vs. Year Ago

Units Sold*



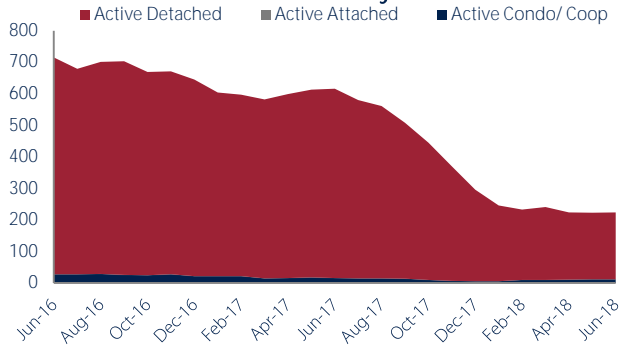
Units Sold

There was a decrease in total units sold in June, with 42 sold this month in Cumberland County. This month's total units sold was lower than at this time last year.

Active Inventory

Versus last year, the total number of homes available this month is lower by 392 units or 64%. The total number of active inventory this June was 224 compared to 616 in June 2017. This month's supply remained stable as compared to last month.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Cumberland County Homes was \$137,000. This June, the median sale price was \$106,500, a decrease of 22% or \$30,500 compared to last year. The current median sold price is 18% lower than in May.

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



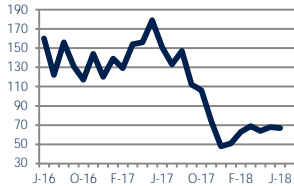
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by SJSMLS and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

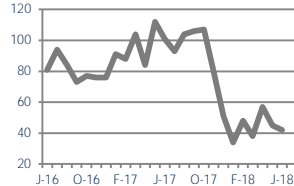
67



Down -56%
Vs. Year Ago

Current Contracts

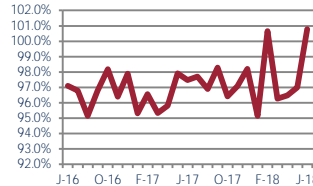
42



Down -58%
Vs. Year Ago

Sold Vs. List Price

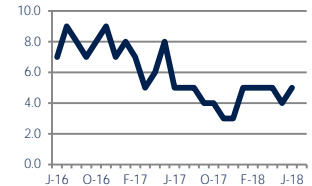
100.8%



Up 3.4%
Vs. Year Ago

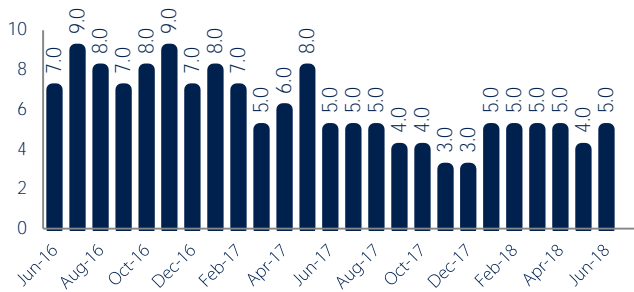
Months of Supply

5.0



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

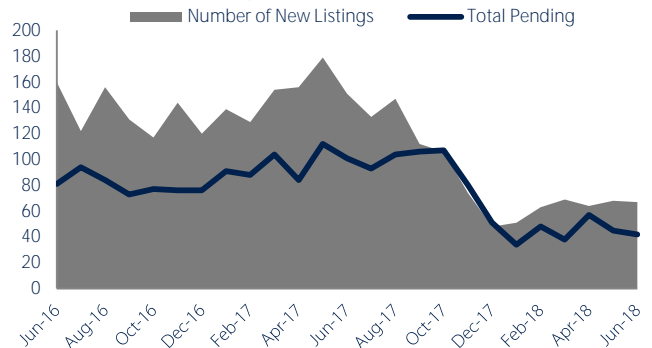
In June, there was 5.3 months of supply available in Cumberland County, compared to 5.1 in June 2017. That is an increase of 4% versus a year ago.

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.

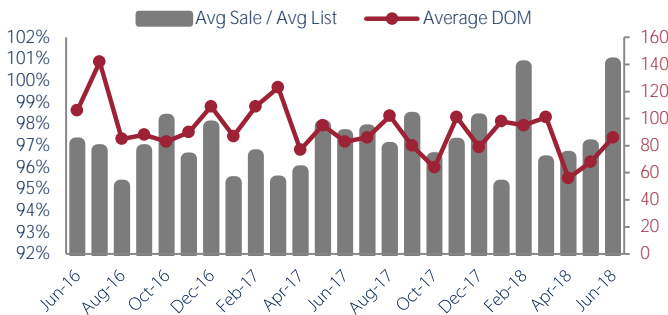
New Listings & Current Contracts

This month there were 67 homes newly listed for sale in Cumberland County compared to 151 in June 2017, a decrease of 56%. There were 42 current contracts pending sale this June compared to 101 a year ago. The number of current contracts is 58% lower than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Cumberland County was 100.8% of the average list price, which is 3.3% higher than at this time last year.

Days On Market

This month, the average number of days on market was 86, higher than the average last year, which was 83, an increase of 4%.



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