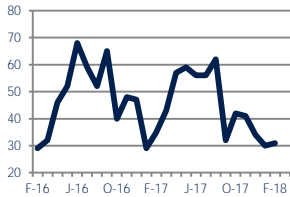




Units Sold

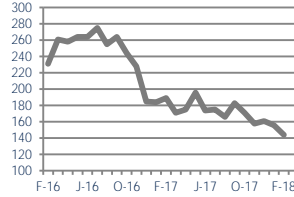
31



Down -11%
Vs. Year Ago

Active Inventory

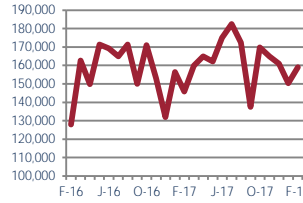
144



Down -24%
Vs. Year Ago

Median Sale Price

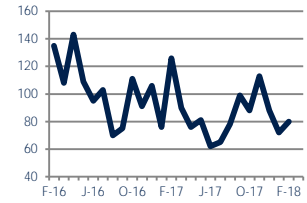
\$159,000



Up 9%
Vs. Year Ago

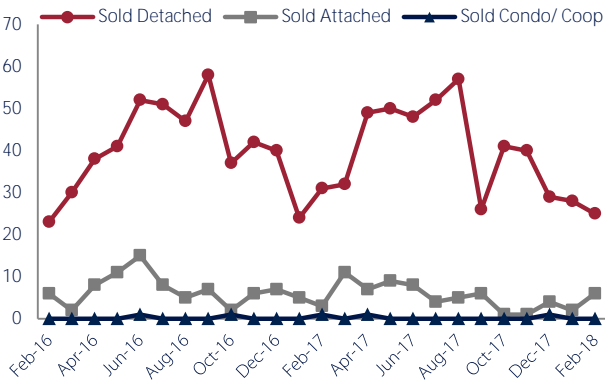
Days On Market

80



Down -37%
Vs. Year Ago

Units Sold*



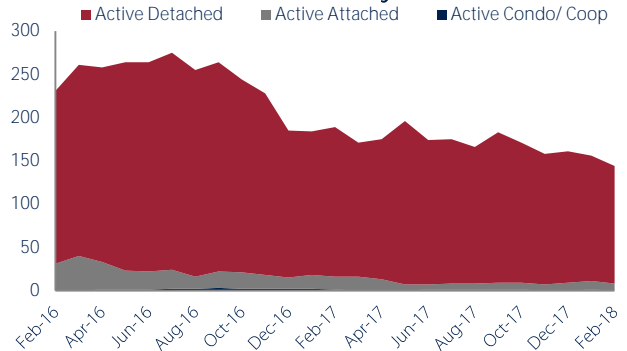
Units Sold

There was an increase in total units sold in February, with 31 sold this month in Campbell County versus 30 last month, an increase of 3%. This month's total units sold was lower than at this time last year, a decrease of 11% versus February 2017.

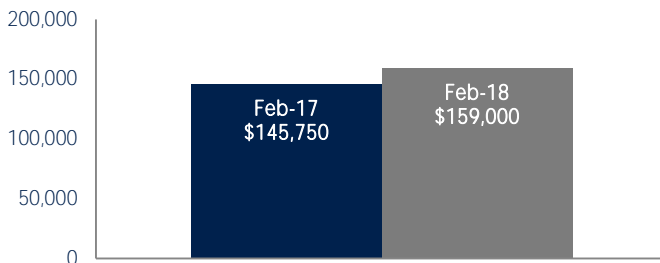
Active Inventory

Versus last year, the total number of homes available this month is lower by 45 units or 24%. The total number of active inventory this February was 144 compared to 189 in February 2017. This month's total of 144 is lower than the previous month's total supply of available inventory of 156, a decrease of 8%.

Active Inventory*



Median Sale Price



Median Sale Price

Last February, the median sale price for Campbell County Homes was \$145,750. This February, the median sale price was \$159,000, an increase of 9% or \$13,250 compared to last year. The current median sold price is 6% 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.

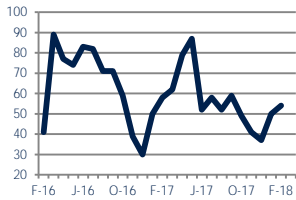


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by LAR and its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



New Listings

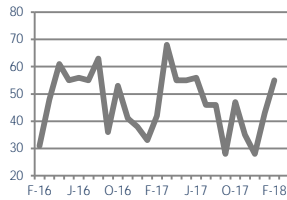
54



Down -7%
Vs. Year Ago

Current Contracts

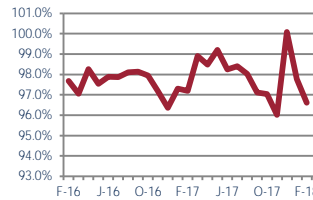
55



Up 31%
Vs. Year Ago

Sold Vs. List Price

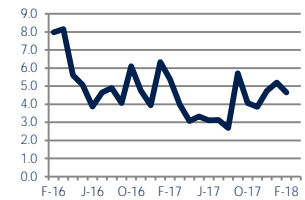
96.6%



Down -0.6%
Vs. Year Ago

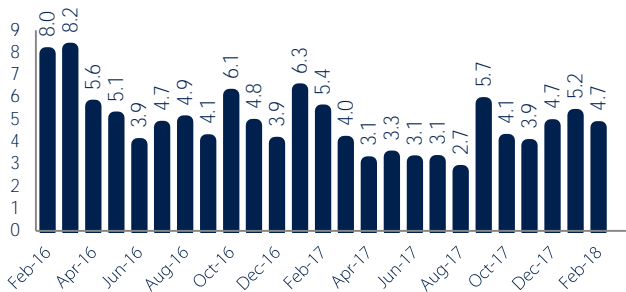
Months of Supply

4.7



Down -14%
Vs. Year Ago

Months Of Supply



Months of Supply

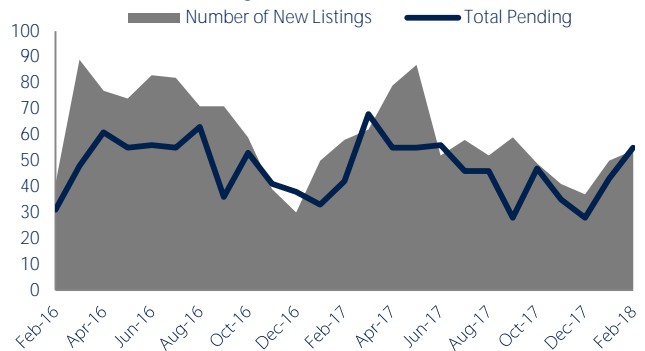
In February, there was 4.6 months of supply available in Campbell County, compared to 5.4 in February 2017. That is a decrease of 14% versus a year ago.

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.

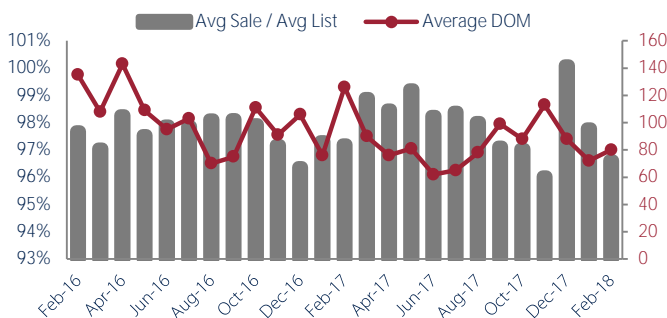
New Listings & Current Contracts

This month there were 54 homes newly listed for sale in Campbell County compared to 58 in February 2017, a decrease of 7%. There were 55 current contracts pending sale this February compared to 42 a year ago. The number of current contracts is 31% higher 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 Campbell County was 96.6% of the average list price, which is 0.6% lower than at this time last year.

Days On Market

This month, the average number of days on market was 80, lower than the average last year, which was 126, a decrease of 37%.



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