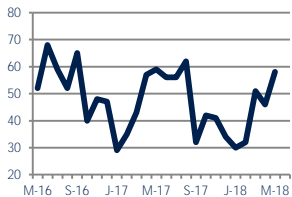




Units Sold

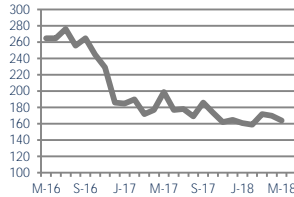
58



Down -2%
Vs. Year Ago

Active Inventory

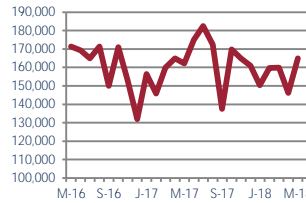
164



Down -18%
Vs. Year Ago

Median Sale Price

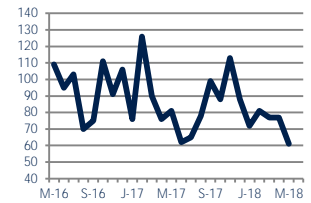
\$165,000



Up 2%
Vs. Year Ago

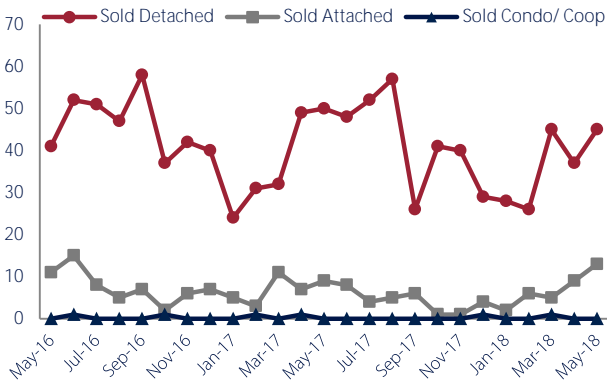
Days On Market

61



Down -25%
Vs. Year Ago

Units Sold*



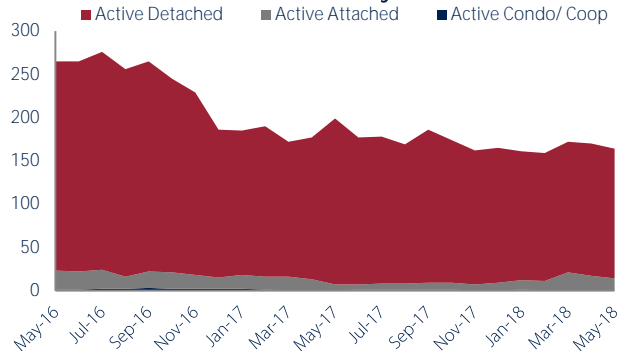
Units Sold

There was an increase in total units sold in May, with 58 sold this month in Campbell County versus 46 last month, an increase of 26%. This month's total units sold was lower than at this time last year, a decrease of 2% versus May 2017.

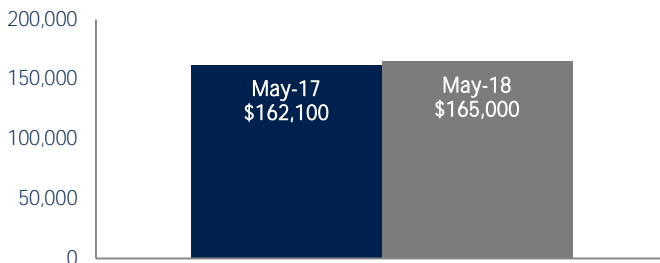
Active Inventory

Versus last year, the total number of homes available this month is lower by 35 units or 18%. The total number of active inventory this May was 164 compared to 199 in May 2017. This month's total of 164 is lower than the previous month's total supply of available inventory of 170, a decrease of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for Campbell County Homes was \$162,100. This May, the median sale price was \$165,000, an increase of 2% or \$2,900 compared to last year. The current median sold price is 13% higher than in April.

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



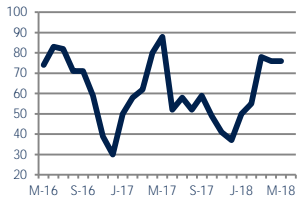
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by LAR and its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

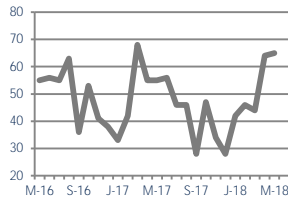
76



Down -14%
Vs. Year Ago

Current Contracts

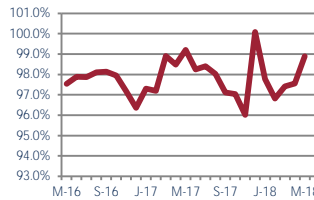
65



Up 18%
Vs. Year Ago

Sold Vs. List Price

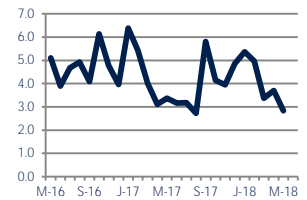
98.9%



No Change
Vs. Year Ago

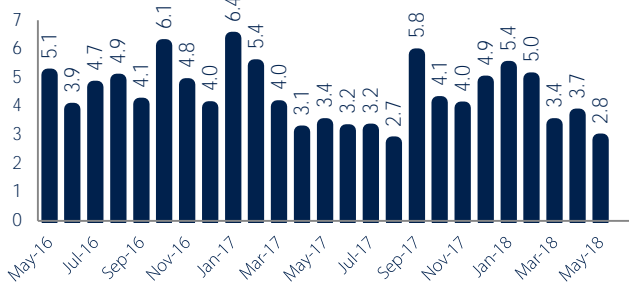
Months of Supply

2.8



Down -16%
Vs. Year Ago

Months Of Supply



Months of Supply

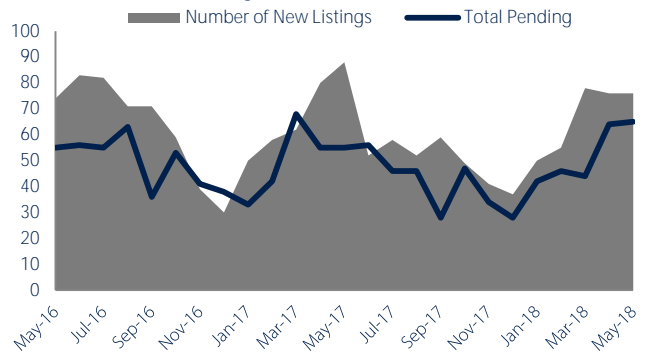
In May, there was 2.8 months of supply available in Campbell County, compared to 3.4 in May 2017. That is a decrease of 16% versus a year ago.

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.

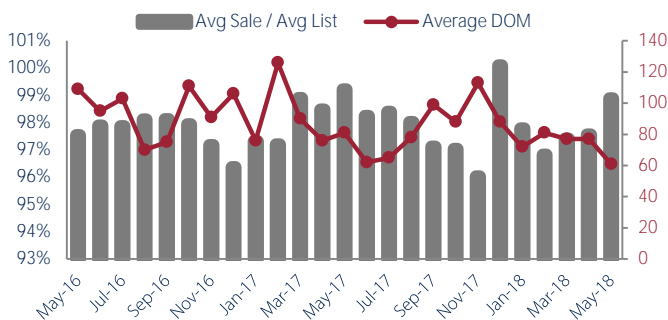
New Listings & Current Contracts

This month there were 76 homes newly listed for sale in Campbell County compared to 88 in May 2017, a decrease of 14%. There were 65 current contracts pending sale this May compared to 55 a year ago. The number of current contracts is 18% higher than last May.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In May, the average sale price in Campbell County was 98.9% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 61, lower than the average last year, which was 81, a decrease of 25%.



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