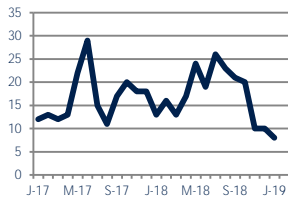


Units Sold

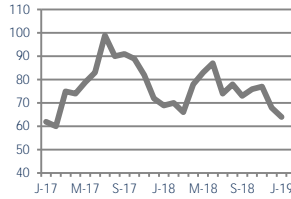
8



Down
Vs. Year Ago

Active Inventory

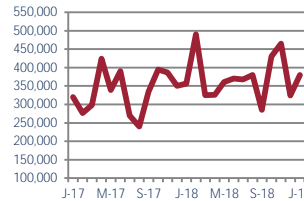
64



Down -7%
Vs. Year Ago

Median Sale Price

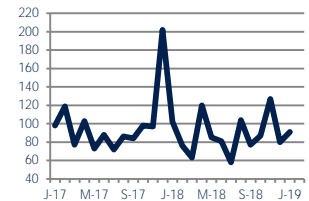
\$379,500



Up 6%
Vs. Year Ago

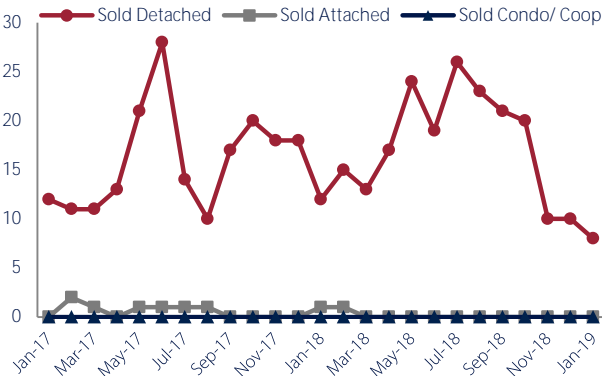
Days On Market

91



Down -11%
Vs. Year Ago

Units Sold*



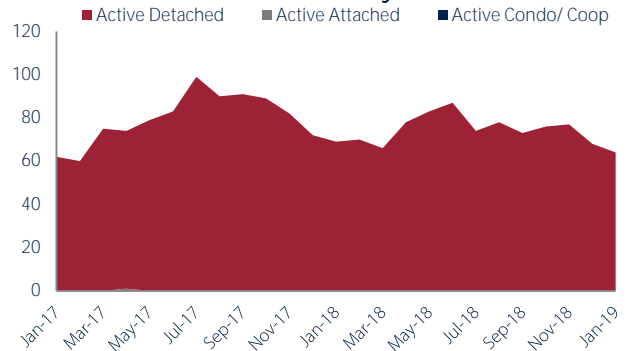
Units Sold

With relatively few transactions, there was a decrease in total units sold in January, with 8 sold this month in Clarke County. This month's total units sold was lower than at this time last year, a decrease from January 2018.

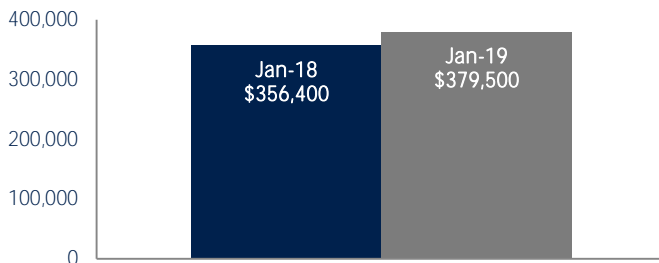
Active Inventory

Versus last year, the total number of homes available this month is lower by 5 units or 7%. The total number of active inventory this January was 64 compared to 69 in January 2018. This month's total of 64 is lower than the previous month's total supply of available inventory of 68, a decrease of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Clarke County Homes was \$356,400. This January, the median sale price was \$379,500, an increase of 6% or \$23,100 compared to last year. The current median sold price is 17% higher than in December.

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



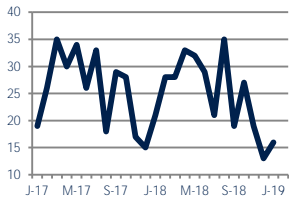
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by BRIGHTMLS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





New Listings

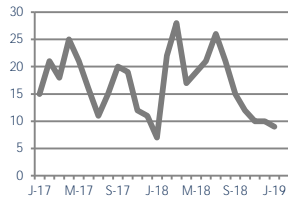
16



Down -24%
Vs. Year Ago

Current Contracts

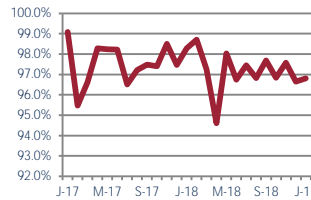
9



Up 29%
Vs. Year Ago

Sold Vs. List Price

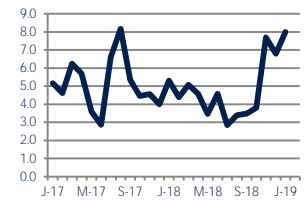
96.8%



Down -1.5%
Vs. Year Ago

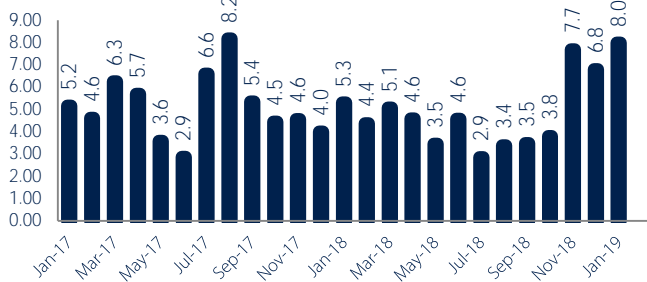
Months of Supply

8.0



Up 51%
Vs. Year Ago

Months Of Supply



Months of Supply

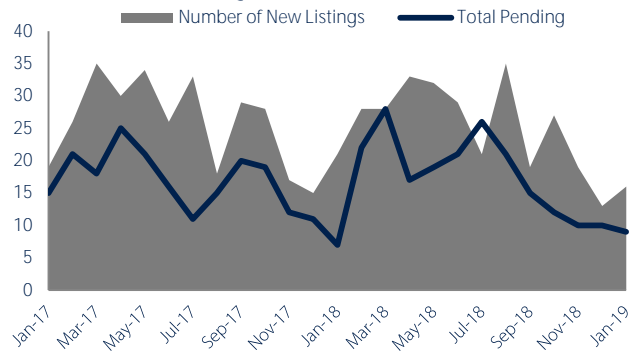
In January, there was 8.0 months of supply available in Clarke County, compared to 5.3 in January 2018. That is an increase of 51% versus a year ago.

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.

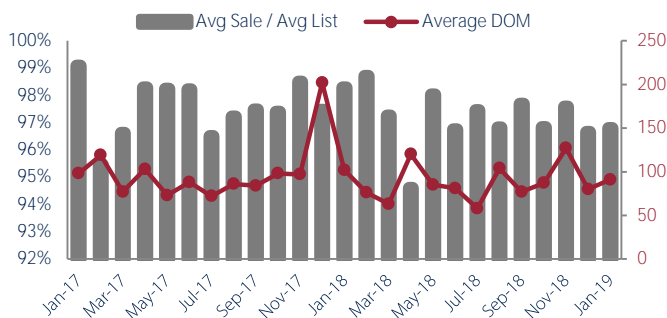
New Listings & Current Contracts

This month there were 16 homes newly listed for sale in Clarke County compared to 21 in January 2018, a decrease of 24%. There were 9 current contracts pending sale this January compared to 7 a year ago. The number of current contracts is 29% higher than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Clarke County was 96.8% of the average list price, which is 1.5% lower than at this time last year.

Days On Market

This month, the average number of days on market was 91, lower than the average last year, which was 102, a decrease of 11%.



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