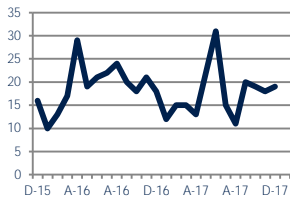


### Units Sold

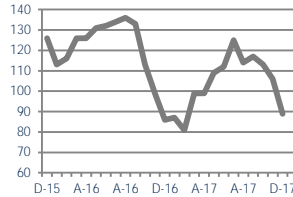
19



Up 6%  
Vs. Year Ago

### Active Inventory

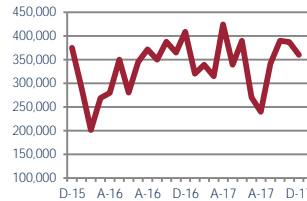
89



Up 3%  
Vs. Year Ago

### Median Sale Price

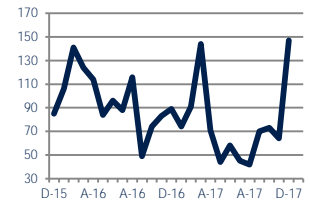
\$359,900



Down -12%  
Vs. Year Ago

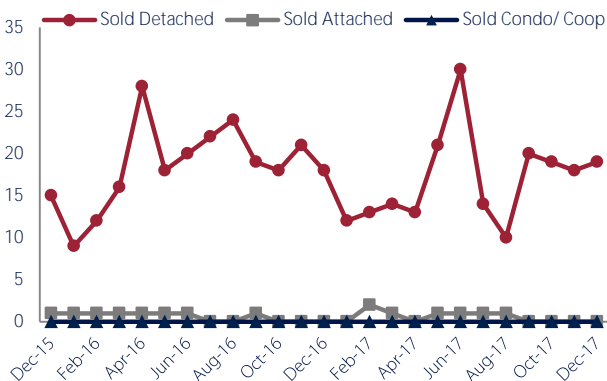
### Days On Market

147



Up  
Vs. Year Ago

### Units Sold\*



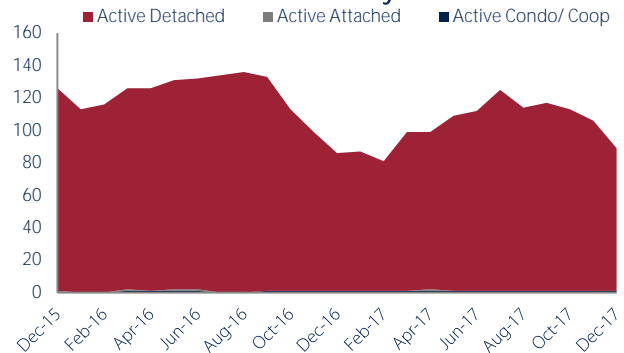
### Units Sold

There was an increase in total units sold in December, with 19 sold this month in Clarke County versus 18 last month, an increase of 6%. This month's total units sold was higher than at this time last year, an increase of 6% versus December 2016.

### Active Inventory

Versus last year, the total number of homes available this month is higher by 3 units or 3%. The total number of active inventory this December was 89 compared to 86 in December 2016. This month's total of 89 is lower than the previous month's total supply of available inventory of 106, a decrease of 16%.

### Active Inventory\*

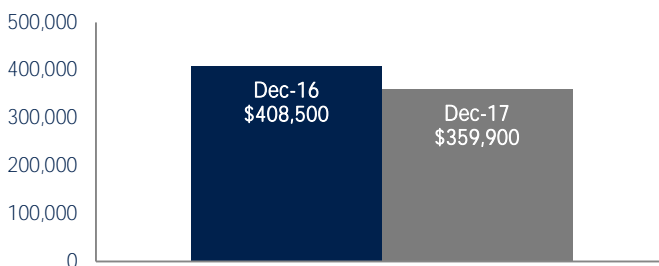


### Median Sale Price

Last December, the median sale price for Clarke County Homes was \$408,500. This December, the median sale price was \$359,900, a decrease of 12% or \$48,600 compared to last year. The current median sold price is 7% lower than in November.

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

### Median Sale Price



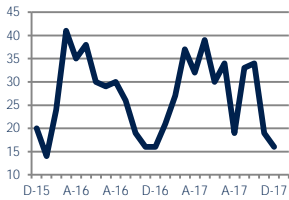
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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





### New Listings

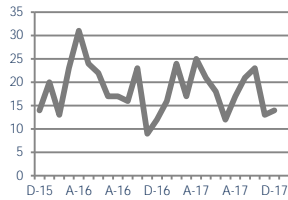
16



No Change  
Vs. Year Ago

### Current Contracts

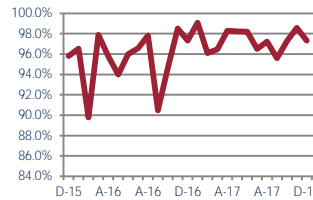
14



Up 17%  
Vs. Year Ago

### Sold Vs. List Price

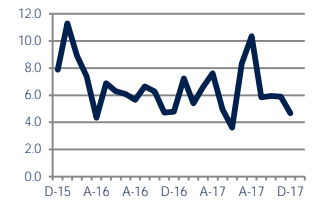
97.3%



No Change  
Vs. Year Ago

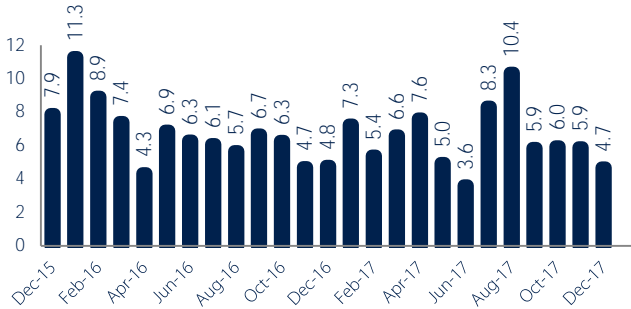
### Months of Supply

4.7



No Change  
Vs. Year Ago

### Months Of Supply



### Months of Supply

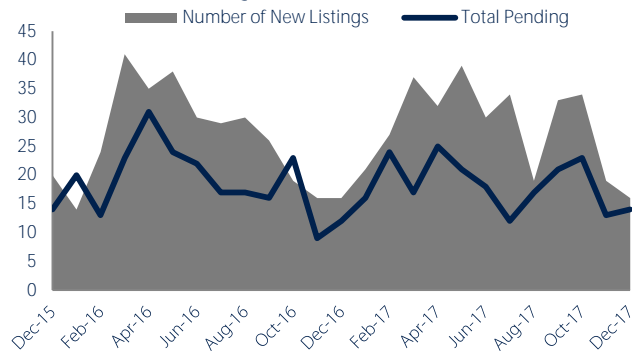
In December, there was 4.7 months of supply available in Clarke County. The amount of supply is similar compared to a year ago.

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.

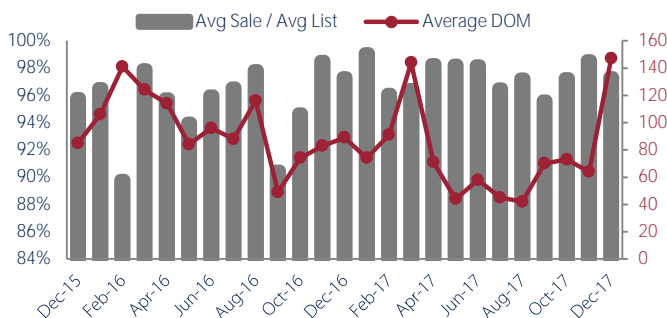
### New Listings & Current Contracts

This month there were 16 homes newly listed for sale in Clarke County, which is similar to the amount in December 2016. There were 14 current contracts pending sale this December compared to 12 a year ago. The number of current contracts is 17% higher than last December.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In December, the average sale price in Clarke County was 97.3% 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 147, higher than the average last year, which was 89. This increase was impacted by the limited number of sales.



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