



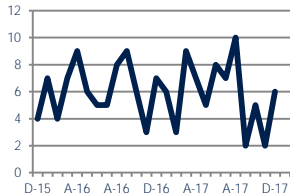
The Long & Foster Market Minute™

Focus On: Cumberland County Housing Market

December 2017

Units Sold

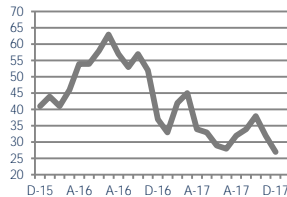
6



Down
Vs. Year Ago

Active Inventory

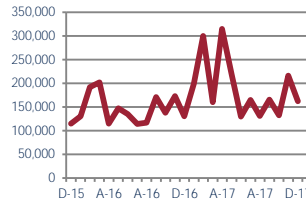
27



Down -27%
Vs. Year Ago

Median Sale Price

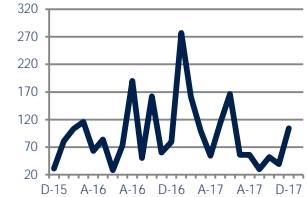
\$161,950



Up
Vs. Year Ago

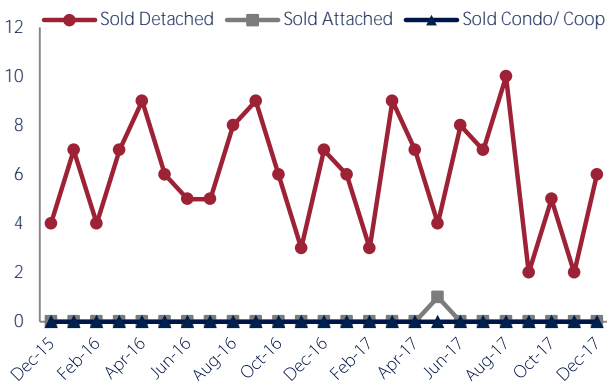
Days On Market

104



Up 32%
Vs. Year Ago

Units Sold*



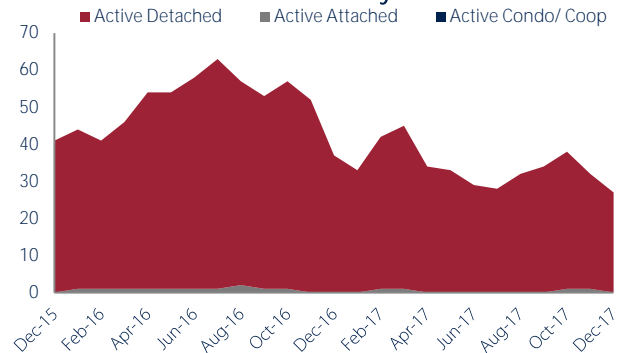
Units Sold

With relatively few transactions, there was an increase in total units sold in December, with 6 sold this month in Cumberland County. This month's total units sold was lower than at this time last year, a decrease from December 2016.

Active Inventory

Versus last year, the total number of homes available this month is lower by 10 units or 27%. The total number of active inventory this December was 27 compared to 37 in December 2016. This month's total of 27 is lower than the previous month's total supply of available inventory of 32, a decrease of 16%.

Active Inventory*



Median Sale Price



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last December, the median sale price for Cumberland County Homes was \$130,000. This December, the median sale price was \$161,950, an increase of \$31,950 compared to last year. The current median sold price is 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.



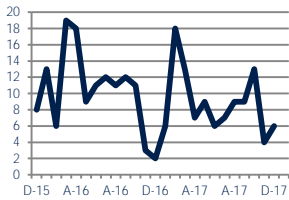
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CVRMLS and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





New Listings

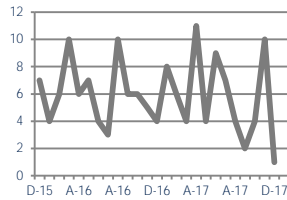
6



Up 200%
Vs. Year Ago

Current Contracts

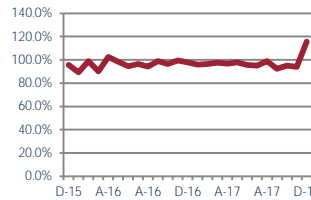
1



Down -75%
Vs. Year Ago

Sold Vs. List Price

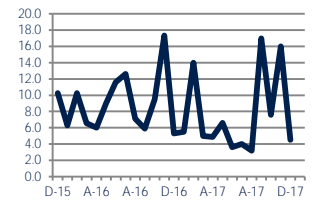
115.7%



Up
Vs. Year Ago

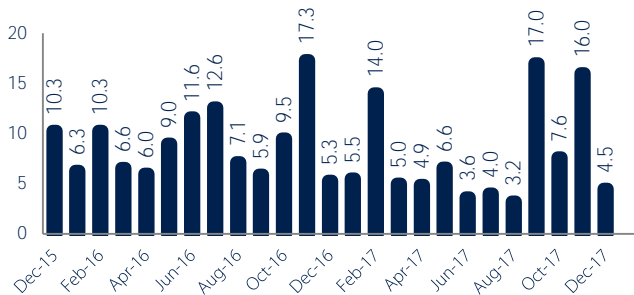
Months of Supply

4.5



Down -15%
Vs. Year Ago

Months Of Supply



Months of Supply

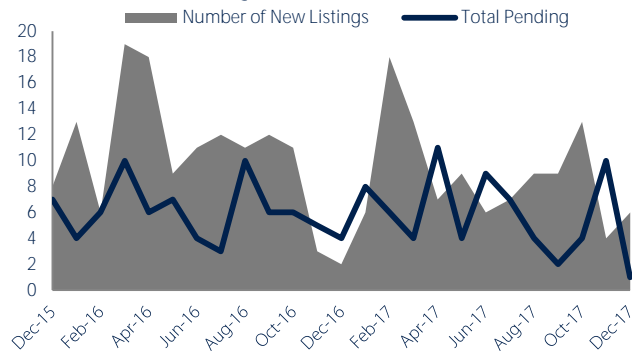
In December, there was 4.5 months of supply available in Cumberland County, compared to 5.3 in December 2016. That is a decrease of 15% versus a year ago.

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.

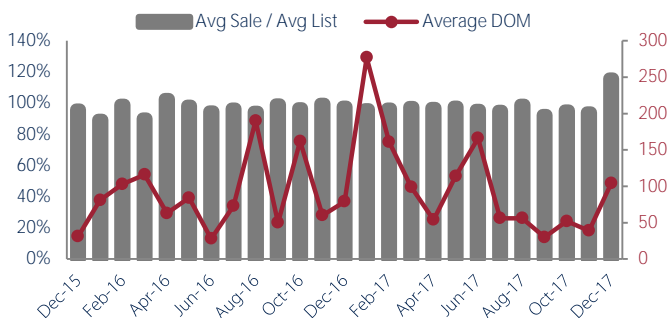
New Listings & Current Contracts

This month there were 6 homes newly listed for sale in Cumberland County compared to 2 in December 2016, an increase of 200%. There were 1 current contracts pending sale this December compared to 4 a year ago. The number of current contracts is 75% lower 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 Cumberland County was 115.7% of the average list price, which is higher than at this time last year.

Days On Market

This month, the average number of days on market was 104, higher than the average last year, which was 79, an increase of 32%.



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