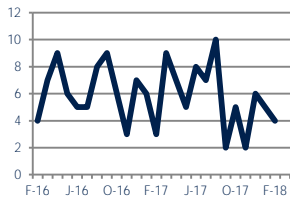




Units Sold

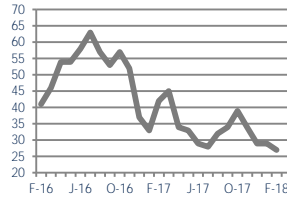
4



Up 33%
Vs. Year Ago

Active Inventory

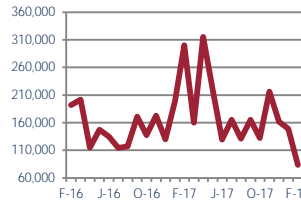
27



Down -36%
Vs. Year Ago

Median Sale Price

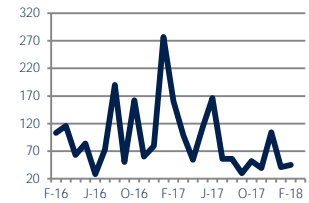
\$83,750



Down
Vs. Year Ago

Days On Market

45



Down
Vs. Year Ago

Units Sold*



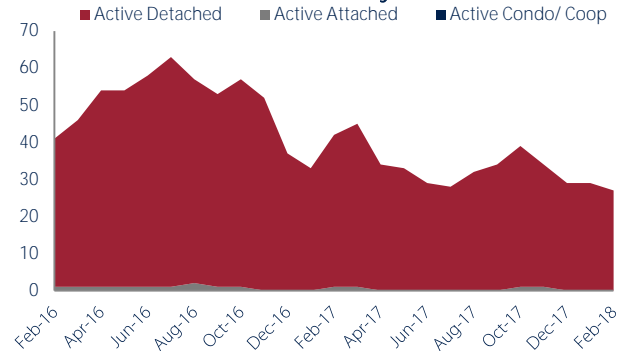
Units Sold

There was a decrease in total units sold in February, with 4 sold this month in Cumberland County versus 5 last month, a decrease of 20%. This month's total units sold was higher than at this time last year, an increase of 33% versus February 2017.

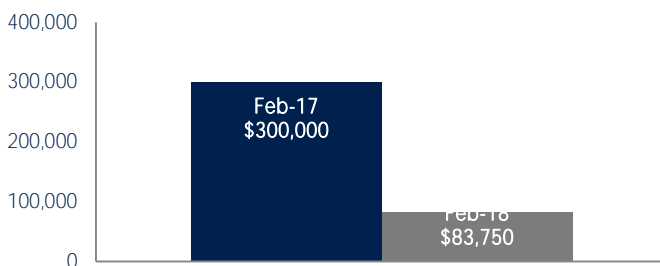
Active Inventory

Versus last year, the total number of homes available this month is lower by 15 units or 36%. The total number of active inventory this February was 27 compared to 42 in February 2017. This month's total of 27 is lower than the previous month's total supply of available inventory of 29, a decrease of 7%.

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 February, the median sale price for Cumberland County Homes was \$300,000. This February, the median sale price was \$83,750, a decrease of \$216,250 compared to last year. The current median sold price is lower 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.



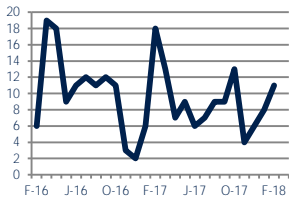
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.
Information included in this report is based on data supplied by CVRMLS and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

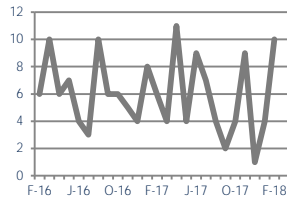
11



Down -39%
Vs. Year Ago

Current Contracts

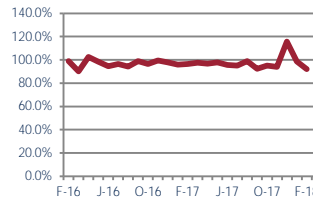
10



Up 67%
Vs. Year Ago

Sold Vs. List Price

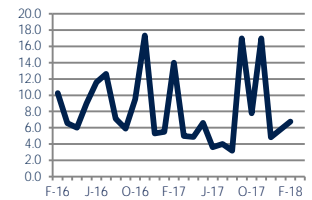
92.1%



Down -4.4%
Vs. Year Ago

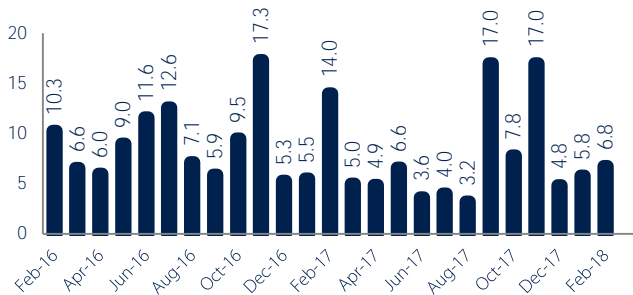
Months of Supply

6.8



Down -52%
Vs. Year Ago

Months Of Supply



Months of Supply

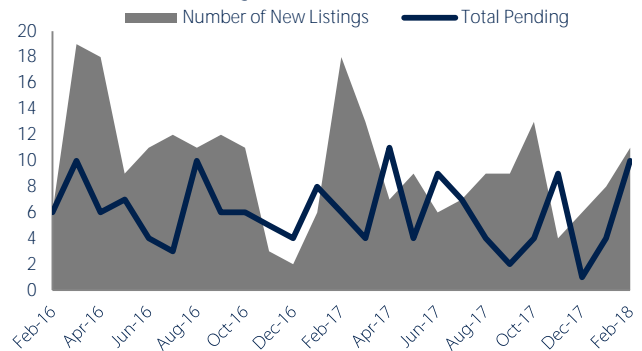
In February, there was 6.8 months of supply available in Cumberland County, compared to 14.0 in February 2017. That is a decrease of 52% versus a year ago.

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.

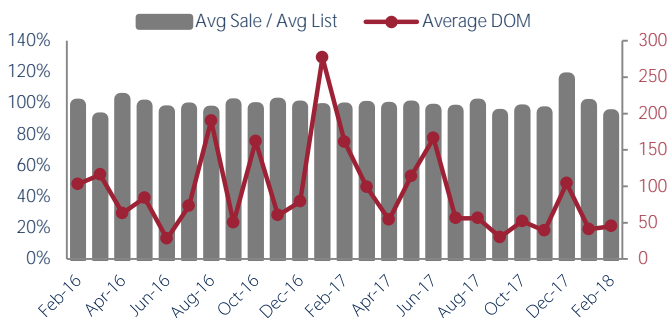
New Listings & Current Contracts

This month there were 11 homes newly listed for sale in Cumberland County compared to 18 in February 2017, a decrease of 39%. There were 10 current contracts pending sale this February compared to 6 a year ago. The number of current contracts is 67% 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 Cumberland County was 92.1% of the average list price, which is 4.2% lower than at this time last year.

Days On Market

This month, the average number of days on market was 45, lower than the average last year, which was 161. This decrease was impacted by the limited number of sales.



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