

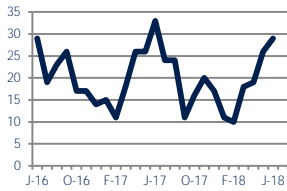


# The Long & Foster Market Minute™

## Focus On: Greene County Housing Market

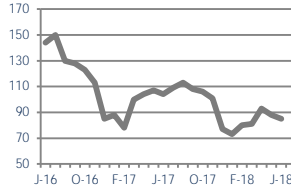
June 2018

**Units Sold**  
29



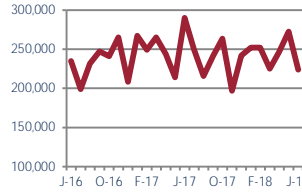
Down -12%  
Vs. Year Ago

**Active Inventory**  
85



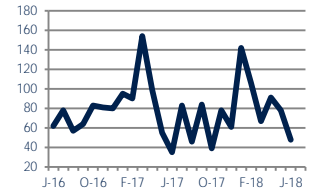
Down -18%  
Vs. Year Ago

**Median Sale Price**  
\$224,000



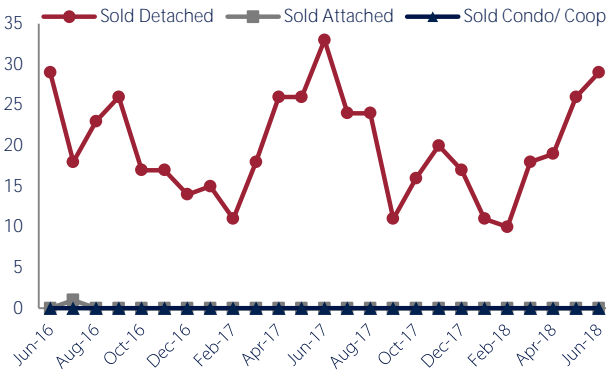
Down -23%  
Vs. Year Ago

**Days On Market**  
48



Up 37%  
Vs. Year Ago

### Units Sold\*



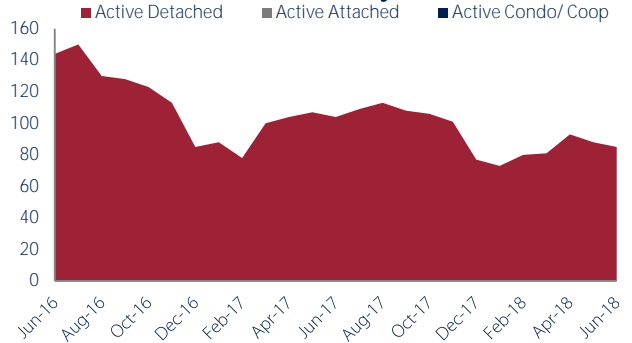
### Units Sold

There was an increase in total units sold in June, with 29 sold this month in Greene County versus 26 last month, an increase of 12%. This month's total units sold was lower than at this time last year, a decrease of 12% versus June 2017.

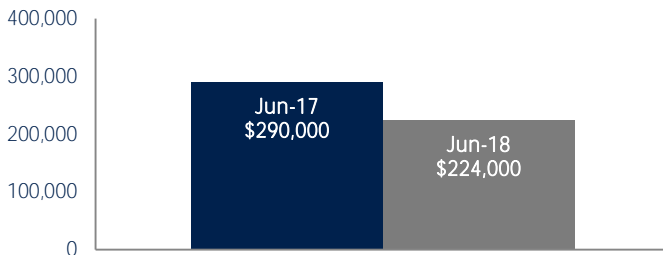
### Active Inventory

Versus last year, the total number of homes available this month is lower by 19 units or 18%. The total number of active inventory this June was 85 compared to 104 in June 2017. This month's total of 85 is lower than the previous month's total supply of available inventory of 88, a decrease of 3%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last June, the median sale price for Greene County Homes was \$290,000. This June, the median sale price was \$224,000, a decrease of 23% or \$66,000 compared to last year. The current median sold price is 18% lower than in May.

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

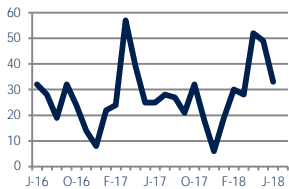


\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CAARMLS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



**New Listings**

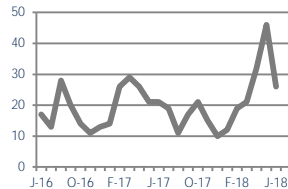
33



Up 32%  
Vs. Year Ago

**Current Contracts**

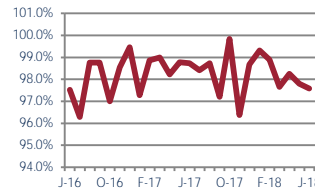
26



Up 24%  
Vs. Year Ago

**Sold Vs. List Price**

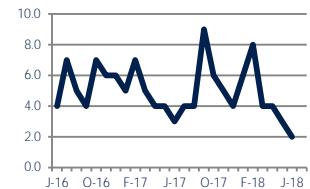
97.6%



Down -1.2%  
Vs. Year Ago

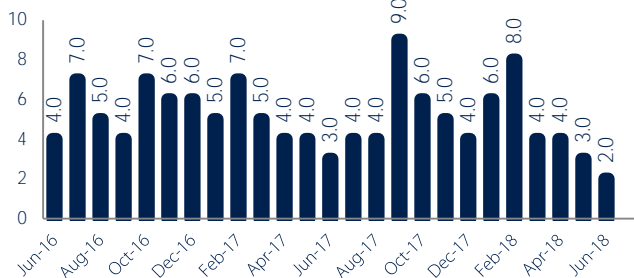
**Months of Supply**

2.0



Down -33%  
Vs. Year Ago

**Months Of Supply**



**Months of Supply**

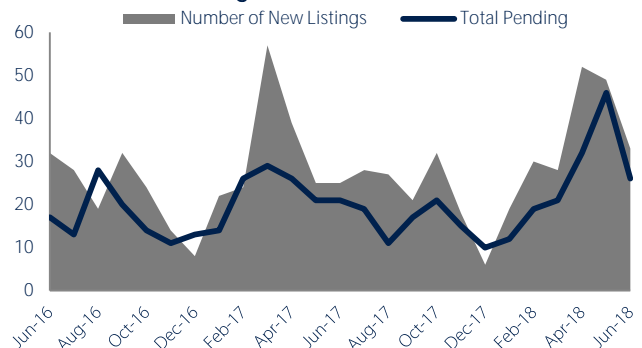
In June, there was 2.9 months of supply available in Greene County, compared to 3.2 in June 2017. That is a decrease of 7% versus a year ago.

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.

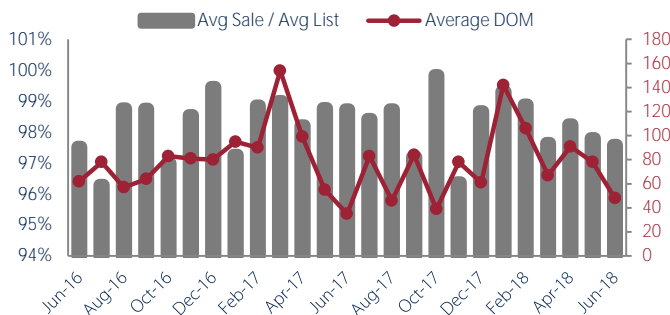
**New Listings & Current Contracts**

This month there were 33 homes newly listed for sale in Greene County compared to 25 in June 2017, an increase of 32%. There were 26 current contracts pending sale this June compared to 21 a year ago. The number of current contracts is 24% higher than last June.

**New Listings & Current Contracts**



**Sale Price/ List Price & DOM**



**Sale Price to List Price Ratio**

In June, the average sale price in Greene County was 97.6% of the average list price, which is 1.1% lower than at this time last year.

**Days On Market**

This month, the average number of days on market was 48, higher than the average last year, which was 35, an increase of 37%.



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