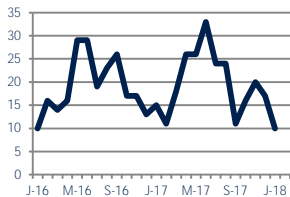




Units Sold

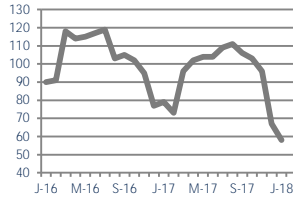
10



Down
Vs. Year Ago

Active Inventory

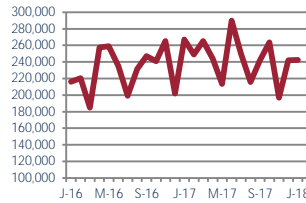
58



Down -27%
Vs. Year Ago

Median Sale Price

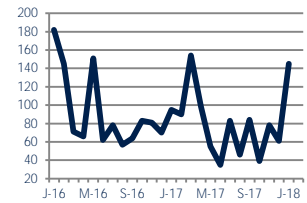
\$242,500



Down -9%
Vs. Year Ago

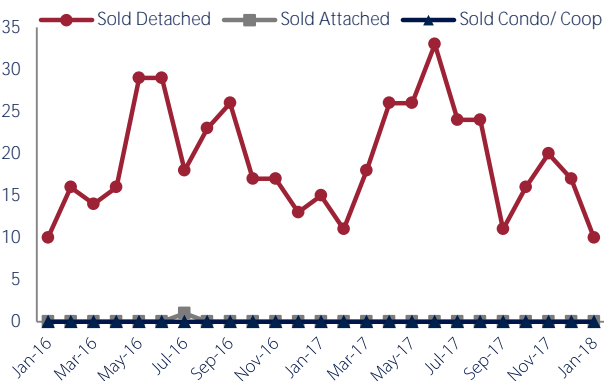
Days On Market

145



Up
Vs. Year Ago

Units Sold*



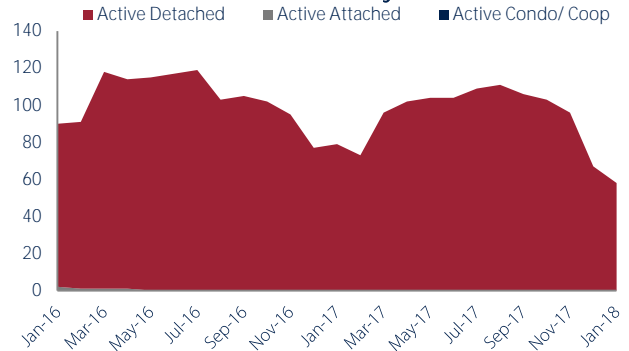
Units Sold

With relatively few transactions, there was a decrease in total units sold in January, with 10 sold this month in Greene County. This month's total units sold was lower than at this time last year, a decrease from January 2017.

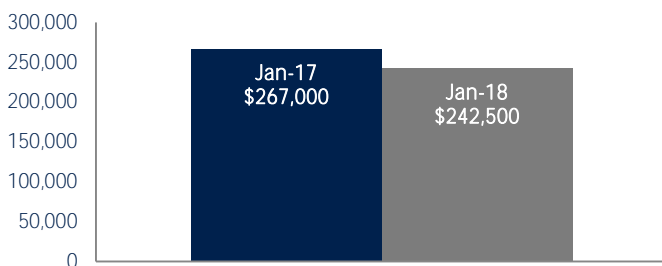
Active Inventory

Versus last year, the total number of homes available this month is lower by 21 units or 27%. The total number of active inventory this January was 58 compared to 79 in January 2017. This month's total of 58 is lower than the previous month's total supply of available inventory of 67, a decrease of 13%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Greene County Homes was \$267,000. This January, the median sale price was \$242,500, a decrease of 9% or \$24,500 compared to last year. The current median sold price is approximately the same as the median price in December.

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

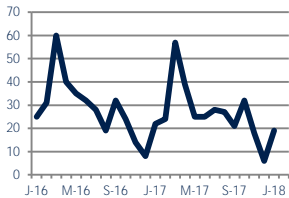


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CAARMLS and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

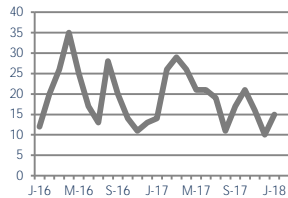
19



Down -14%
Vs. Year Ago

Current Contracts

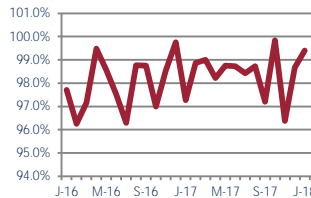
15



Up 7%
Vs. Year Ago

Sold Vs. List Price

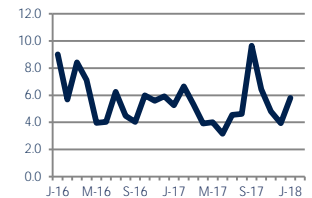
99.4%



Up 2.2%
Vs. Year Ago

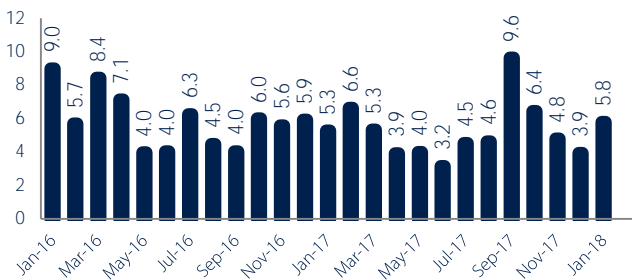
Months of Supply

5.8



Up 10%
Vs. Year Ago

Months Of Supply



Months of Supply

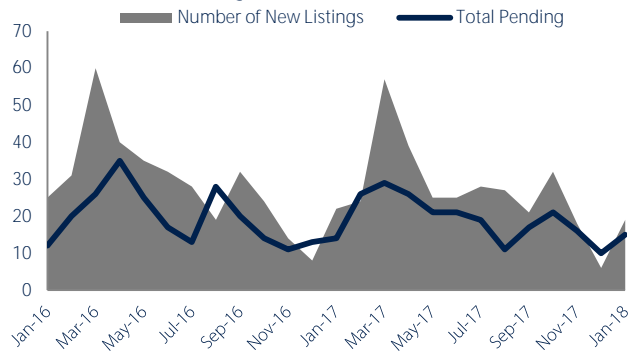
In January, there was 5.8 months of supply available in Greene County, compared to 5.3 in January 2017. That is an increase of 10% versus a year ago.

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.

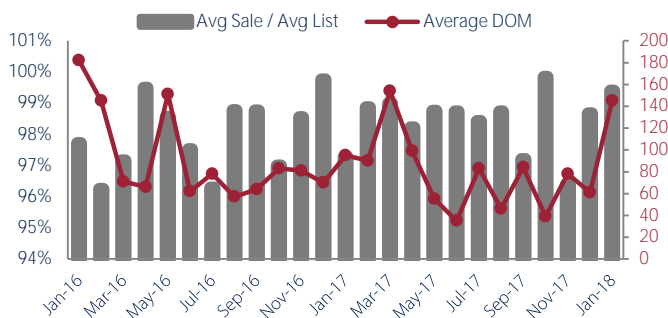
New Listings & Current Contracts

This month there were 19 homes newly listed for sale in Greene County compared to 22 in January 2017, a decrease of 14%. There were 15 current contracts pending sale this January compared to 14 a year ago. The number of current contracts is 7% 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 Greene County was 99.4% of the average list price, which is 2.1% higher than at this time last year.

Days On Market

This month, the average number of days on market was 145, higher than the average last year, which was 95. This increase was impacted by the limited number of sales.



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