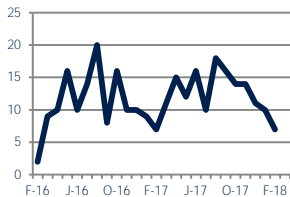




### Units Sold

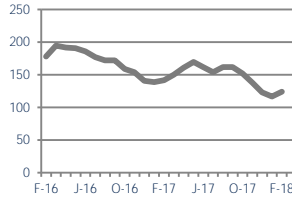
7



No Change  
Vs. Year Ago

### Active Inventory

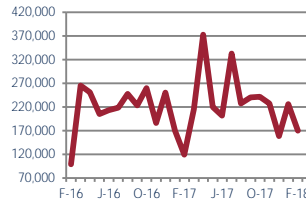
124



Down -13%  
Vs. Year Ago

### Median Sale Price

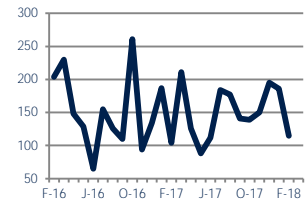
\$170,000



Up  
Vs. Year Ago

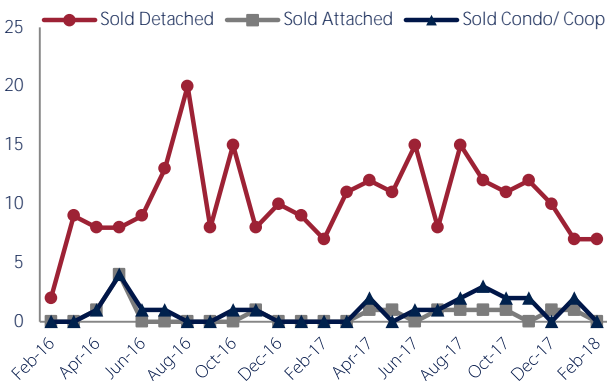
### Days On Market

115



Up 11%  
Vs. Year Ago

### Units Sold\*



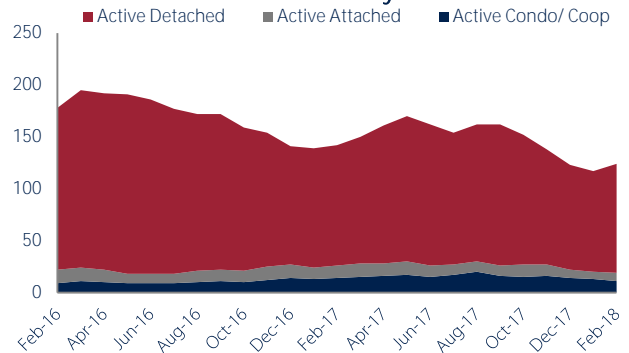
### Units Sold

There was a decrease in total units sold in February, with 7 sold this month in Middlesex County, a decrease of 30%. This month's total units sold is similar compared to a year ago.

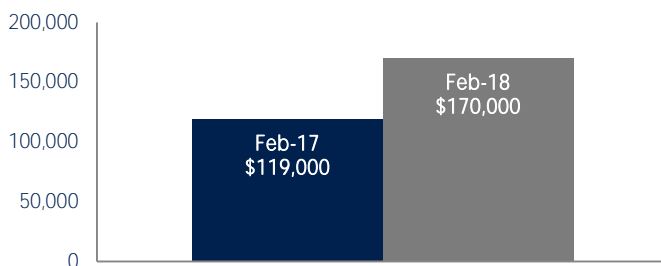
### Active Inventory

Versus last year, the total number of homes available this month is lower by 18 units or 13%. The total number of active inventory this February was 124 compared to 142 in February 2017. This month's total of 124 is higher than the previous month's total supply of available inventory of 117, an increase of 6%.

### 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 Middlesex County Homes was \$119,000. This February, the median sale price was \$170,000, an increase of \$51,000 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.

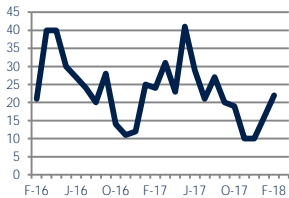


\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CBRAR and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



### New Listings

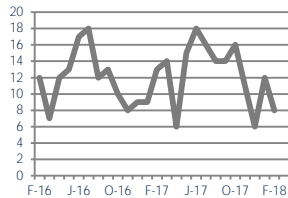
22



Down -8%  
Vs. Year Ago

### Current Contracts

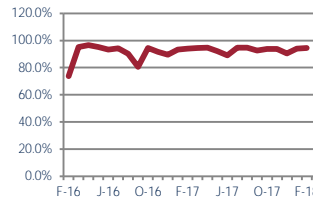
8



Down -38%  
Vs. Year Ago

### Sold Vs. List Price

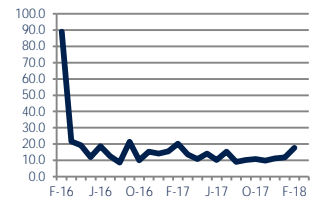
94.5%



Up 0.6%  
Vs. Year Ago

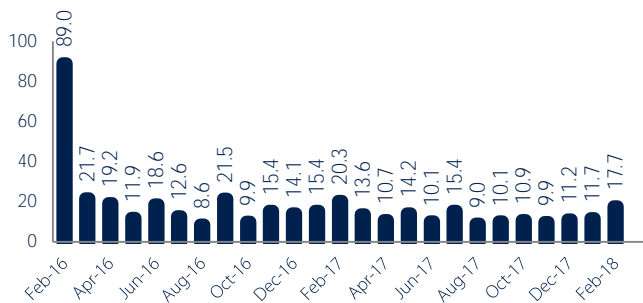
### Months of Supply

17.7



Down -13%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

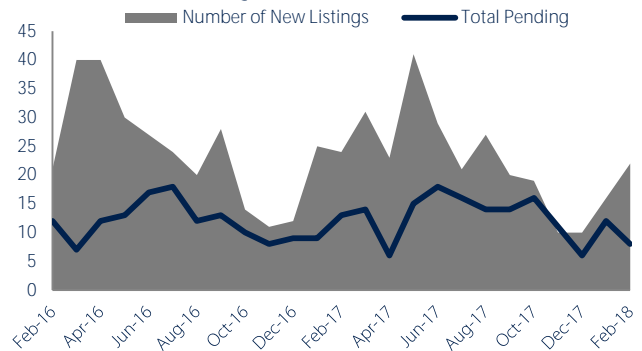
In February, there was 17.7 months of supply available in Middlesex County, compared to 20.3 in February 2017. That is a decrease of 13% versus a year ago.

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.

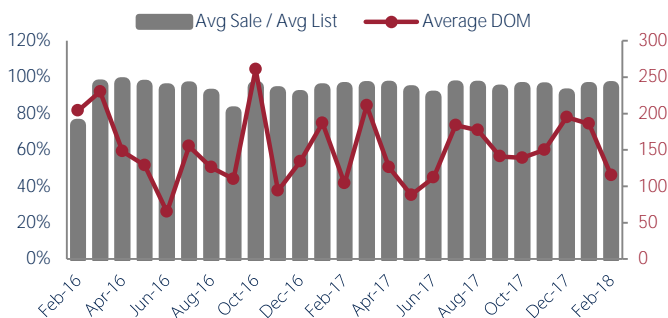
### New Listings & Current Contracts

This month there were 22 homes newly listed for sale in Middlesex County compared to 24 in February 2017, a decrease of 8%. There were 8 current contracts pending sale this February compared to 13 a year ago. The number of current contracts is 38% lower 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 Middlesex County was 94.5% of the average list price, which is 0.5% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 115, higher than the average last year, which was 104, an increase of 11%.



\*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.

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