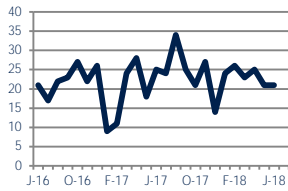


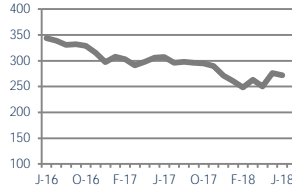


Units Sold 21



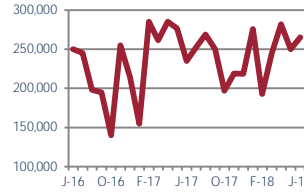
Down -16%
Vs. Year Ago

Active Inventory 272



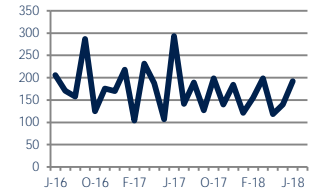
Down -11%
Vs. Year Ago

Median Sale Price \$265,000



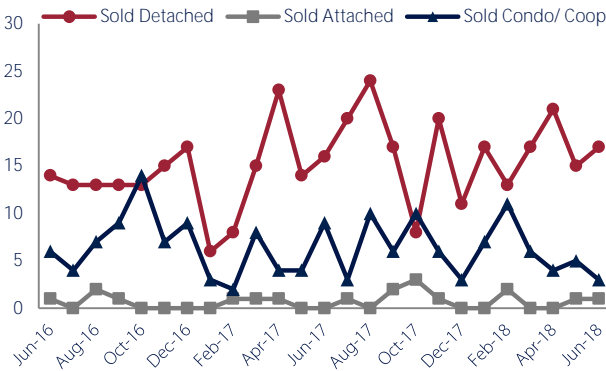
Up 13%
Vs. Year Ago

Days On Market 192



Down -34%
Vs. Year Ago

Units Sold*



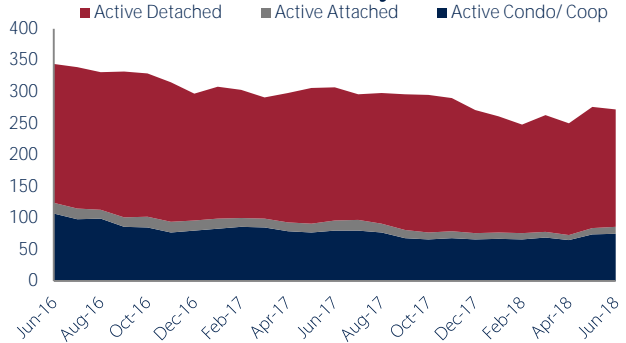
Units Sold

The number of units sold remained stable in June, with 21 sold this month in Nelson County. This month's total units sold was lower than at this time last year, a decrease of 16% versus June 2017.

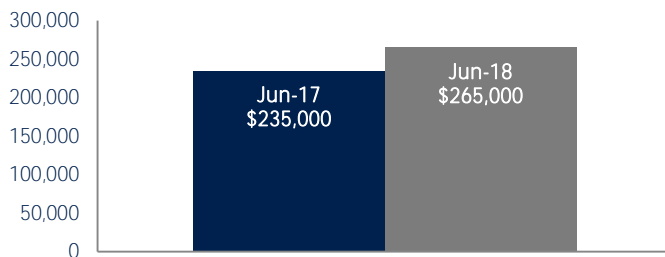
Active Inventory

Versus last year, the total number of homes available this month is lower by 35 units or 11%. The total number of active inventory this June was 272 compared to 307 in June 2017. This month's total of 272 is lower than the previous month's total supply of available inventory of 276, a decrease of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Nelson County Homes was \$235,000. This June, the median sale price was \$265,000, an increase of 13% or \$30,000 compared to last year. The current median sold price is 6% higher 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.



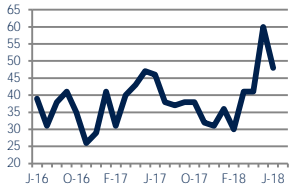
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CAARMLS and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

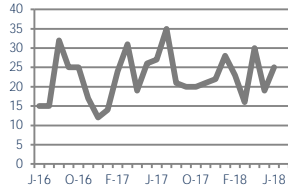
48



Up 4%
Vs. Year Ago

Current Contracts

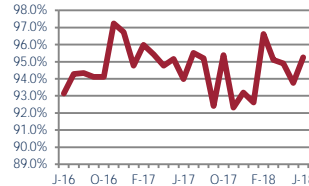
25



Down -7%
Vs. Year Ago

Sold Vs. List Price

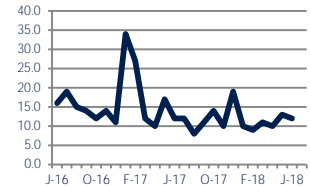
95.3%



Up 1.4%
Vs. Year Ago

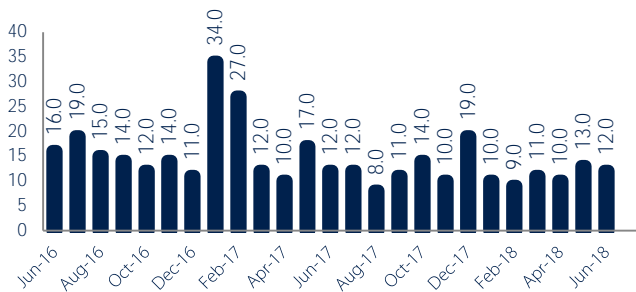
Months of Supply

12.0



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

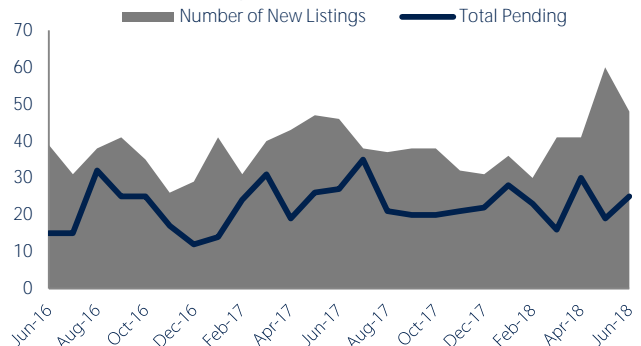
In June, there was 13.0 months of supply available in Nelson County, compared to 12.3 in June 2017. That is an increase of 5% versus a year ago.

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.

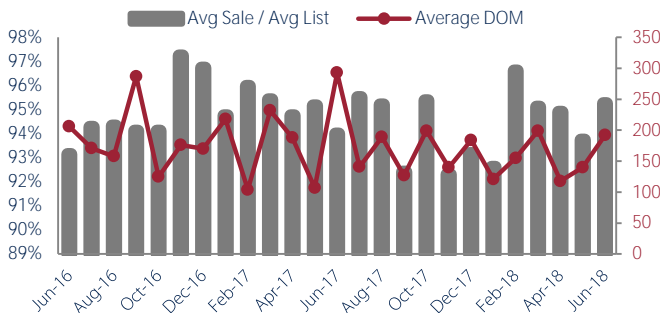
New Listings & Current Contracts

This month there were 48 homes newly listed for sale in Nelson County compared to 46 in June 2017, an increase of 4%. There were 25 current contracts pending sale this June compared to 27 a year ago. The number of current contracts is 7% lower 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 Nelson County was 95.3% of the average list price, which is 1.3% higher than at this time last year.

Days On Market

This month, the average number of days on market was 192, lower than the average last year, which was 293, a decrease of 34%.



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