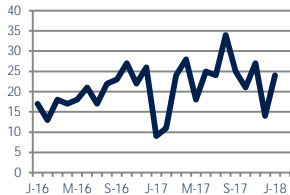




Units Sold

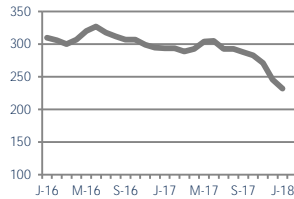
24



Up
Vs. Year Ago

Active Inventory

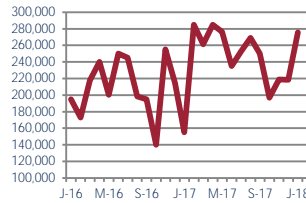
232



Down -21%
Vs. Year Ago

Median Sale Price

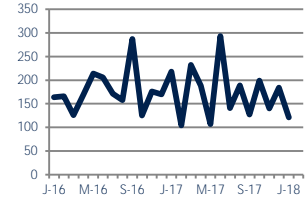
\$275,750



Up
Vs. Year Ago

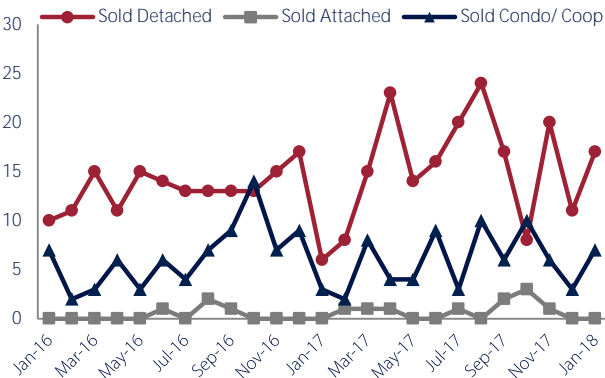
Days On Market

121



Down -44%
Vs. Year Ago

Units Sold*



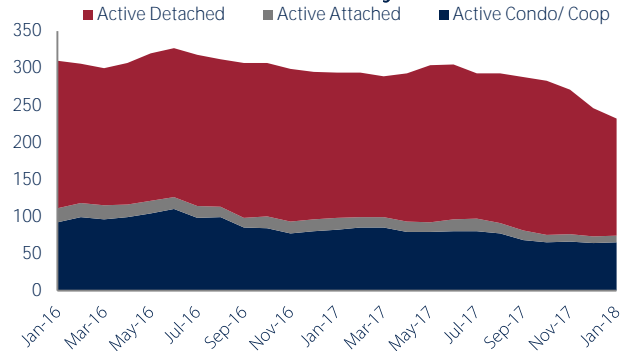
Units Sold

With relatively few transactions, there was an increase in total units sold in January, with 24 sold this month in Nelson County. This month's total units sold was higher than at this time last year, an increase from January 2017.

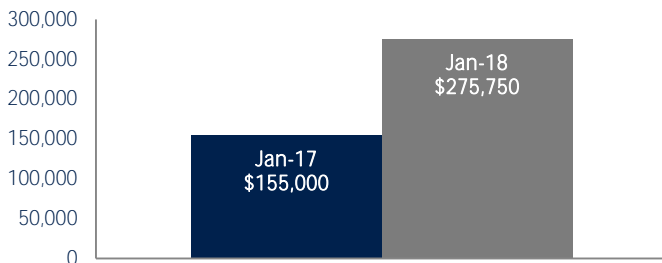
Active Inventory

Versus last year, the total number of homes available this month is lower by 62 units or 21%. The total number of active inventory this January was 232 compared to 294 in January 2017. This month's total of 232 is lower than the previous month's total supply of available inventory of 246, a decrease 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 January, the median sale price for Nelson County Homes was \$155,000. This January, the median sale price was \$275,750, an increase of \$120,750 compared to last year. The current median sold price is higher than in December.

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

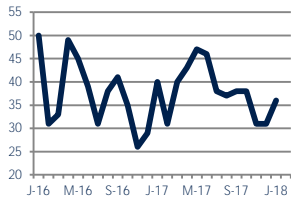


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CAARMLS and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

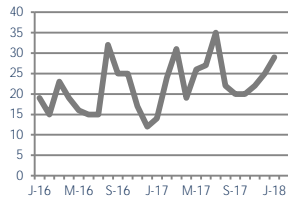
36



Down -10%
Vs. Year Ago

Current Contracts

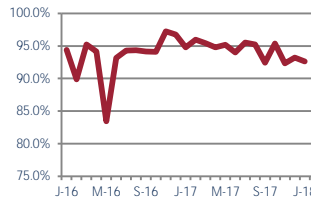
29



Up 107%
Vs. Year Ago

Sold Vs. List Price

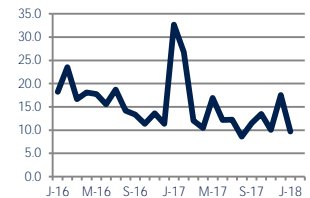
92.6%



Down -2.3%
Vs. Year Ago

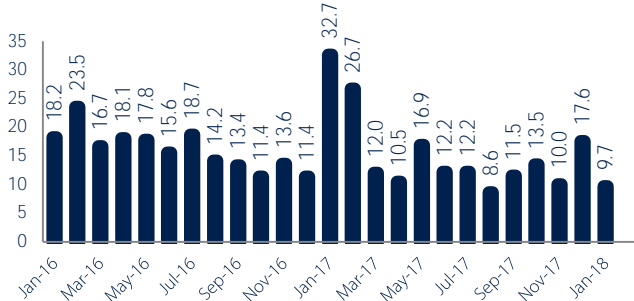
Months of Supply

9.7



Down -70%
Vs. Year Ago

Months Of Supply



Months of Supply

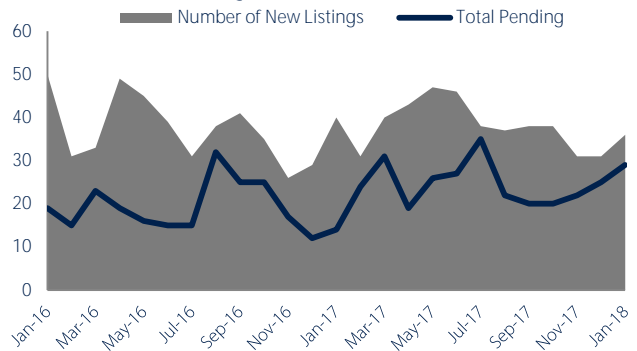
In January, there was 9.7 months of supply available in Nelson County, compared to 32.7 in January 2017. That is a decrease of 70% versus a year ago.

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.

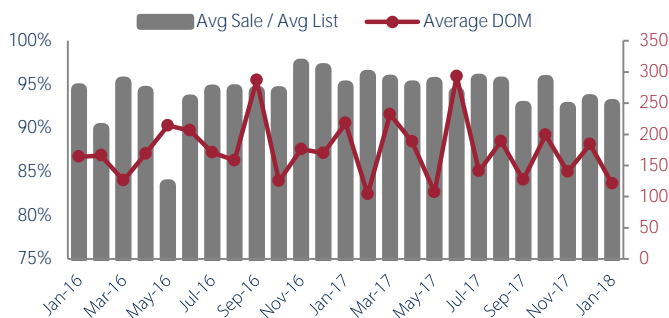
New Listings & Current Contracts

This month there were 36 homes newly listed for sale in Nelson County compared to 40 in January 2017, a decrease of 10%. There were 29 current contracts pending sale this January compared to 14 a year ago. The number of current contracts is 107% 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 Nelson County was 92.6% of the average list price, which is 2.2% lower than at this time last year.

Days On Market

This month, the average number of days on market was 121, lower than the average last year, which was 218, a decrease of 44%.



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