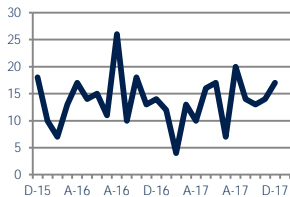


Units Sold

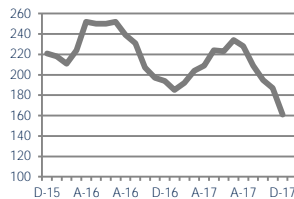
17



Up 21%
Vs. Year Ago

Active Inventory

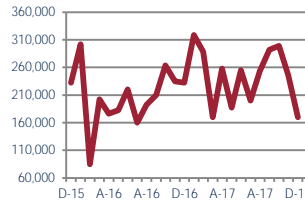
161



Down -17%
Vs. Year Ago

Median Sale Price

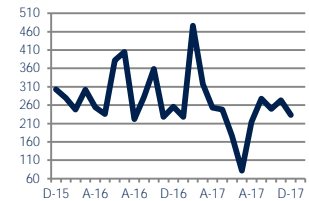
\$170,000



Down
Vs. Year Ago

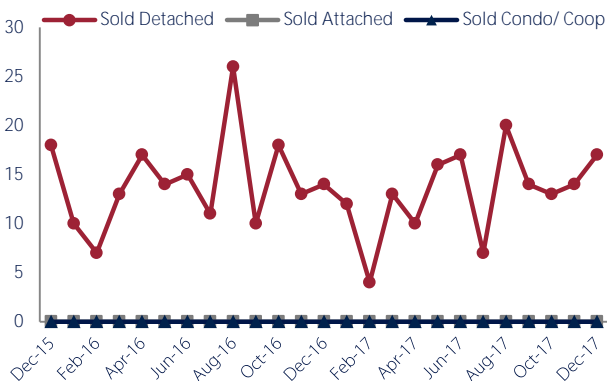
Days On Market

233



Down -9%
Vs. Year Ago

Units Sold*



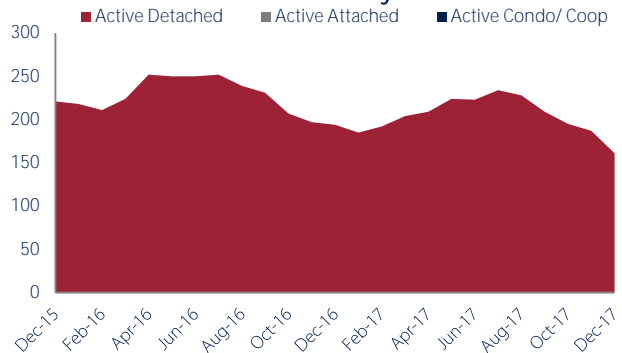
Units Sold

There was an increase in total units sold in December, with 17 sold this month in Northampton County versus 14 last month, an increase of 21%. This month's total units sold was higher than at this time last year, an increase of 21% versus December 2016.

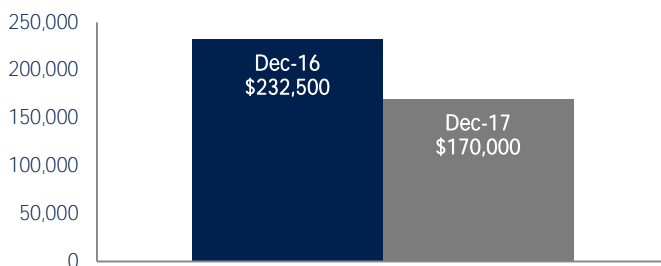
Active Inventory

Versus last year, the total number of homes available this month is lower by 33 units or 17%. The total number of active inventory this December was 161 compared to 194 in December 2016. This month's total of 161 is lower than the previous month's total supply of available inventory of 187, a decrease of 14%.

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 December, the median sale price for Northampton County Homes was \$232,500. This December, the median sale price was \$170,000, a decrease of \$62,500 compared to last year. The current median sold price is lower than in November.

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

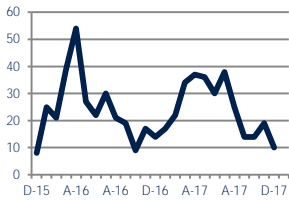


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by ESAOR and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



New Listings

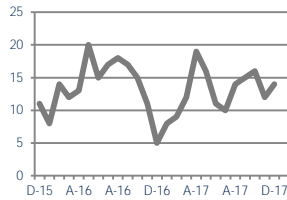
10



Down -29%
Vs. Year Ago

Current Contracts

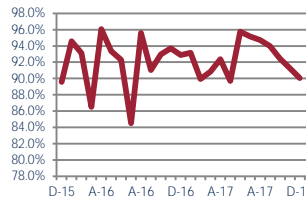
14



Up 180%
Vs. Year Ago

Sold Vs. List Price

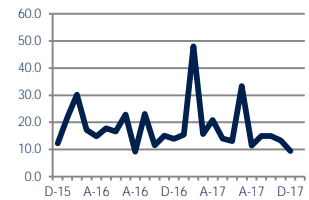
90.0%



Down -3.1%
Vs. Year Ago

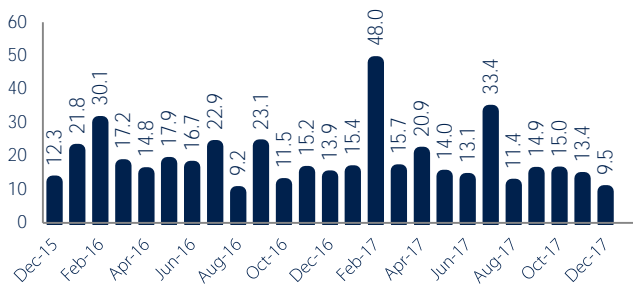
Months of Supply

9.5



Down -32%
Vs. Year Ago

Months Of Supply



Months of Supply

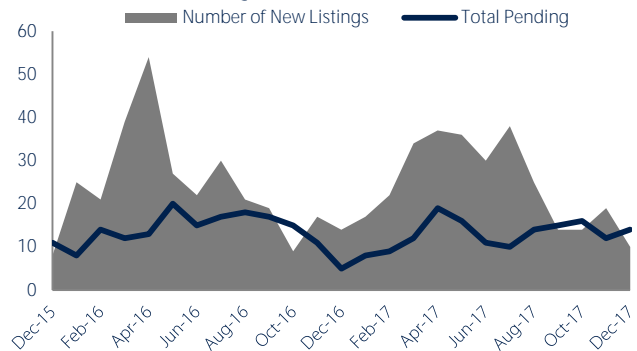
In December, there was 9.5 months of supply available in Northampton County, compared to 13.9 in December 2016. That is a decrease of 32% versus a year ago.

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.

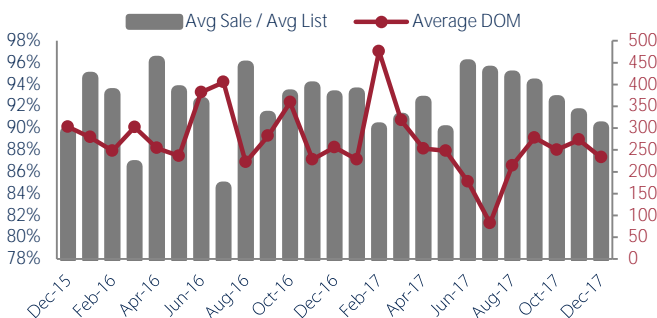
New Listings & Current Contracts

This month there were 10 homes newly listed for sale in Northampton County compared to 14 in December 2016, a decrease of 29%. There were 14 current contracts pending sale this December compared to 5 a year ago. The number of current contracts is 180% higher than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Northampton County was 90.0% of the average list price, which is 2.8% lower than at this time last year.

Days On Market

This month, the average number of days on market was 233, lower than the average last year, which was 256, a decrease of 9%.



*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 ESAOR 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 ESAOR or Long & Foster Real Estate, Inc.

