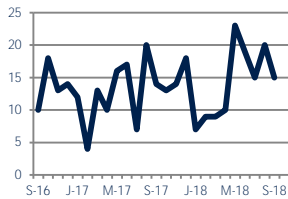


Units Sold

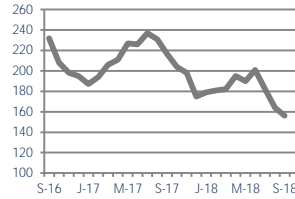
15



Up 7%
Vs. Year Ago

Active Inventory

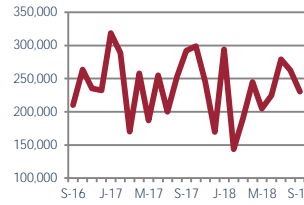
156



Down -28%
Vs. Year Ago

Median Sale Price

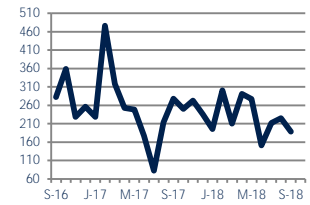
\$230,200



Down -21%
Vs. Year Ago

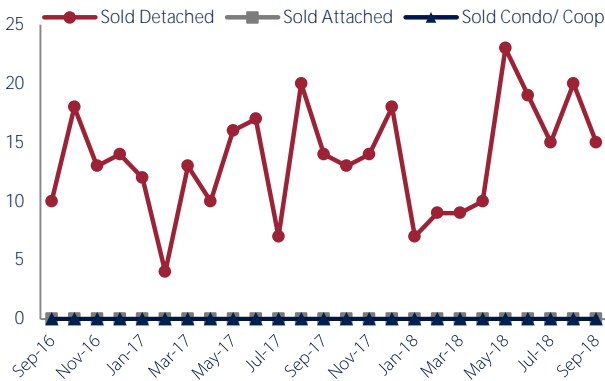
Days On Market

188



Down -32%
Vs. Year Ago

Units Sold*



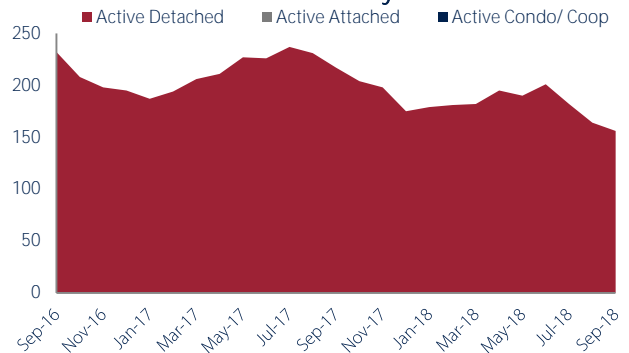
Units Sold

There was a decrease in total units sold in September, with 15 sold this month in Northampton County versus 20 last month, a decrease of 25%. This month's total units sold was higher than at this time last year, an increase of 7% versus September 2017.

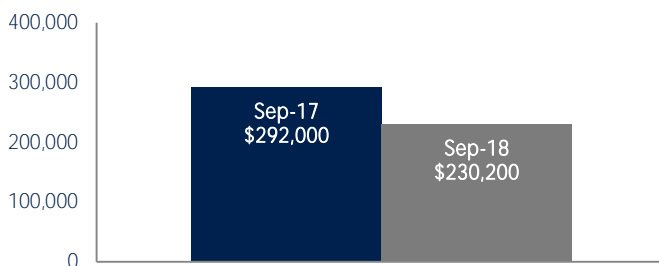
Active Inventory

Versus last year, the total number of homes available this month is lower by 61 units or 28%. The total number of active inventory this September was 156 compared to 217 in September 2017. This month's total of 156 is lower than the previous month's total supply of available inventory of 164, a decrease of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Northampton County Homes was \$292,000. This September, the median sale price was \$230,200, a decrease of 21% or \$61,800 compared to last year. The current median sold price is 12% lower than in August.

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

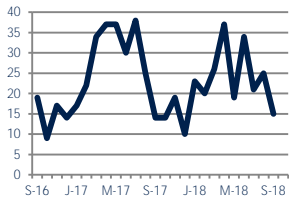


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by ESAOR and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

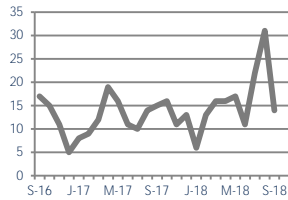
15



Up 7%
Vs. Year Ago

Current Contracts

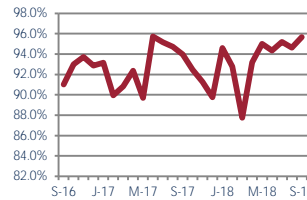
14



Down -7%
Vs. Year Ago

Sold Vs. List Price

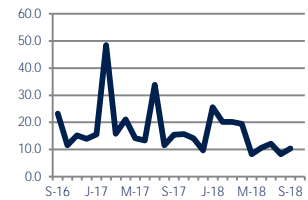
95.7%



Up 1.8%
Vs. Year Ago

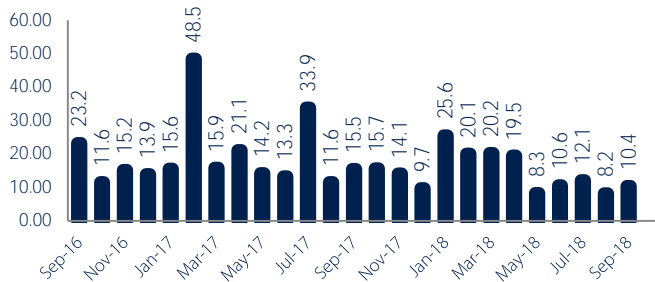
Months of Supply

10.4



Down -33%
Vs. Year Ago

Months Of Supply



Months of Supply

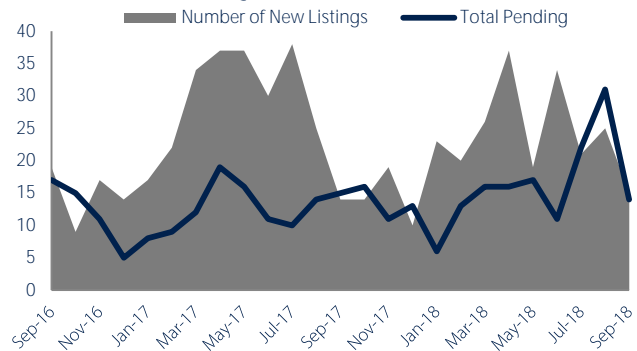
In September, there was 10.4 months of supply available in Northampton County, compared to 15.5 in September 2017. That is a decrease of 33% versus a year ago.

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.

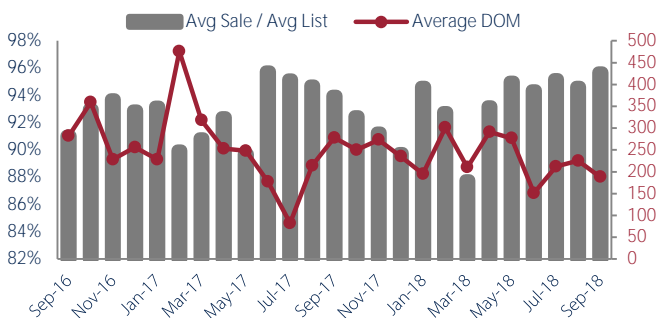
New Listings & Current Contracts

This month there were 15 homes newly listed for sale in Northampton County compared to 14 in September 2017, an increase of 7%. There were 14 current contracts pending sale this September compared to 15 a year ago. The number of current contracts is 7% lower than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Northampton County was 95.7% of the average list price, which is 1.7% higher than at this time last year.

Days On Market

This month, the average number of days on market was 188, lower than the average last year, which was 278, a decrease of 32%.



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