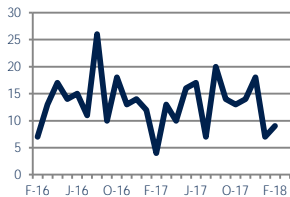




### Units Sold

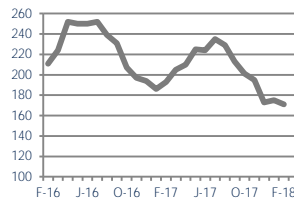
9



Up  
Vs. Year Ago

### Active Inventory

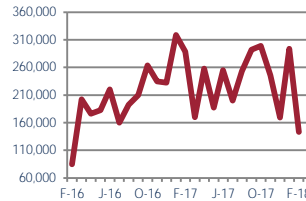
171



Down -11%  
Vs. Year Ago

### Median Sale Price

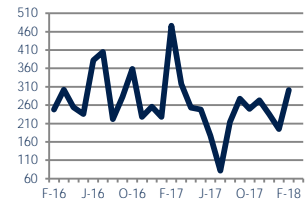
\$143,500



Down  
Vs. Year Ago

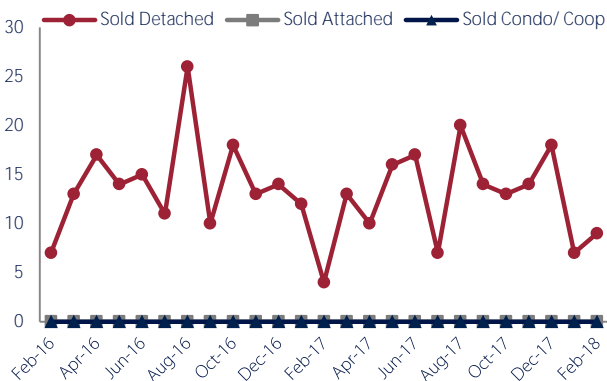
### Days On Market

301



Down -37%  
Vs. Year Ago

### Units Sold\*



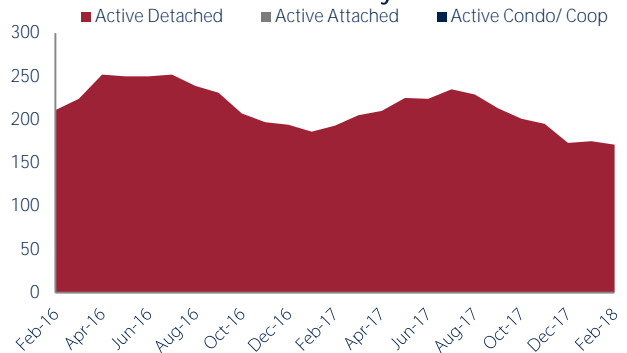
### Units Sold

With relatively few transactions, there was an increase in total units sold in February, with 9 sold this month in Northampton County. This month's total units sold was higher than at this time last year, an increase from February 2017.

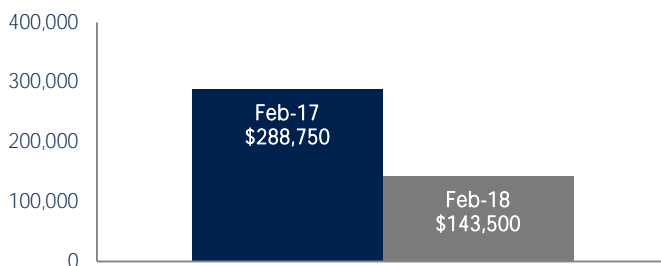
### Active Inventory

Versus last year, the total number of homes available this month is lower by 22 units or 11%. The total number of active inventory this February was 171 compared to 193 in February 2017. This month's total of 171 is lower than the previous month's total supply of available inventory of 175, a decrease of 2%.

### 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 Northampton County Homes was \$288,750. This February, the median sale price was \$143,500, a decrease of \$145,250 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.



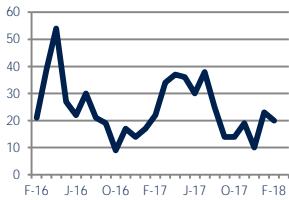
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.  
Information included in this report is based on data supplied by ESAOR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

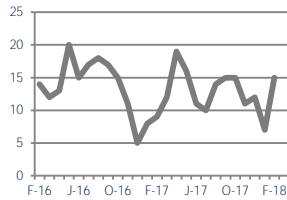
20



Down -9%  
Vs. Year Ago

### Current Contracts

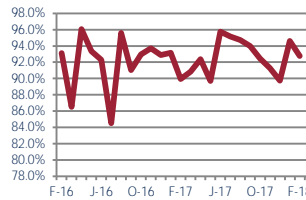
15



Up 67%  
Vs. Year Ago

### Sold Vs. List Price

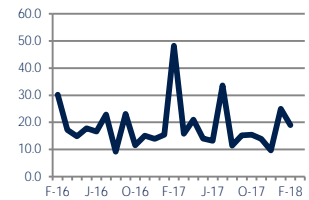
92.8%



Up 3.1%  
Vs. Year Ago

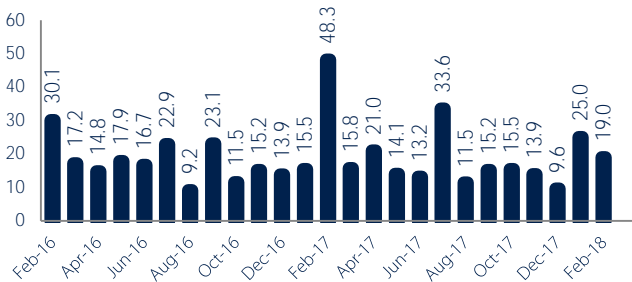
### Months of Supply

19.0



Down -61%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

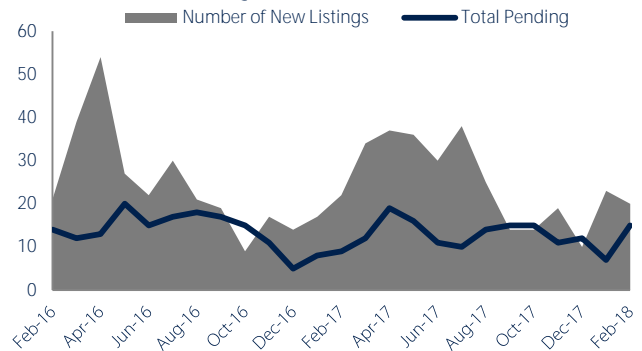
In February, there was 19.0 months of supply available in Northampton County, compared to 48.3 in February 2017. That is a decrease of 61% versus a year ago.

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.

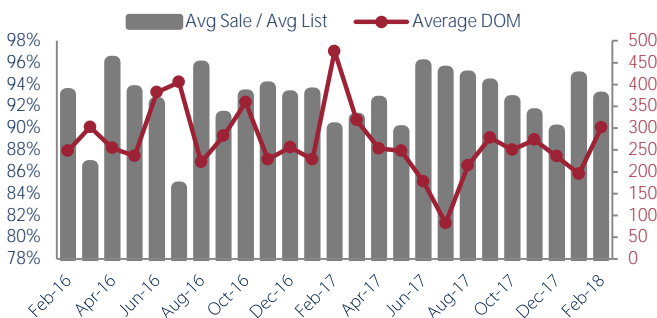
### New Listings & Current Contracts

This month there were 20 homes newly listed for sale in Northampton County compared to 22 in February 2017, a decrease of 9%. There were 15 current contracts pending sale this February compared to 9 a year ago. The number of current contracts is 67% higher 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 Northampton County was 92.8% of the average list price, which is 2.8% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 301, lower than the average last year, which was 476, a decrease of 37%.



\*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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