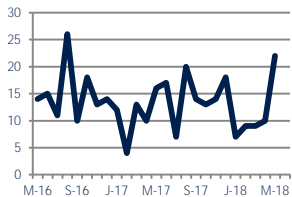




Units Sold

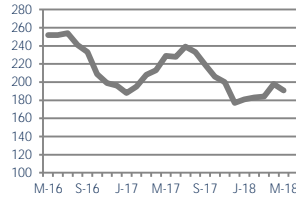
22



Up
Vs. Year Ago

Active Inventory

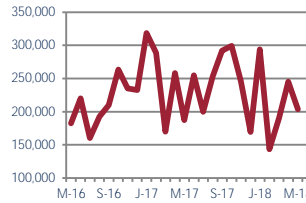
191



Down -17%
Vs. Year Ago

Median Sale Price

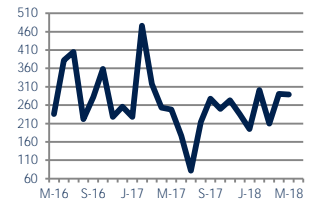
\$203,750



Up 9%
Vs. Year Ago

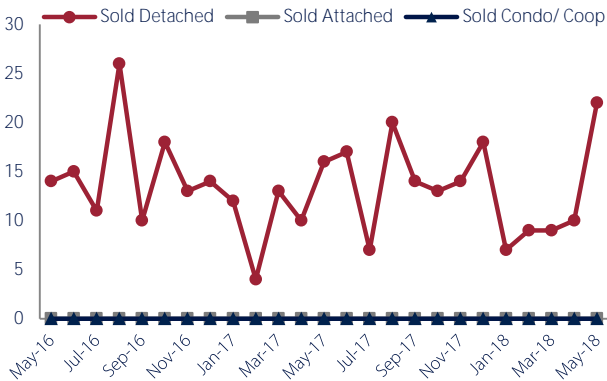
Days On Market

289



Up 17%
Vs. Year Ago

Units Sold*



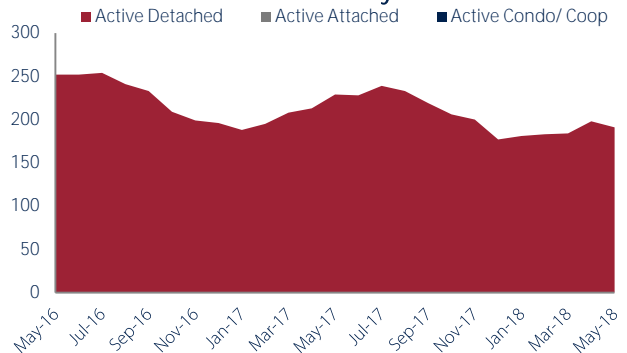
Units Sold

With relatively few transactions, there was an increase in total units sold in May, with 22 sold this month in Northampton County. This month's total units sold was higher than at this time last year, an increase from May 2017.

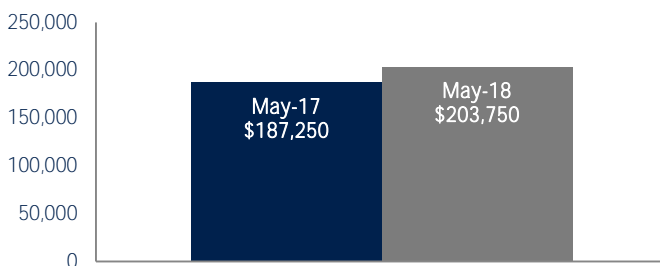
Active Inventory

Versus last year, the total number of homes available this month is lower by 38 units or 17%. The total number of active inventory this May was 191 compared to 229 in May 2017. This month's total of 191 is lower than the previous month's total supply of available inventory of 198, a decrease of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for Northampton County Homes was \$187,250. This May, the median sale price was \$203,750, an increase of 9% or \$16,500 compared to last year. The current median sold price is 17% lower than in April.

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



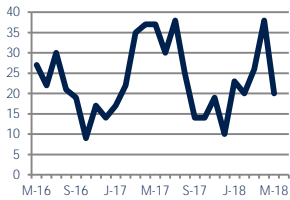
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by ESAOR and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

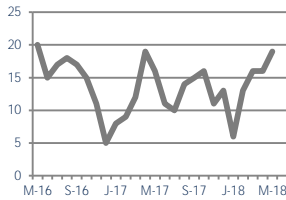
20



Down -46%
Vs. Year Ago

Current Contracts

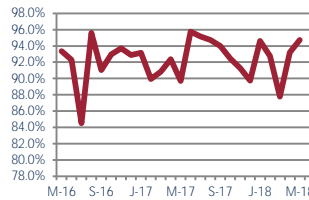
19



Up 19%
Vs. Year Ago

Sold Vs. List Price

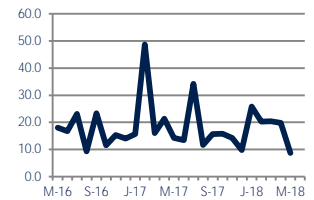
94.7%



Up
Vs. Year Ago

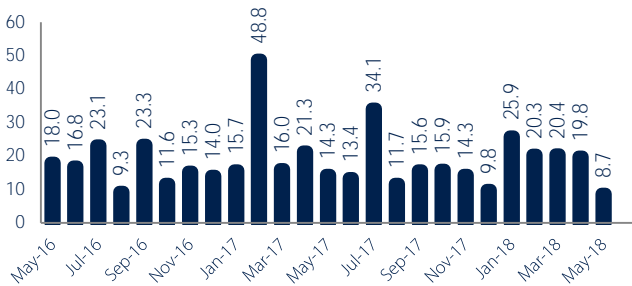
Months of Supply

8.7



Down -39%
Vs. Year Ago

Months Of Supply



Months of Supply

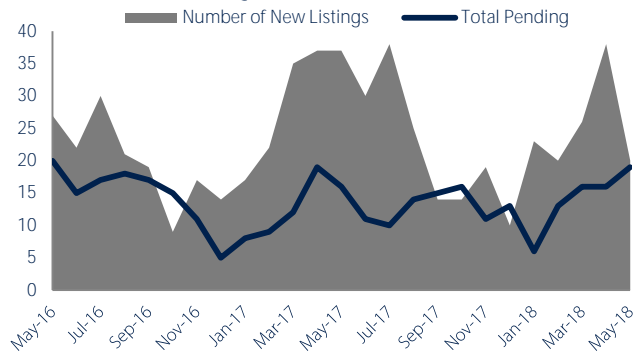
In May, there was 8.7 months of supply available in Northampton County, compared to 14.3 in May 2017. That is a decrease of 39% versus a year ago.

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.

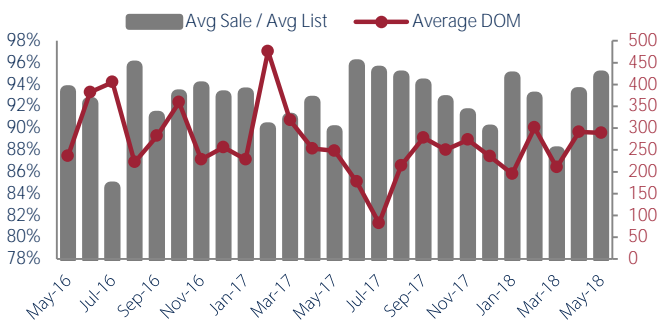
New Listings & Current Contracts

This month there were 20 homes newly listed for sale in Northampton County compared to 37 in May 2017, a decrease of 46%. There were 19 current contracts pending sale this May compared to 16 a year ago. The number of current contracts is 19% higher than last May.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In May, the average sale price in Northampton County was 94.7% of the average list price, which is higher than at this time last year.

Days On Market

This month, the average number of days on market was 289, higher than the average last year, which was 248, an increase of 17%.



*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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