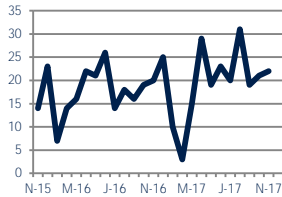




Units Sold

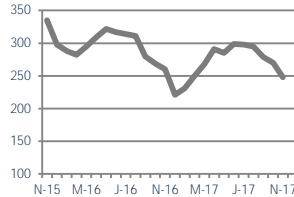
22



Up 10%
Vs. Year Ago

Active Inventory

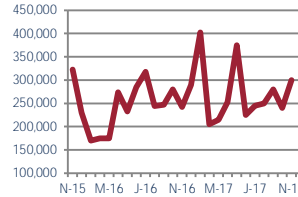
248



Down -5%
Vs. Year Ago

Median Sale Price

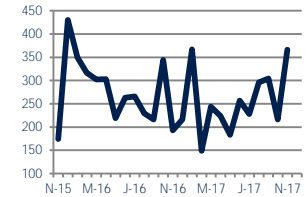
\$300,000



Up
Vs. Year Ago

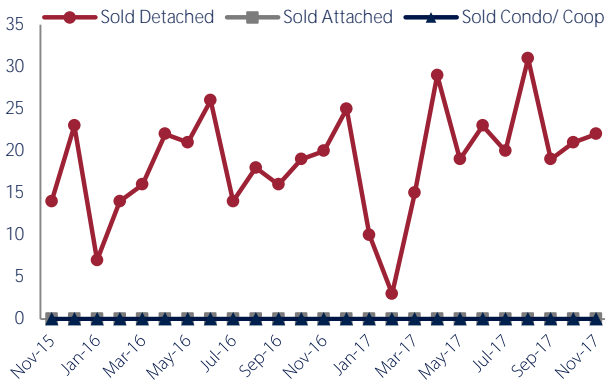
Days On Market

366



Up
Vs. Year Ago

Units Sold*



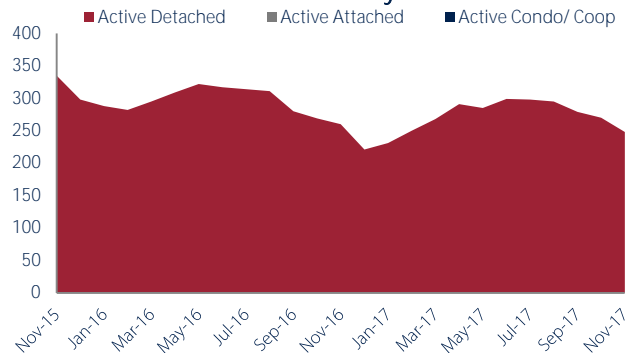
Units Sold

There was an increase in total units sold in November, with 22 sold this month in Northumberland County versus 21 last month, an increase of 5%. This month's total units sold was higher than at this time last year, an increase of 10% versus November 2016.

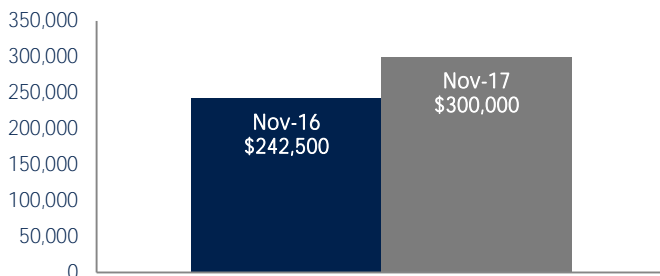
Active Inventory

Versus last year, the total number of homes available this month is lower by 12 units or 5%. The total number of active inventory this November was 248 compared to 260 in November 2016. This month's total of 248 is lower than the previous month's total supply of available inventory of 270, a decrease of 8%.

Active Inventory*



Median Sale Price



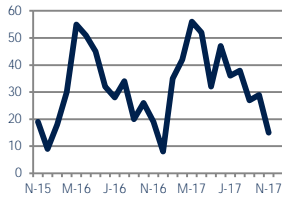
Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last November, the median sale price for Northumberland County Homes was \$242,500. This November, the median sale price was \$300,000, an increase of \$57,500 compared to last year. The current median sold price is higher than in October.

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

New Listings

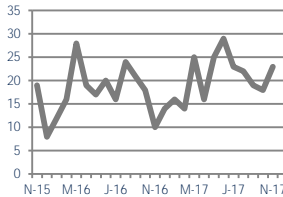
15



Down -21%
Vs. Year Ago

Current Contracts

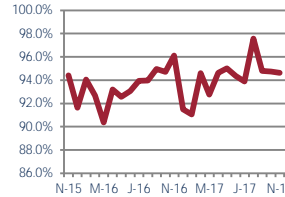
23



Up 130%
Vs. Year Ago

Sold Vs. List Price

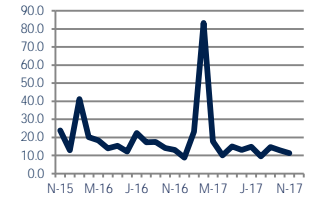
94.6%



Down -1.5%
Vs. Year Ago

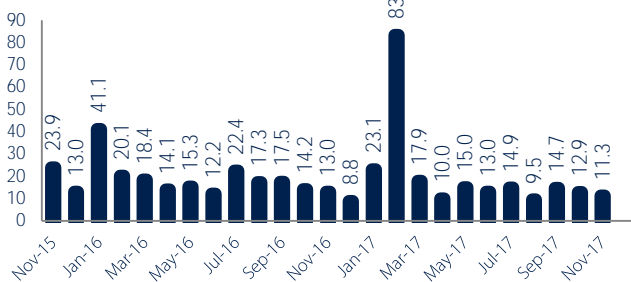
Months of Supply

11.3



Down -13%
Vs. Year Ago

Months Of Supply



Months of Supply

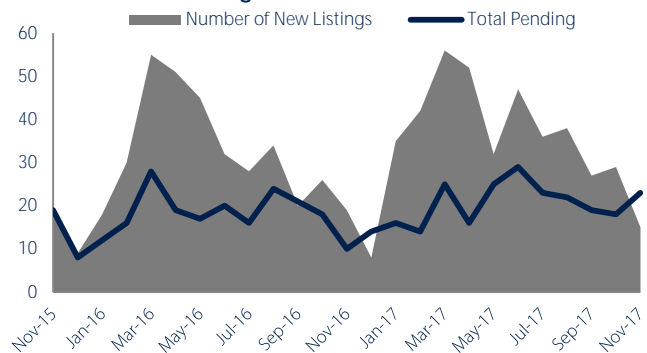
In November, there was 11.3 months of supply available in Northumberland County, compared to 13.0 in November 2016. That is a decrease of 13% versus a year ago.

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.

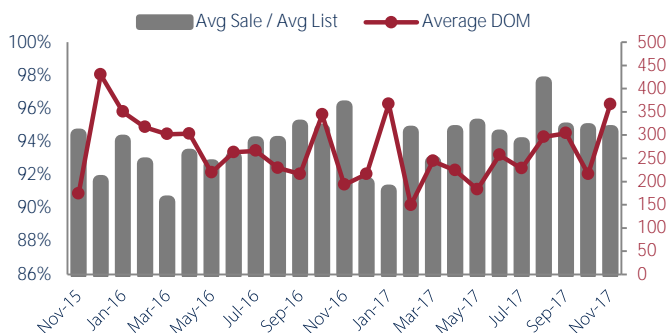
New Listings & Current Contracts

This month there were 15 homes newly listed for sale in Northumberland County compared to 19 in November 2016, a decrease of 21%. There were 23 current contracts pending sale this November compared to 10 a year ago. The number of current contracts is 130% higher than last November.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In November, the average sale price in Northumberland County was 94.6% of the average list price, which is 1.5% lower than at this time last year.

Days On Market

This month, the average number of days on market was 366, higher than the average last year, which was 193. This increase was impacted by the limited number of sales.