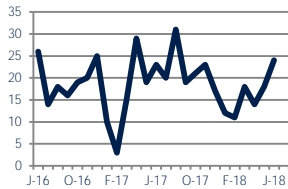


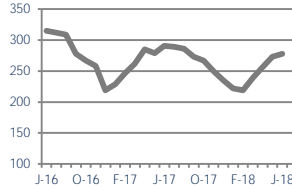


Units Sold 24



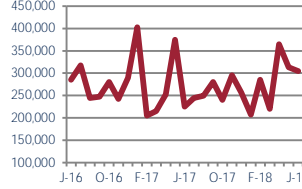
Up 4%
Vs. Year Ago

Active Inventory 278



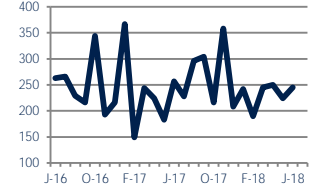
Down -4%
Vs. Year Ago

Median Sale Price \$304,500



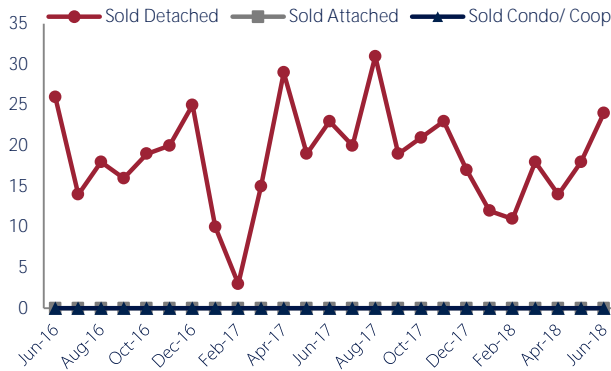
Up
Vs. Year Ago

Days On Market 245



Down -5%
Vs. Year Ago

Units Sold*



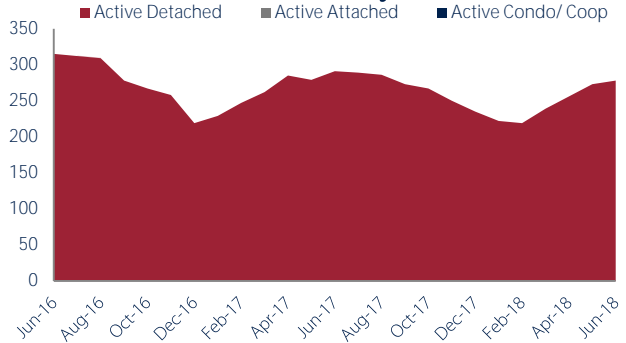
Units Sold

There was an increase in total units sold in June, with 24 sold this month in Northumberland County versus 18 last month, an increase of 33%. This month's total units sold was higher than at this time last year, an increase of 4% versus June 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 13 units or 4%. The total number of active inventory this June was 278 compared to 291 in June 2017. This month's total of 278 is higher than the previous month's total supply of available inventory of 273, an increase 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 June, the median sale price for Northumberland County Homes was \$225,000. This June, the median sale price was \$304,500, an increase of \$79,500 compared to last year. The current median sold price is lower than in May.

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



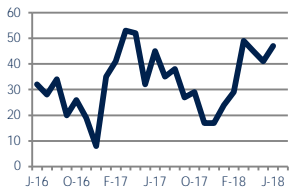
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by NNAR and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





New Listings

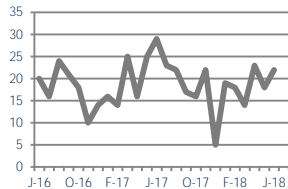
47



Up 4%
Vs. Year Ago

Current Contracts

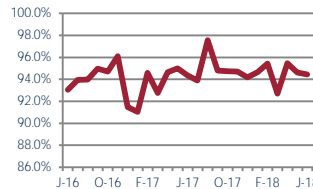
22



Down -24%
Vs. Year Ago

Sold Vs. List Price

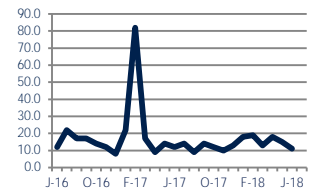
94.4%



No Change
Vs. Year Ago

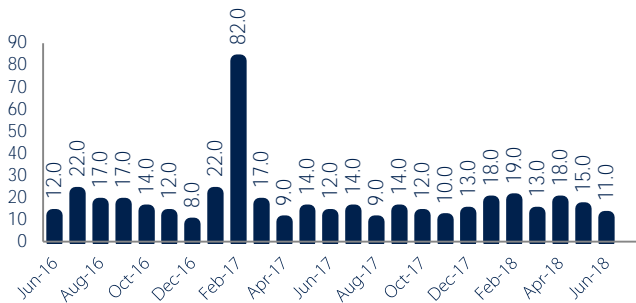
Months of Supply

11.0



Down -8%
Vs. Year Ago

Months Of Supply



Months of Supply

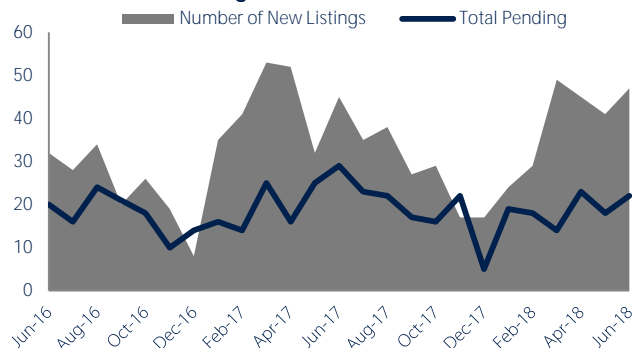
In June, there was 11.6 months of supply available in Northumberland County, compared to 12.7 in June 2017. That is a decrease of 8% versus a year ago.

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.

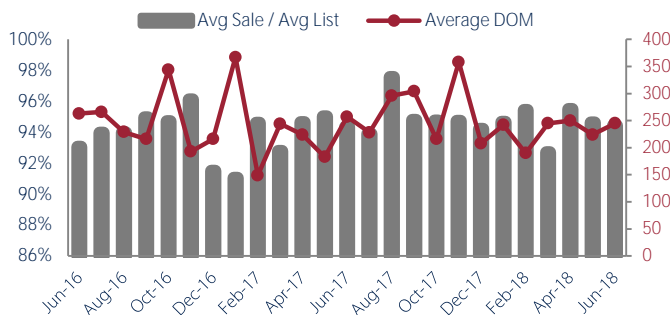
New Listings & Current Contracts

This month there were 47 homes newly listed for sale in Northumberland County compared to 45 in June 2017, an increase of 4%. There were 22 current contracts pending sale this June compared to 29 a year ago. The number of current contracts is 24% lower than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Northumberland County was 94.4% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 245, lower than the average last year, which was 257, a decrease of 5%.



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