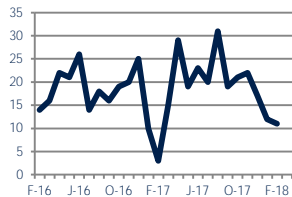




Units Sold

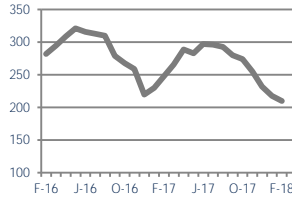
11



Up
Vs. Year Ago

Active Inventory

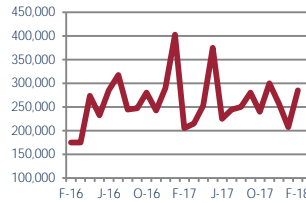
210



Down -15%
Vs. Year Ago

Median Sale Price

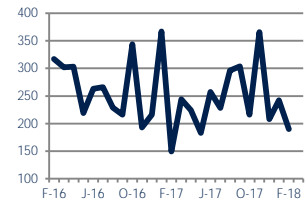
\$285,000



Up
Vs. Year Ago

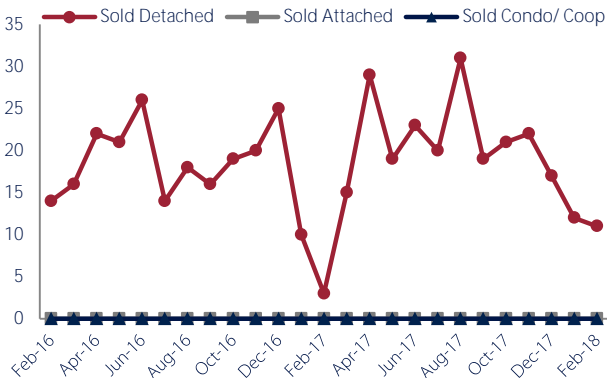
Days On Market

190



Up 28%
Vs. Year Ago

Units Sold*



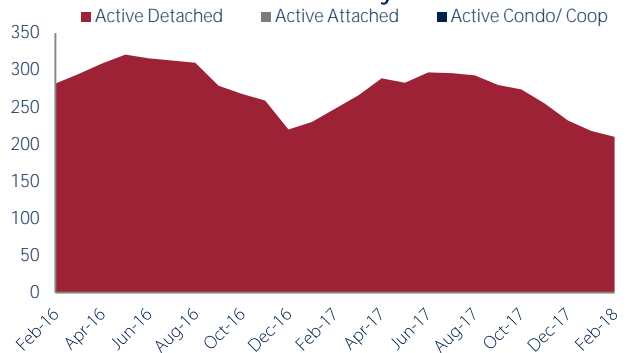
Units Sold

With relatively few transactions, there was a decrease in total units sold in February, with 11 sold this month in Northumberland County. This month's total units sold was higher than at this time last year, an increase from February 2017.

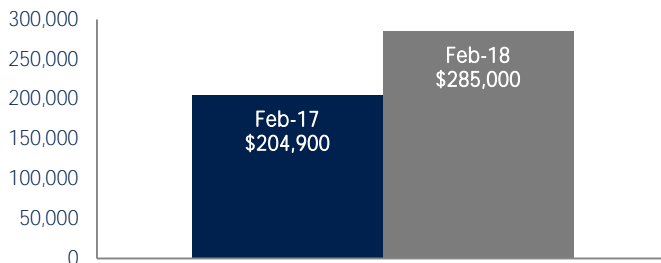
Active Inventory

Versus last year, the total number of homes available this month is lower by 38 units or 15%. The total number of active inventory this February was 210 compared to 248 in February 2017. This month's total of 210 is lower than the previous month's total supply of available inventory of 218, a decrease of 4%.

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 Northumberland County Homes was \$204,900. This February, the median sale price was \$285,000, an increase of \$80,100 compared to last year. The current median sold price is higher 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.



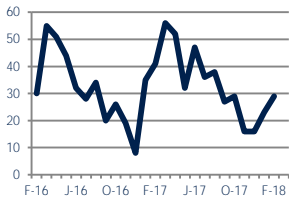
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by NNAR and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

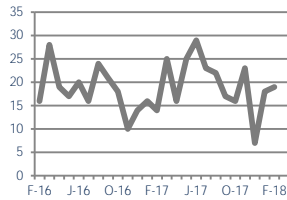
29



Down -29%
Vs. Year Ago

Current Contracts

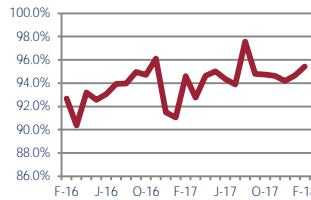
19



Up 36%
Vs. Year Ago

Sold Vs. List Price

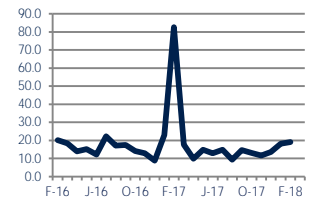
95.4%



Up 0.9%
Vs. Year Ago

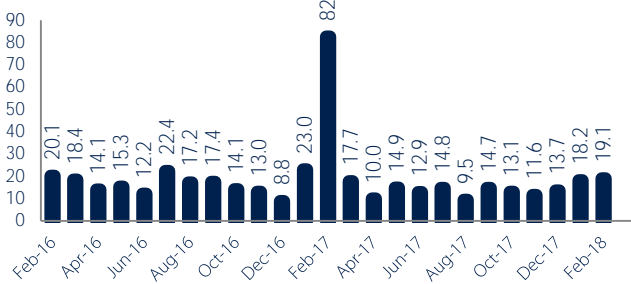
Months of Supply

19.1



Down -77%
Vs. Year Ago

Months Of Supply



Months of Supply

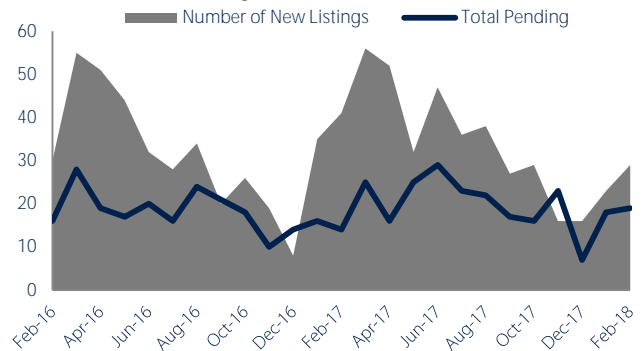
In February, there was 19.1 months of supply available in Northumberland County, compared to 82.7 in February 2017. That is a decrease of 77% versus a year ago.

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.

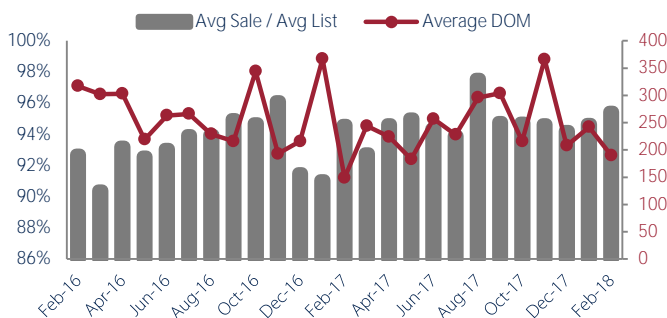
New Listings & Current Contracts

This month there were 29 homes newly listed for sale in Northumberland County compared to 41 in February 2017, a decrease of 29%. There were 19 current contracts pending sale this February compared to 14 a year ago. The number of current contracts is 36% 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 Northumberland County was 95.4% of the average list price, which is 0.8% higher than at this time last year.

Days On Market

This month, the average number of days on market was 190, higher than the average last year, which was 149, an increase of 28%.



*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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