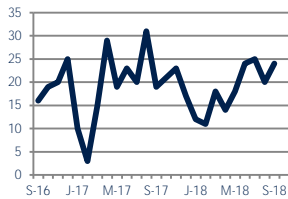
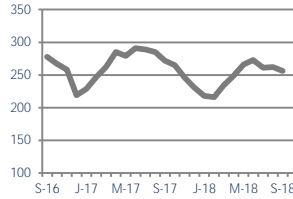


Units Sold
24



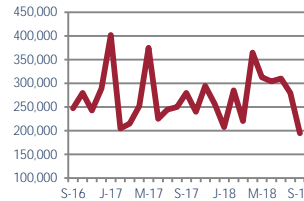
Up 26%
Vs. Year Ago

Active Inventory
256



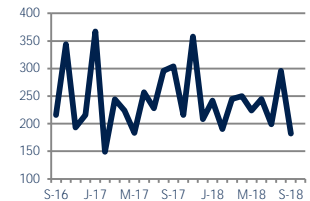
Down -6%
Vs. Year Ago

Median Sale Price
\$194,700



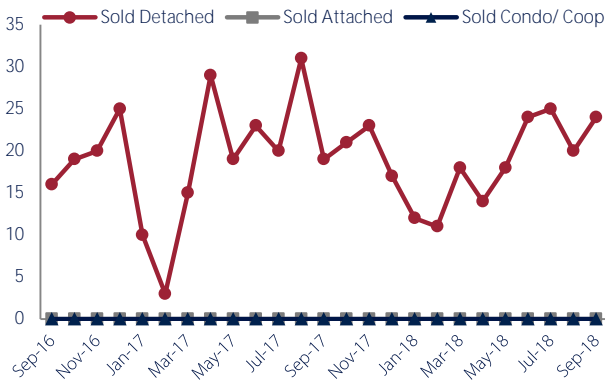
Down
Vs. Year Ago

Days On Market
182



Down -40%
Vs. Year Ago

Units Sold*



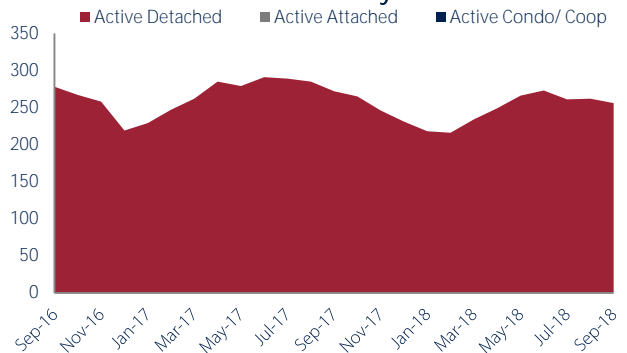
Units Sold

There was an increase in total units sold in September, with 24 sold this month in Northumberland County versus 20 last month, an increase of 20%. This month's total units sold was higher than at this time last year, an increase of 26% versus September 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 16 units or 6%. The total number of active inventory this September was 256 compared to 272 in September 2017. This month's total of 256 is lower than the previous month's total supply of available inventory of 262, 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 September, the median sale price for Northumberland County Homes was \$280,000. This September, the median sale price was \$194,700, a decrease of \$85,300 compared to last year. The current median sold price is lower than in August.

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

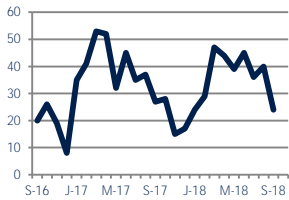


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by NNAR and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

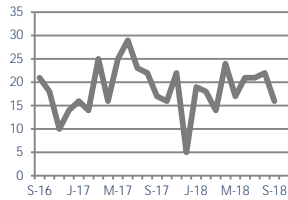
24



Down -11%
Vs. Year Ago

Current Contracts

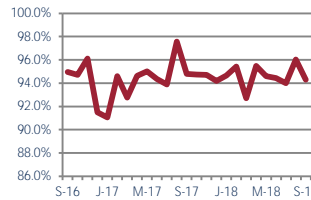
16



Down -6%
Vs. Year Ago

Sold Vs. List Price

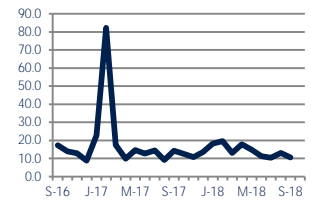
94.3%



Down -0.5%
Vs. Year Ago

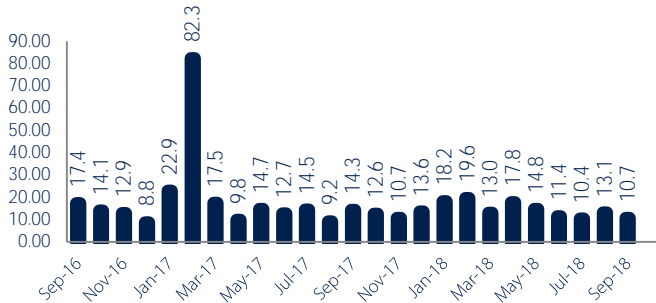
Months of Supply

10.7



Down -25%
Vs. Year Ago

Months Of Supply



Months of Supply

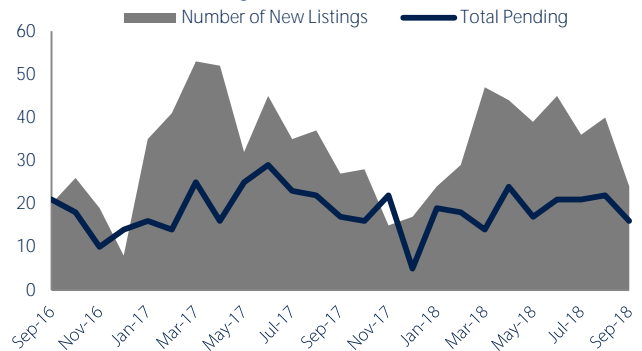
In September, there was 10.7 months of supply available in Northumberland County, compared to 14.3 in September 2017. That is a decrease of 25% versus a year ago.

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.

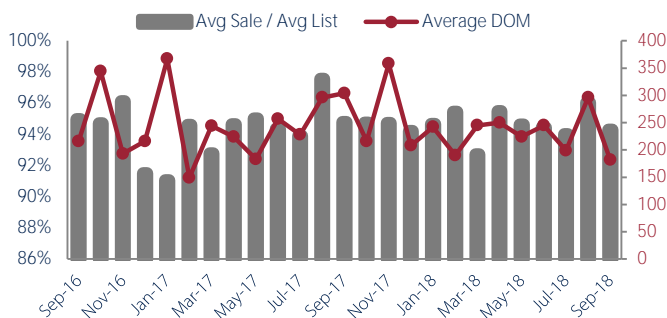
New Listings & Current Contracts

This month there were 24 homes newly listed for sale in Northumberland County compared to 27 in September 2017, a decrease of 11%. There were 16 current contracts pending sale this September compared to 17 a year ago. The number of current contracts is 6% lower than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Northumberland County was 94.3% of the average list price, which is 0.5% lower than at this time last year.

Days On Market

This month, the average number of days on market was 182, lower than the average last year, which was 304, a decrease of 40%.



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