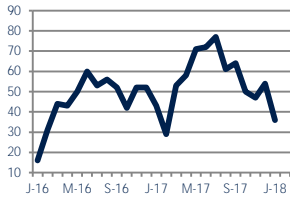


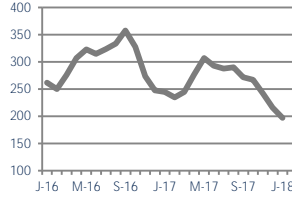


### Units Sold 36



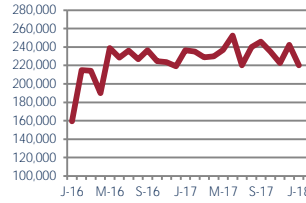
Down -16%  
Vs. Year Ago

### Active Inventory 197



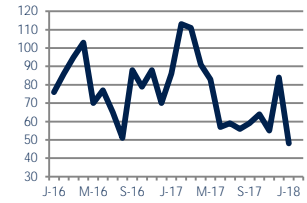
Down -20%  
Vs. Year Ago

### Median Sale Price \$220,000



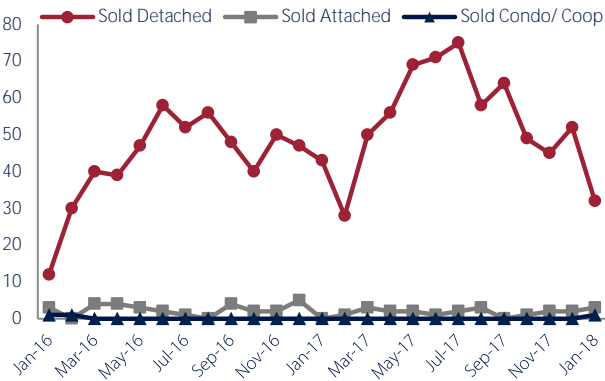
Down -7%  
Vs. Year Ago

### Days On Market 48



Down -44%  
Vs. Year Ago

### Units Sold\*



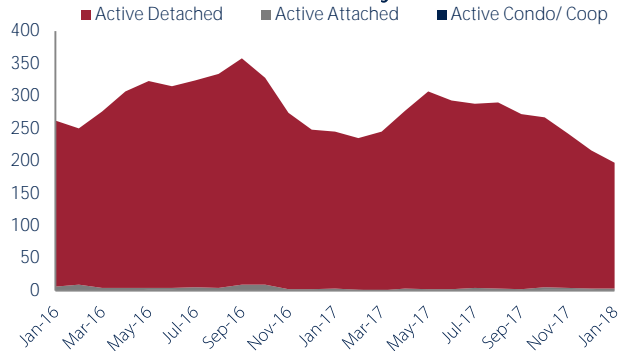
### Units Sold

There was a decrease in total units sold in January, with 36 sold this month in Orange County versus 54 last month, a decrease of 33%. This month's total units sold was lower than at this time last year, a decrease of 16% versus January 2017.

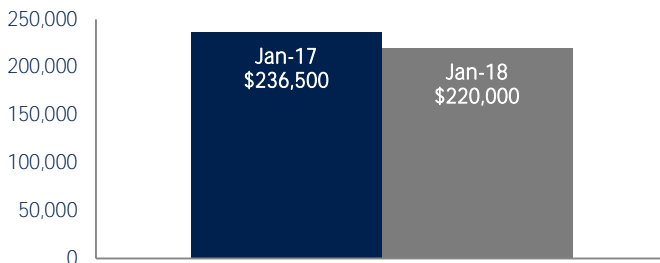
### Active Inventory

Versus last year, the total number of homes available this month is lower by 48 units or 20%. The total number of active inventory this January was 197 compared to 245 in January 2017. This month's total of 197 is lower than the previous month's total supply of available inventory of 216, a decrease of 9%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last January, the median sale price for Orange County Homes was \$236,500. This January, the median sale price was \$220,000, a decrease of 7% or \$16,500 compared to last year. The current median sold price is 9% lower than in December.

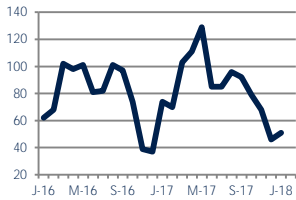
Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



\*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 MRIS 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 MRIS or Long & Foster Real Estate, Inc.

**New Listings**

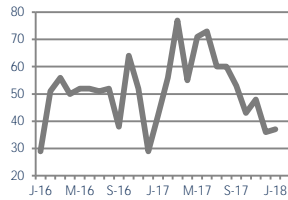
51



**Down -31%**  
Vs. Year Ago

**Current Contracts**

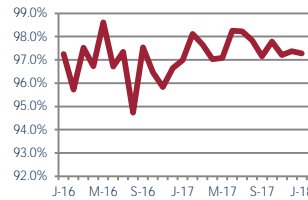
37



**Down -12%**  
Vs. Year Ago

**Sold Vs. List Price**

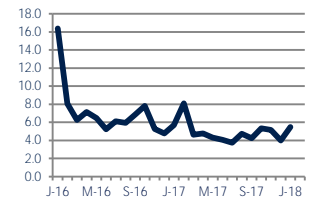
97.3%



**No Change**  
Vs. Year Ago

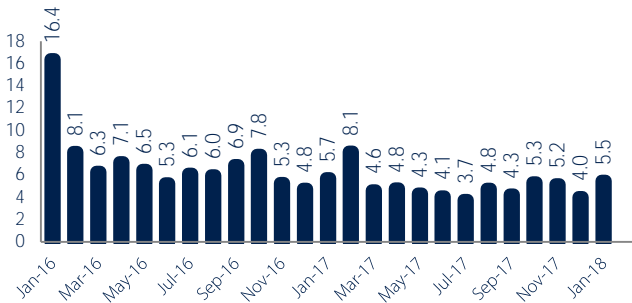
**Months of Supply**

5.5



**Down -4%**  
Vs. Year Ago

**Months Of Supply**



**Months of Supply**

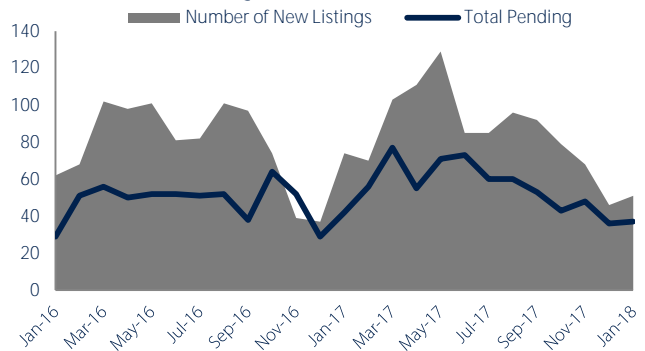
In January, there was 5.5 months of supply available in Orange County, compared to 5.7 in January 2017. That is a decrease of 4% versus a year ago.

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.

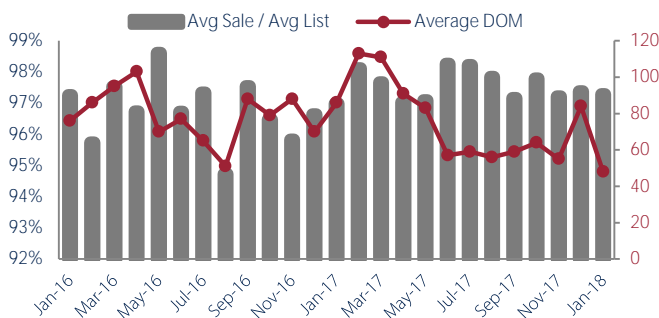
**New Listings & Current Contracts**

This month there were 51 homes newly listed for sale in Orange County compared to 74 in January 2017, a decrease of 31%. There were 37 current contracts pending sale this January compared to 42 a year ago. The number of current contracts is 12% lower than last January.

**New Listings & Current Contracts**



**Sale Price/ List Price & DOM**



**Sale Price to List Price Ratio**

In January, the average sale price in Orange County was 97.3% 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 48, lower than the average last year, which was 86, a decrease of 44%.



\*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 MRIS 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 MRIS or Long & Foster Real Estate, Inc.

