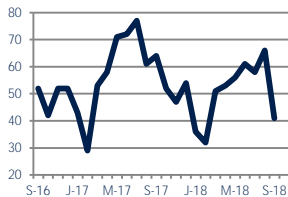


Units Sold

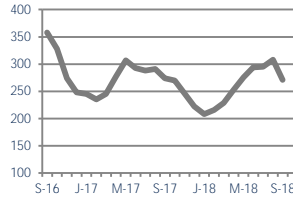
41



Down
Vs. Year Ago

Active Inventory

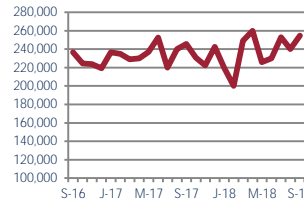
271



Down -1%
Vs. Year Ago

Median Sale Price

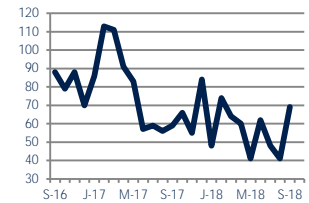
\$254,500



Up 4%
Vs. Year Ago

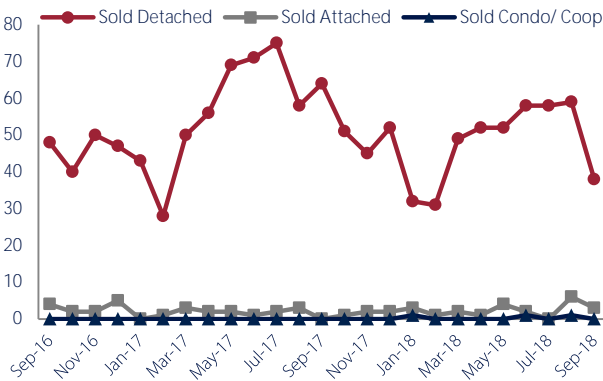
Days On Market

69



Up 17%
Vs. Year Ago

Units Sold*



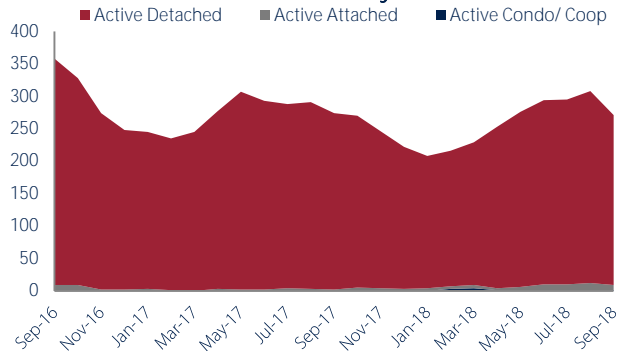
Units Sold

There was a decrease in total units sold in September, with 41 sold this month in Orange County. This month's total units sold was lower than at this time last year.

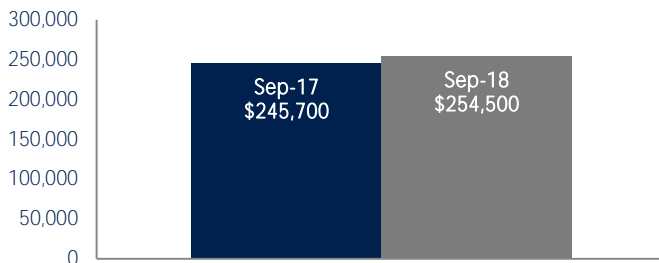
Active Inventory

Versus last year, the total number of homes available this month is lower by 3 units or 1%. The total number of active inventory this September was 271 compared to 274 in September 2017. This month's total of 271 is lower than the previous month's total supply of available inventory of 308, a decrease of 12%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Orange County Homes was \$245,700. This September, the median sale price was \$254,500, an increase of 4% or \$8,800 compared to last year. The current median sold price is 6% higher 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.

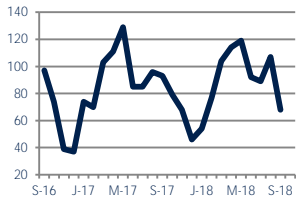


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

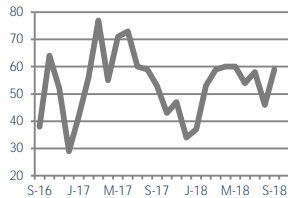
68



Down -27%
Vs. Year Ago

Current Contracts

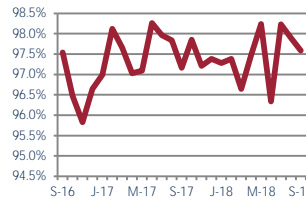
59



Up 11%
Vs. Year Ago

Sold Vs. List Price

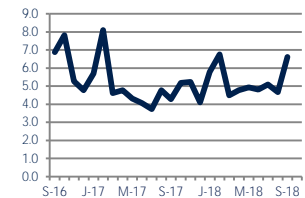
97.6%



No Change
Vs. Year Ago

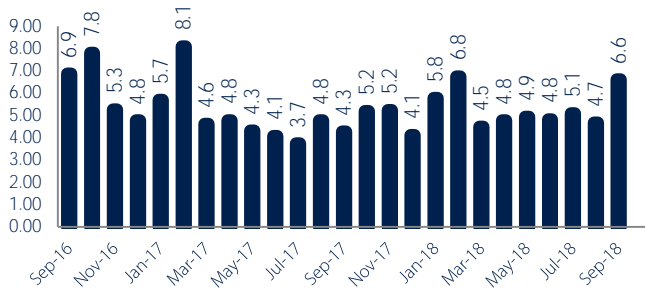
Months of Supply

6.6



Up 54%
Vs. Year Ago

Months Of Supply



Months of Supply

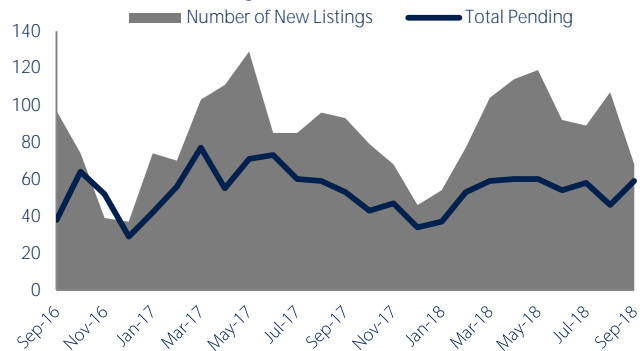
In September, there was 6.6 months of supply available in Orange County, compared to 4.3 in September 2017. That is an increase of 54% versus a year ago.

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.

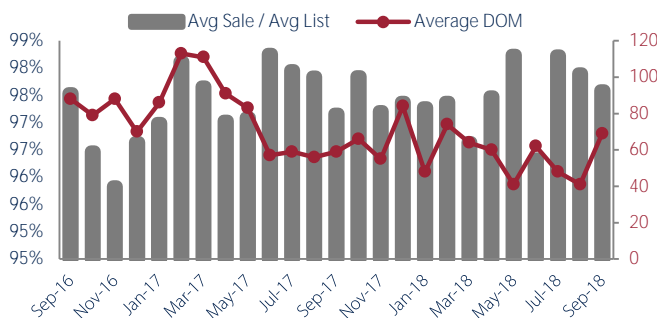
New Listings & Current Contracts

This month there were 68 homes newly listed for sale in Orange County compared to 93 in September 2017, a decrease of 27%. There were 59 current contracts pending sale this September compared to 53 a year ago. The number of current contracts is 11% higher 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 Orange County was 97.6% 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 69, higher than the average last year, which was 59, an increase of 17%.



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