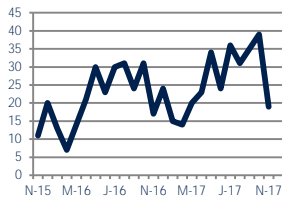




Units Sold

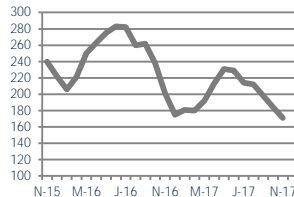
19



Up
Vs. Year Ago

Active Inventory

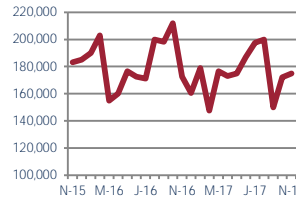
171



Down -15%
Vs. Year Ago

Median Sale Price

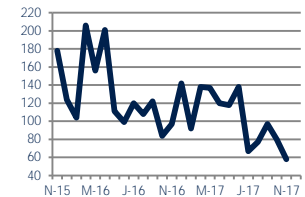
\$175,000



Up 1%
Vs. Year Ago

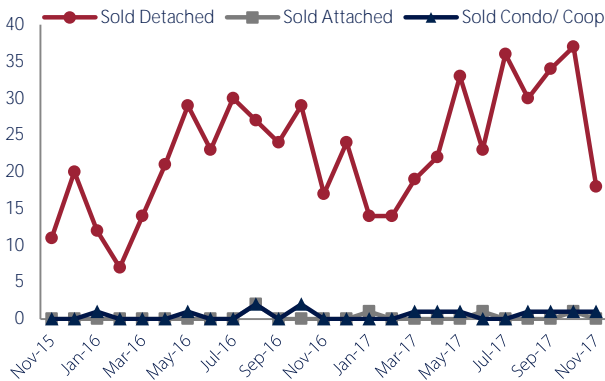
Days On Market

58



Down -40%
Vs. Year Ago

Units Sold*



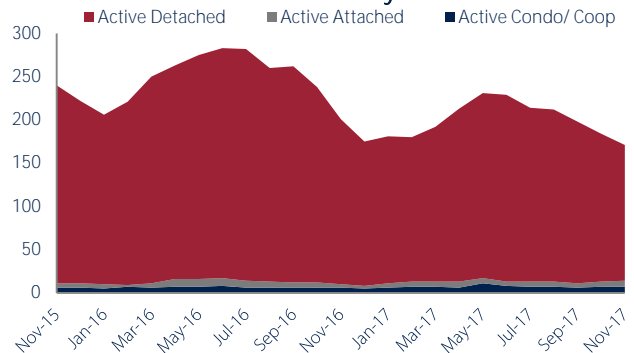
Units Sold

With relatively few transactions, there was a decrease in total units sold in November, with 19 sold this month in Westmoreland County. This month's total units sold was higher than at this time last year, an increase from November 2016.

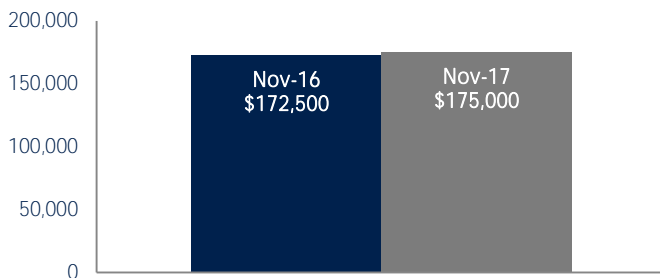
Active Inventory

Versus last year, the total number of homes available this month is lower by 30 units or 15%. The total number of active inventory this November was 171 compared to 201 in November 2016. This month's total of 171 is lower than the previous month's total supply of available inventory of 184, a decrease of 7%.

Active Inventory*



Median Sale Price



Median Sale Price

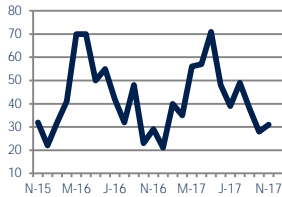
Last November, the median sale price for Westmoreland County Homes was \$172,500. This November, the median sale price was \$175,000, an increase of 1% or \$2,500 compared to last year. The current median sold price is 2% higher than in October.

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



New Listings

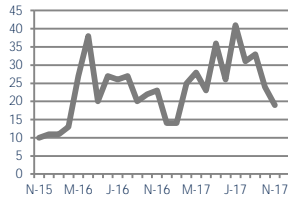
31



Up 7%
Vs. Year Ago

Current Contracts

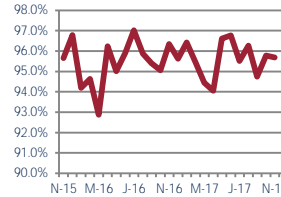
19



Down -17%
Vs. Year Ago

Sold Vs. List Price

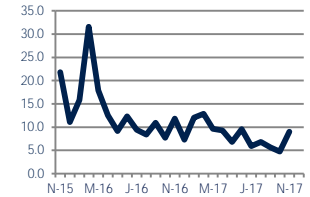
95.7%



Down -0.7%
Vs. Year Ago

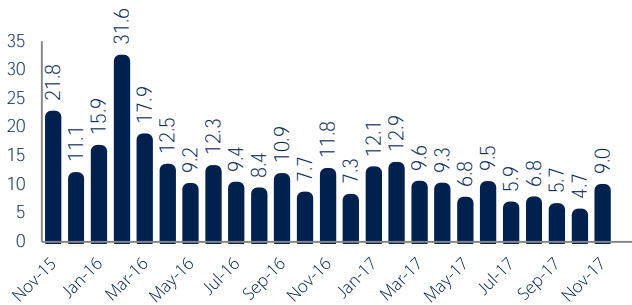
Months of Supply

9.0



Down -24%
Vs. Year Ago

Months Of Supply



Months of Supply

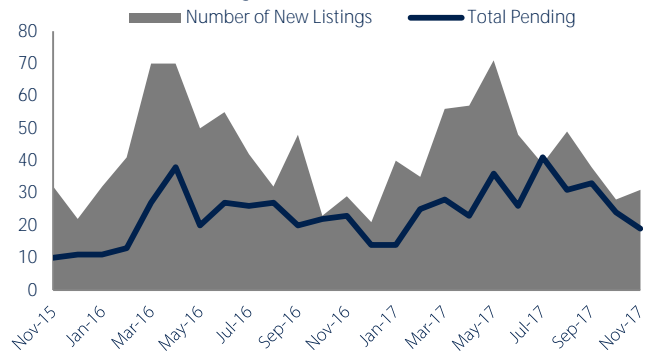
In November, there was 9.0 months of supply available in Westmoreland County, compared to 11.8 in November 2016. That is a decrease of 24% versus a year ago.

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.

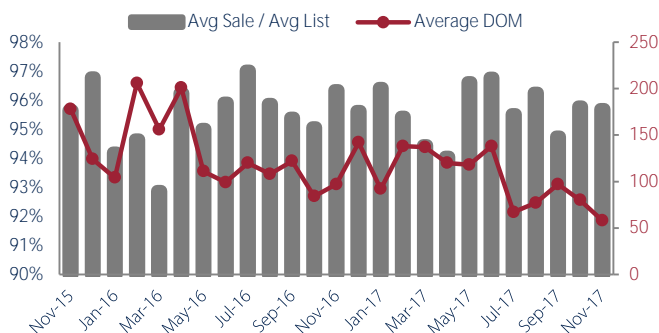
New Listings & Current Contracts

This month there were 31 homes newly listed for sale in Westmoreland County compared to 29 in November 2016, an increase of 7%. There were 19 current contracts pending sale this November compared to 23 a year ago. The number of current contracts is 17% lower than last November.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In November, the average sale price in Westmoreland County was 95.7% of the average list price, which is 0.7% lower than at this time last year.

Days On Market

This month, the average number of days on market was 58, lower than the average last year, which was 97, a decrease of 40%.