



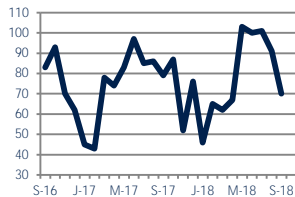
The Long & Foster Market Minute™

Focus On: Jefferson County Housing Market

September 2018

Units Sold

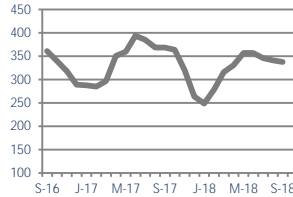
70



Down -11%
Vs. Year Ago

Active Inventory

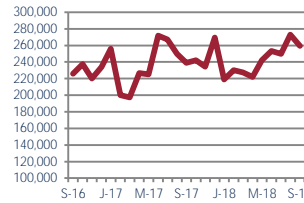
338



Down -8%
Vs. Year Ago

Median Sale Price

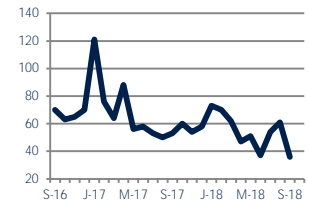
\$259,450



Up 9%
Vs. Year Ago

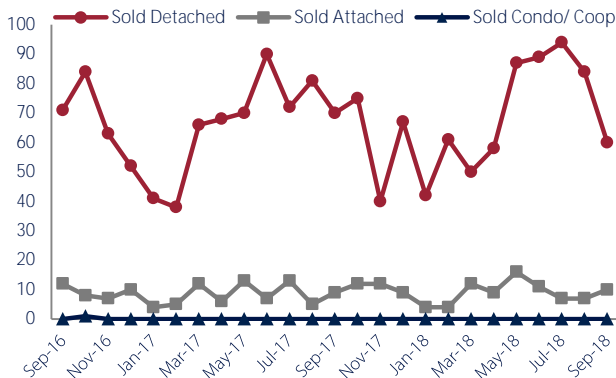
Days On Market

36



Down -32%
Vs. Year Ago

Units Sold*



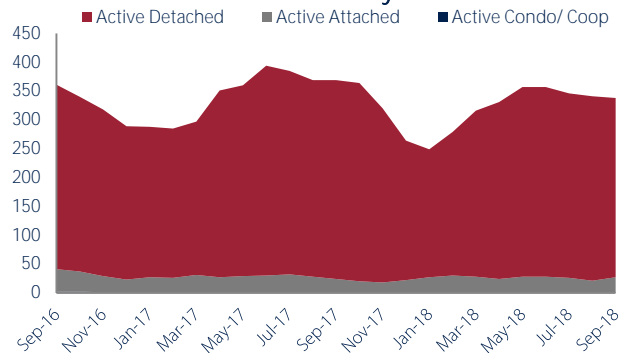
Units Sold

There was a decrease in total units sold in September, with 70 sold this month in Jefferson County versus 91 last month, a decrease of 23%. This month's total units sold was lower than at this time last year, a decrease of 11% versus September 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 31 units or 8%. The total number of active inventory this September was 338 compared to 369 in September 2017. This month's total of 338 is lower than the previous month's total supply of available inventory of 341, a decrease of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Jefferson County Homes was \$239,000. This September, the median sale price was \$259,450, an increase of 9% or \$20,450 compared to last year. The current median sold price is 5% 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.

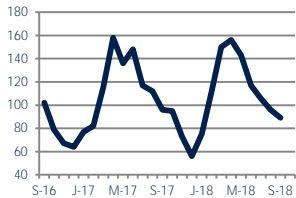


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

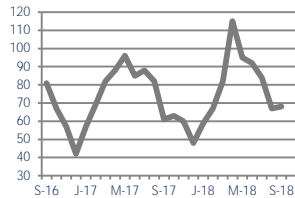
89



Down -7%
Vs. Year Ago

Current Contracts

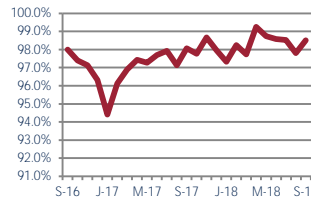
68



Up 11%
Vs. Year Ago

Sold Vs. List Price

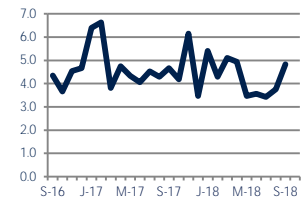
98.5%



No Change
Vs. Year Ago

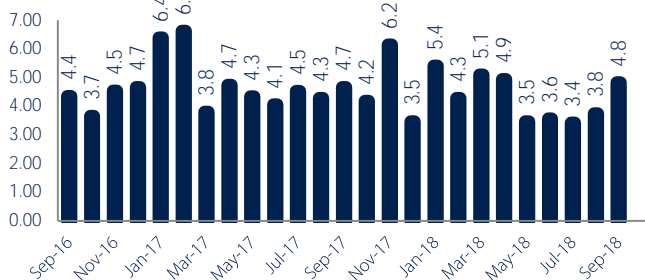
Months of Supply

4.8



Up 3%
Vs. Year Ago

Months Of Supply



Months of Supply

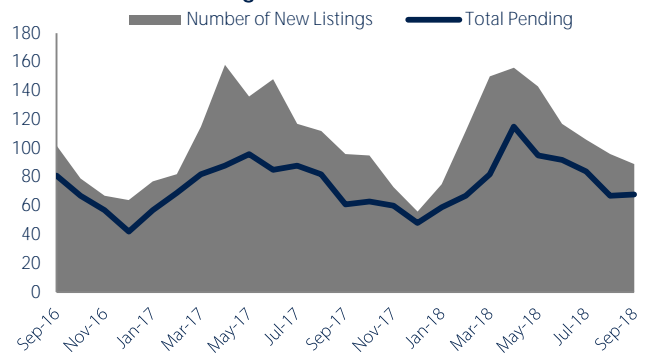
In September, there was 4.8 months of supply available in Jefferson County, compared to 4.7 in September 2017. That is an increase of 3% versus a year ago.

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.

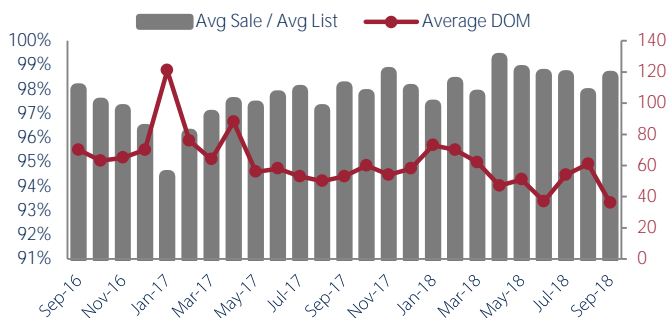
New Listings & Current Contracts

This month there were 89 homes newly listed for sale in Jefferson County compared to 96 in September 2017, a decrease of 7%. There were 68 current contracts pending sale this September compared to 61 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 Jefferson County was 98.5% 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 36, lower than the average last year, which was 53, a decrease of 32%.



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