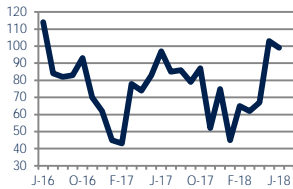


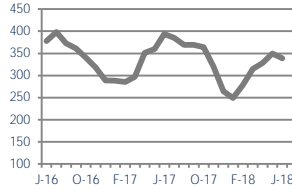


Units Sold 99



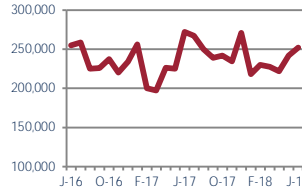
Up 2%
Vs. Year Ago

Active Inventory 339



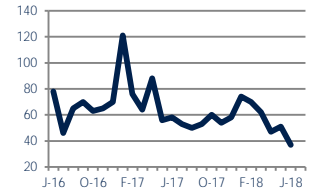
Down -14%
Vs. Year Ago

Median Sale Price \$252,000



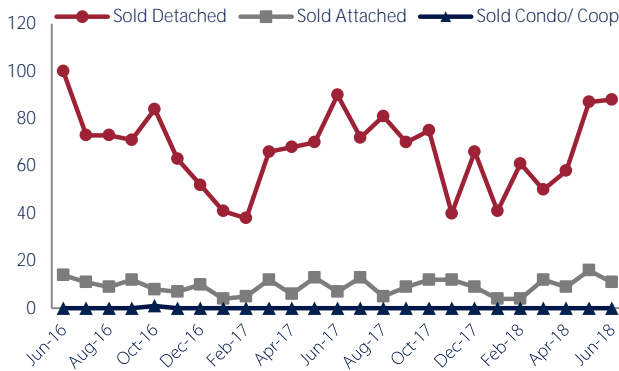
Down -7%
Vs. Year Ago

Days On Market 37



Down -36%
Vs. Year Ago

Units Sold*



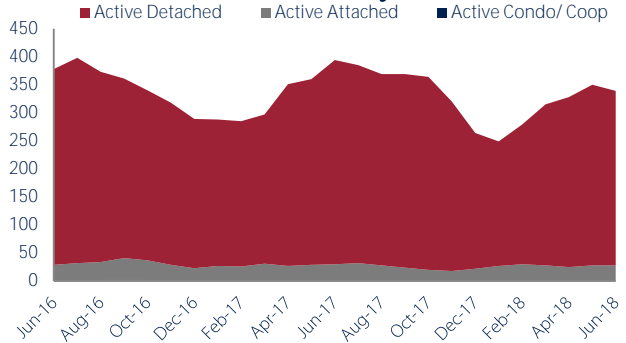
Units Sold

There was a decrease in total units sold in June, with 99 sold this month in Jefferson County versus 103 last month, a decrease of 4%. This month's total units sold was higher than at this time last year, an increase of 2% versus June 2017.

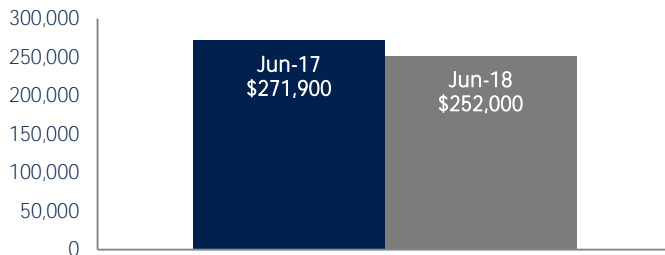
Active Inventory

Versus last year, the total number of homes available this month is lower by 55 units or 14%. The total number of active inventory this June was 339 compared to 394 in June 2017. This month's total of 339 is lower than the previous month's total supply of available inventory of 350, a decrease of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Jefferson County Homes was \$271,900. This June, the median sale price was \$252,000, a decrease of 7% or \$19,900 compared to last year. The current median sold price is 4% higher than in May.

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



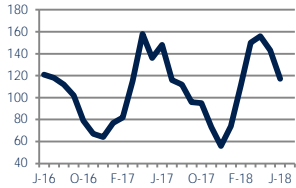
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

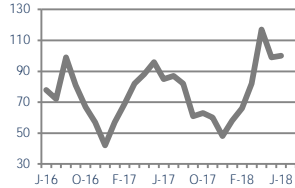
117



Down -21%
Vs. Year Ago

Current Contracts

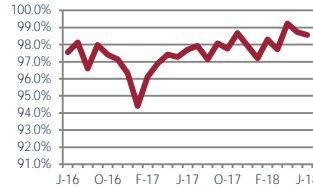
100



Up 18%
Vs. Year Ago

Sold Vs. List Price

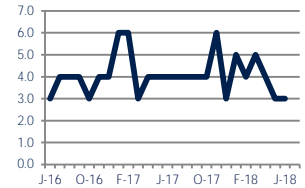
98.6%



Up 0.9%
Vs. Year Ago

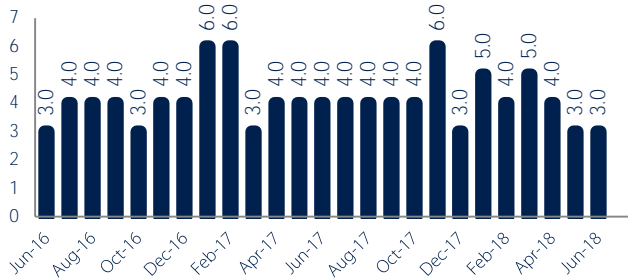
Months of Supply

3.0



Down -25%
Vs. Year Ago

Months Of Supply



Months of Supply

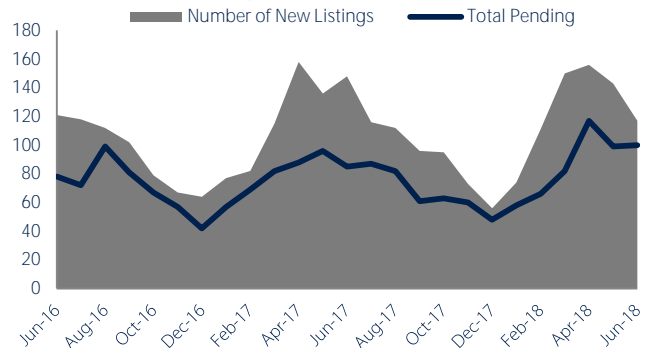
In June, there was 3.4 months of supply available in Jefferson County, compared to 4.1 in June 2017. That is a decrease of 16% versus a year ago.

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.

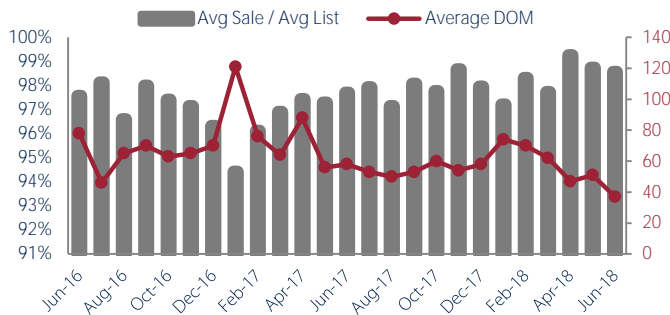
New Listings & Current Contracts

This month there were 117 homes newly listed for sale in Jefferson County compared to 148 in June 2017, a decrease of 21%. There were 100 current contracts pending sale this June compared to 85 a year ago. The number of current contracts is 18% higher than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Jefferson County was 98.6% of the average list price, which is 0.9% higher than at this time last year.

Days On Market

This month, the average number of days on market was 37, lower than the average last year, which was 58, a decrease of 36%.



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