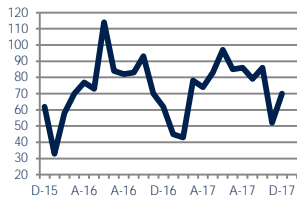




Units Sold

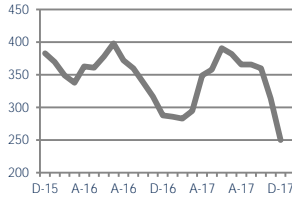
70



Up 13%
Vs. Year Ago

Active Inventory

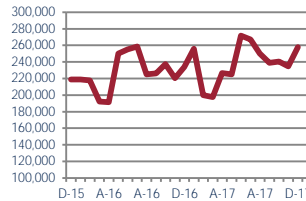
250



Down -13%
Vs. Year Ago

Median Sale Price

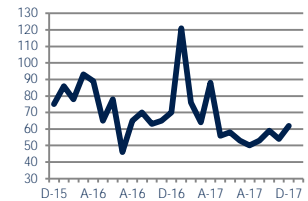
\$258,000



Up 10%
Vs. Year Ago

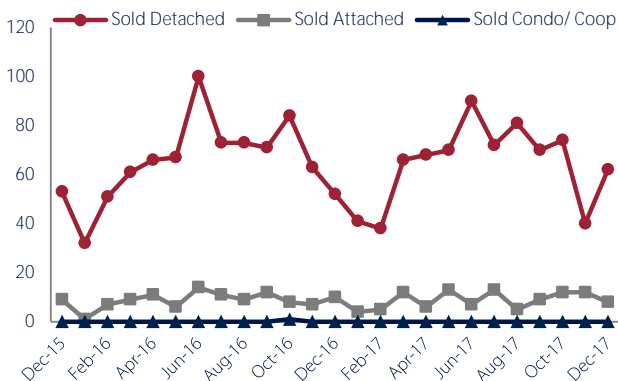
Days On Market

62



Down -11%
Vs. Year Ago

Units Sold*



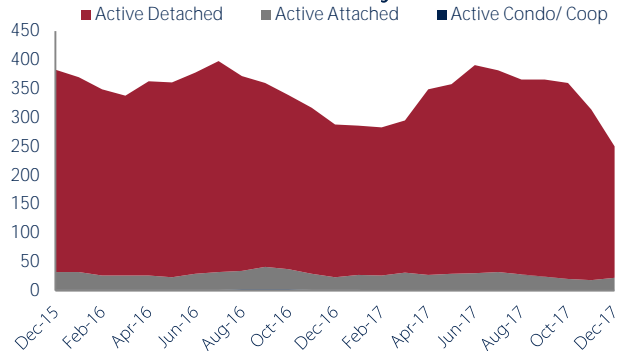
Units Sold

There was an increase in total units sold in December, with 70 sold this month in Jefferson County versus 52 last month, an increase of 35%. This month's total units sold was higher than at this time last year, an increase of 13% versus December 2016.

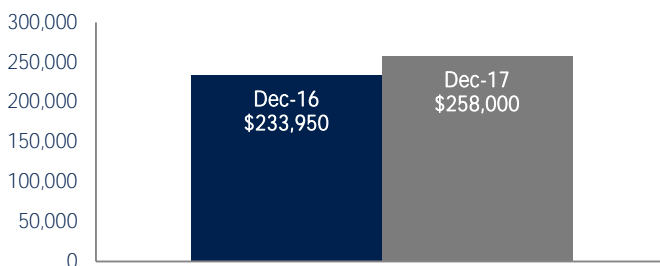
Active Inventory

Versus last year, the total number of homes available this month is lower by 38 units or 13%. The total number of active inventory this December was 250 compared to 288 in December 2016. This month's total of 250 is lower than the previous month's total supply of available inventory of 314, a decrease of 20%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for Jefferson County Homes was \$233,950. This December, the median sale price was \$258,000, an increase of 10% or \$24,050 compared to last year. The current median sold price is 10% higher than in November.

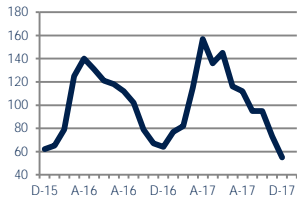
Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



*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

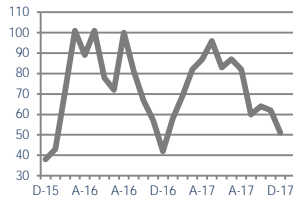
55



Down -14%
Vs. Year Ago

Current Contracts

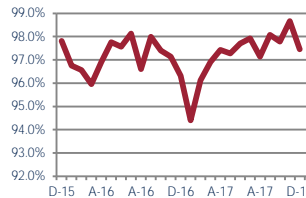
51



Up 21%
Vs. Year Ago

Sold Vs. List Price

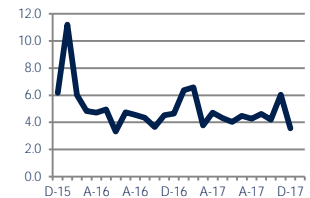
97.5%



Up 1.2%
Vs. Year Ago

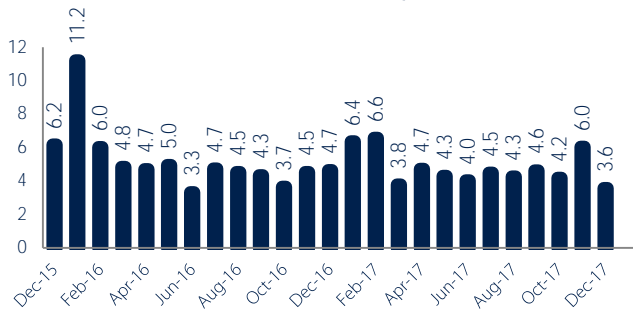
Months of Supply

3.6



Down -23%
Vs. Year Ago

Months Of Supply



Months of Supply

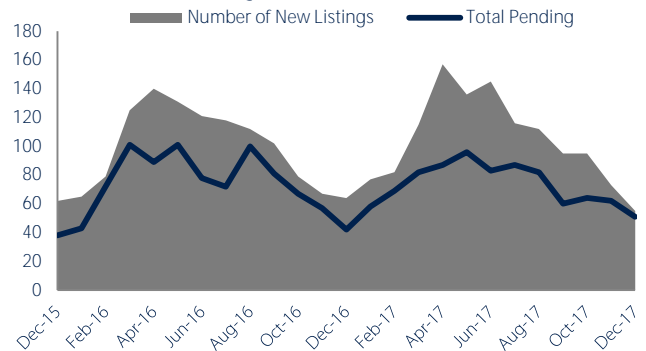
In December, there was 3.6 months of supply available in Jefferson County, compared to 4.6 in December 2016. That is a decrease of 23% versus a year ago.

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.

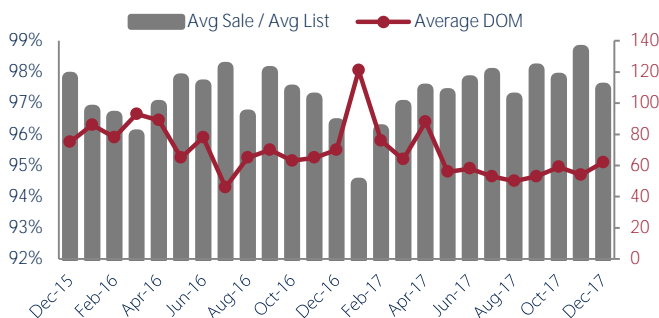
New Listings & Current Contracts

This month there were 55 homes newly listed for sale in Jefferson County compared to 64 in December 2016, a decrease of 14%. There were 51 current contracts pending sale this December compared to 42 a year ago. The number of current contracts is 21% higher than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Jefferson County was 97.5% of the average list price, which is 1.1% higher than at this time last year.

Days On Market

This month, the average number of days on market was 62, lower than the average last year, which was 70, a decrease of 11%.



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