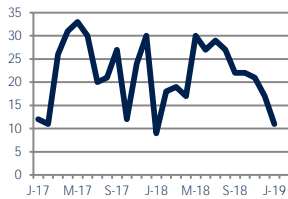




Units Sold

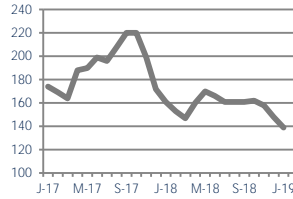
11



Up
Vs. Year Ago

Active Inventory

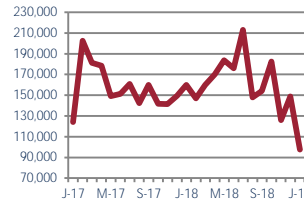
139



Down -14%
Vs. Year Ago

Median Sale Price

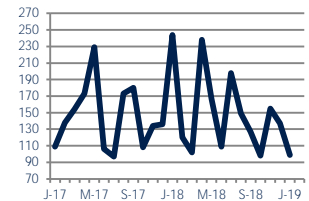
\$97,500



Down
Vs. Year Ago

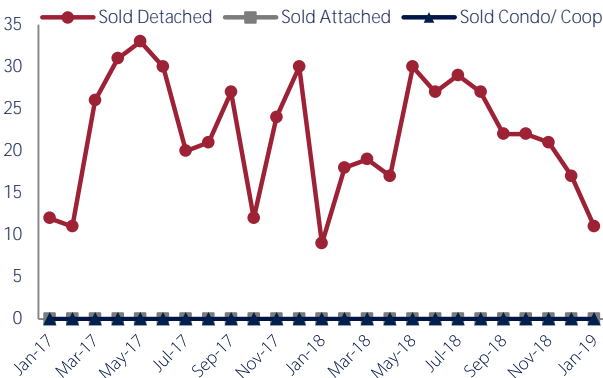
Days On Market

99



Down
Vs. Year Ago

Units Sold*



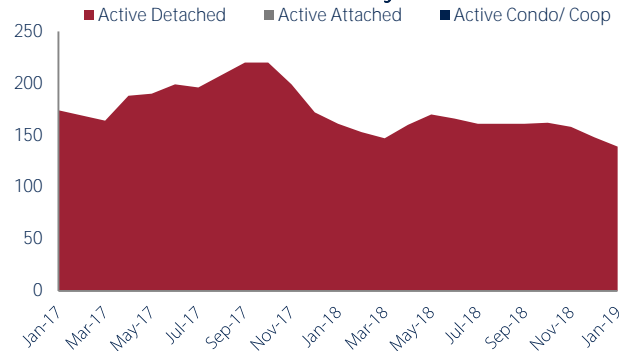
Units Sold

With relatively few transactions, there was a decrease in total units sold in January, with 11 sold this month in Morgan County. This month's total units sold was higher than at this time last year, an increase from January 2018.

Active Inventory

Versus last year, the total number of homes available this month is lower by 22 units or 14%. The total number of active inventory this January was 139 compared to 161 in January 2018. This month's total of 139 is lower than the previous month's total supply of available inventory of 148, a decrease of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last January, the median sale price for Morgan County Homes was \$160,000. This January, the median sale price was \$97,500, a decrease of \$62,500 compared to last year. The current median sold price is lower than in December.

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



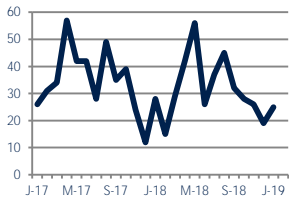
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by BRIGHTMLS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





New Listings

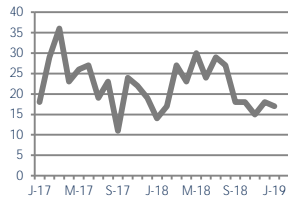
25



Down -11%
Vs. Year Ago

Current Contracts

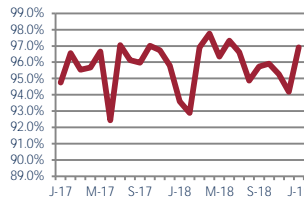
17



Up 21%
Vs. Year Ago

Sold Vs. List Price

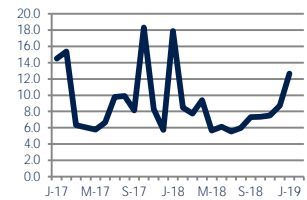
96.9%



Up 3.6%
Vs. Year Ago

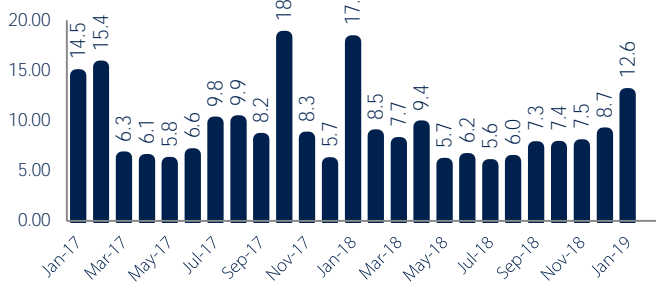
Months of Supply

12.6



Down -29%
Vs. Year Ago

Months Of Supply



Months of Supply

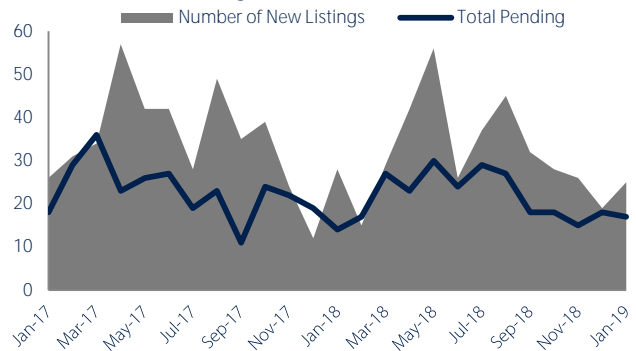
In January, there was 12.6 months of supply available in Morgan County, compared to 17.9 in January 2018. That is a decrease of 29% versus a year ago.

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.

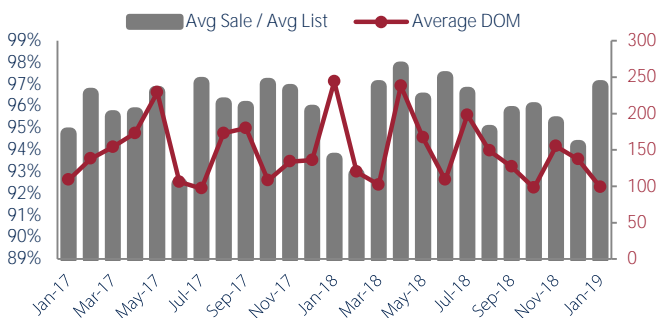
New Listings & Current Contracts

This month there were 25 homes newly listed for sale in Morgan County compared to 28 in January 2018, a decrease of 11%. There were 17 current contracts pending sale this January compared to 14 a year ago. The number of current contracts is 21% higher than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Morgan County was 96.9% of the average list price, which is 3.3% higher than at this time last year.

Days On Market

This month, the average number of days on market was 99, lower than the average last year, which was 244. This decrease was impacted by the limited number of sales.



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