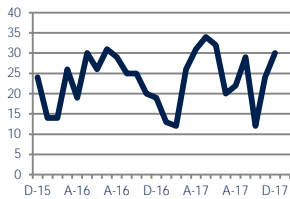




### Units Sold

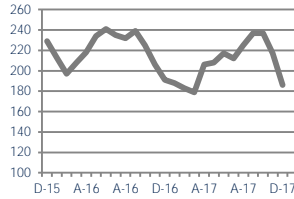
30



Up  
Vs. Year Ago

### Active Inventory

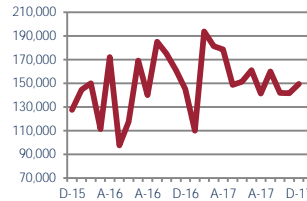
186



Down -3%  
Vs. Year Ago

### Median Sale Price

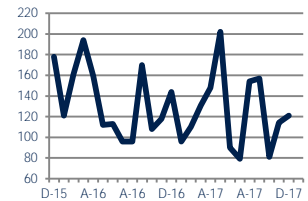
\$149,500



Up 3%  
Vs. Year Ago

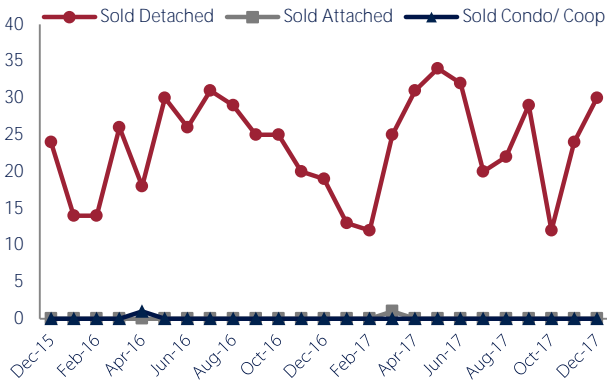
### Days On Market

121



Down -16%  
Vs. Year Ago

### Units Sold\*



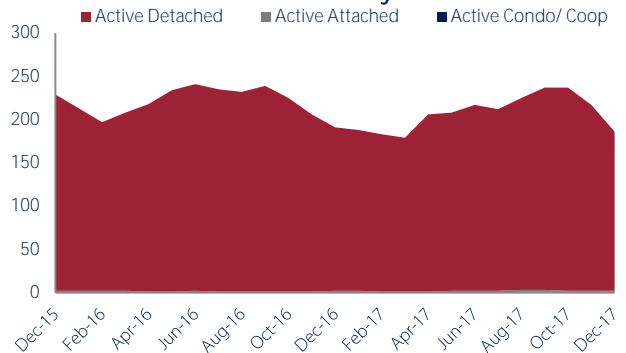
### Units Sold

With relatively few transactions, there was an increase in total units sold in December, with 30 sold this month in Morgan County. This month's total units sold was higher than at this time last year, an increase from December 2016.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 5 units or 3%. The total number of active inventory this December was 186 compared to 191 in December 2016. This month's total of 186 is lower than the previous month's total supply of available inventory of 217, a decrease of 14%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last December, the median sale price for Morgan County Homes was \$145,000. This December, the median sale price was \$149,500, an increase of 3% or \$4,500 compared to last year. The current median sold price is 6% 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.



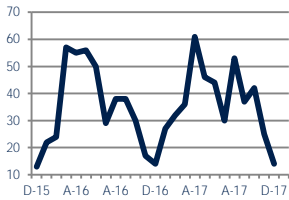
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

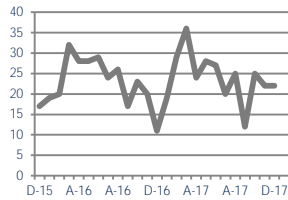
14



No Change  
Vs. Year Ago

### Current Contracts

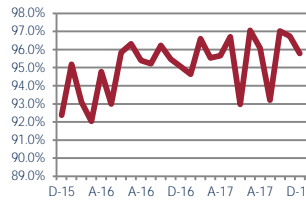
22



Up 100%  
Vs. Year Ago

### Sold Vs. List Price

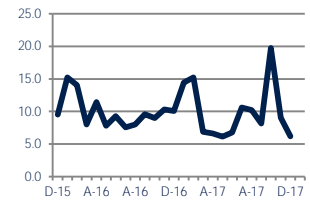
95.8%



Up 0.8%  
Vs. Year Ago

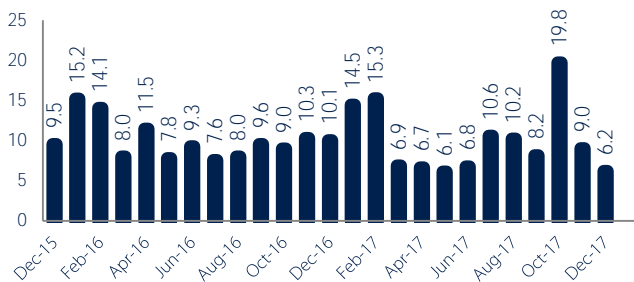
### Months of Supply

6.2



Down -38%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

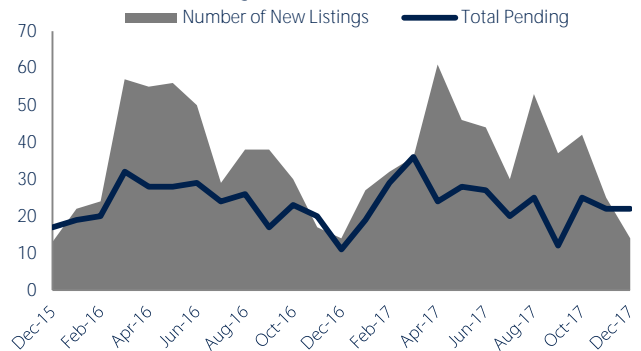
In December, there was 6.2 months of supply available in Morgan County, compared to 10.1 in December 2016. That is a decrease of 38% versus a year ago.

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.

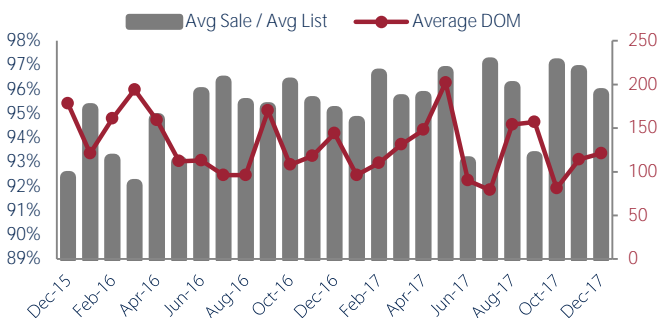
### New Listings & Current Contracts

This month there were 14 homes newly listed for sale in Morgan County, which is similar to the amount in December 2016. There were 22 current contracts pending sale this December compared to 11 a year ago. The number of current contracts remained stable as compared to last December.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In December, the average sale price in Morgan County was 95.8% of the average list price, which is 0.7% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 121, lower than the average last year, which was 144, a decrease of 16%.



\*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.

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