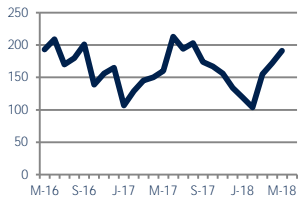




Units Sold

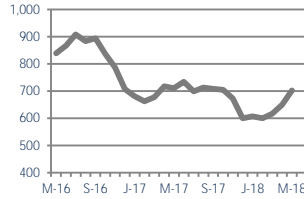
191



Up 19%  
Vs. Year Ago

Active Inventory

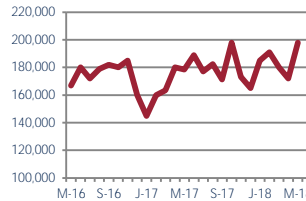
703



Down -1%  
Vs. Year Ago

Median Sale Price

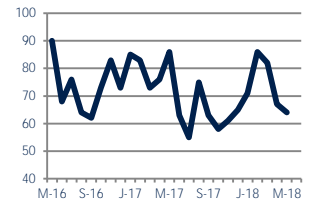
\$198,000



Up 11%  
Vs. Year Ago

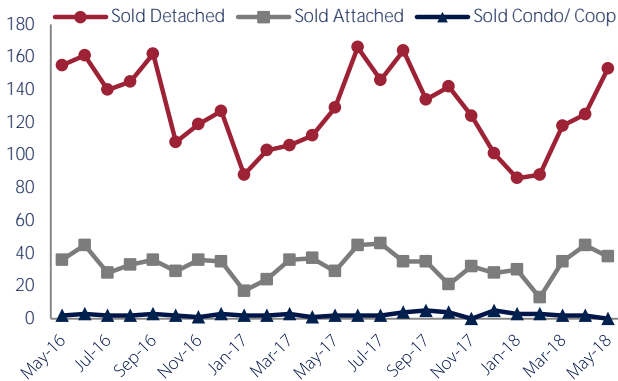
Days On Market

64



Down -26%  
Vs. Year Ago

Units Sold\*



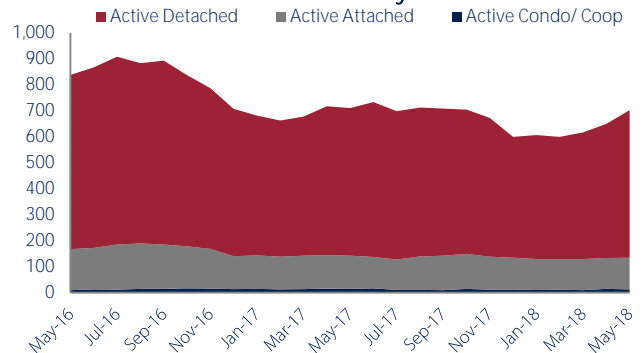
Units Sold

There was an increase in total units sold in May, with 191 sold this month in Washington County versus 172 last month, an increase of 11%. This month's total units sold was higher than at this time last year, an increase of 19% versus May 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 8 units or 1%. The total number of active inventory this May was 703 compared to 711 in May 2017. This month's total of 703 is higher than the previous month's total supply of available inventory of 650, an increase of 8%.

Active Inventory\*



Median Sale Price



Median Sale Price

Last May, the median sale price for Washington County Homes was \$178,450. This May, the median sale price was \$198,000, an increase of 11% or \$19,550 compared to last year. The current median sold price is 15% higher than in April.

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

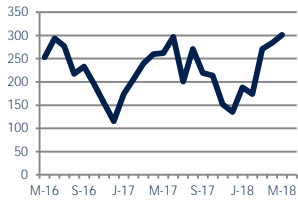


\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

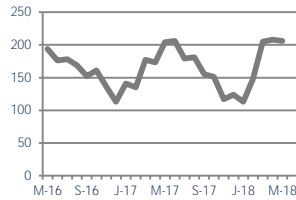
301



Up 15%  
Vs. Year Ago

### Current Contracts

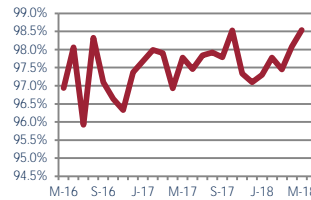
206



Up 1%  
Vs. Year Ago

### Sold Vs. List Price

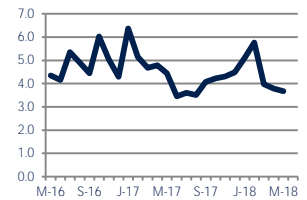
98.5%



Up 0.8%  
Vs. Year Ago

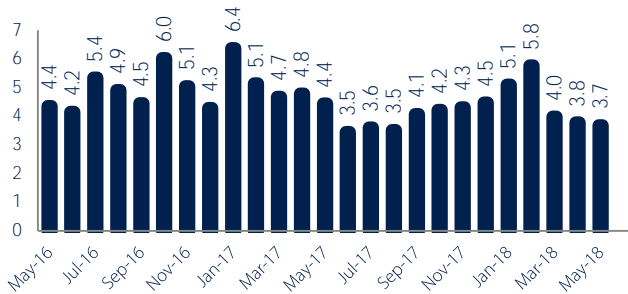
### Months of Supply

3.7



Down -17%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

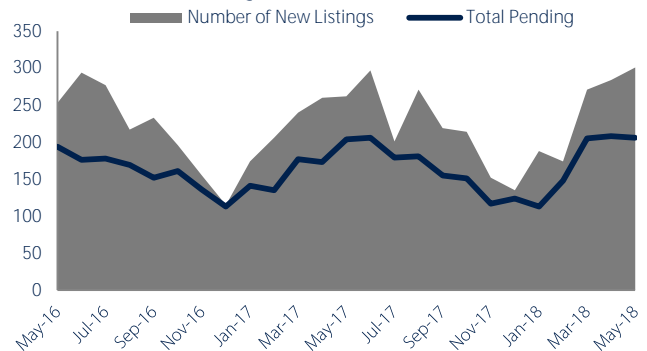
In May, there was 3.7 months of supply available in Washington County, compared to 4.4 in May 2017. That is a decrease of 17% versus a year ago.

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.

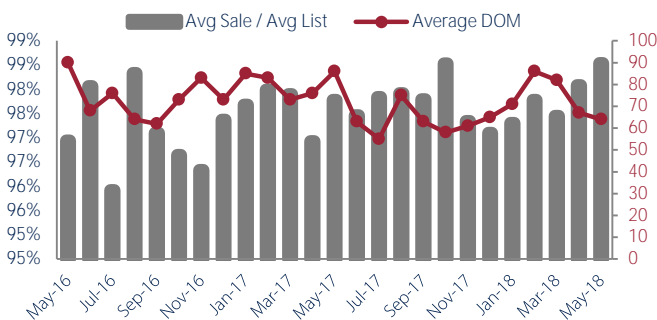
### New Listings & Current Contracts

This month there were 301 homes newly listed for sale in Washington County compared to 262 in May 2017, an increase of 15%. There were 206 current contracts pending sale this May compared to 204 a year ago. The number of current contracts is 1% higher than last May.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In May, the average sale price in Washington County was 98.5% of the average list price, which is 0.8% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 64, lower than the average last year, which was 86, a decrease of 26%.



\*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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