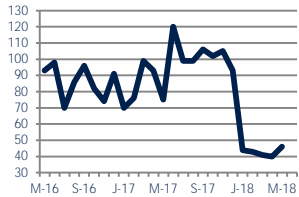




Units Sold

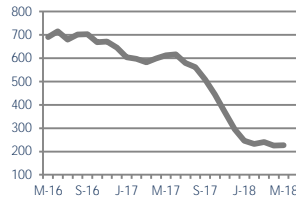
46



Down
Vs. Year Ago

Active Inventory

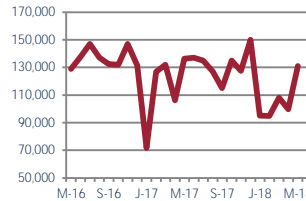
227



Down -63%
Vs. Year Ago

Median Sale Price

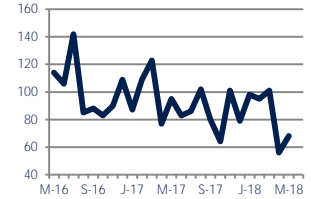
\$131,000



Down -4%
Vs. Year Ago

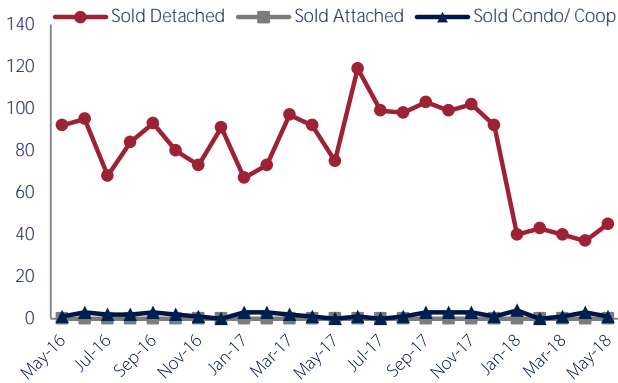
Days On Market

68



Down -28%
Vs. Year Ago

Units Sold*



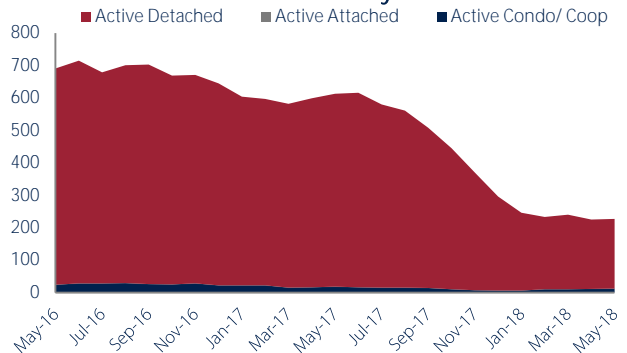
Units Sold

There was an increase in total units sold in May, with 46 sold this month in Cumberland County. This month's total units sold was lower than at this time last year.

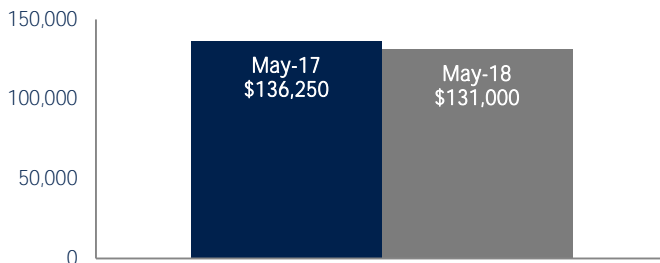
Active Inventory

Versus last year, the total number of homes available this month is lower by 386 units or 63%. The total number of active inventory this May was 227 compared to 613 in May 2017. This month's total of 227 is higher than the previous month's total supply of available inventory of 225, an increase of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for Cumberland County Homes was \$136,250. This May, the median sale price was \$131,000, a decrease of \$5,250 compared to last year. The current median sold price is 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.

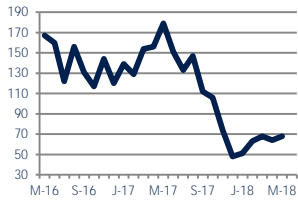


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by SJSMLS and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



New Listings

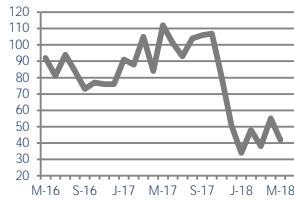
68



Down -62%
Vs. Year Ago

Current Contracts

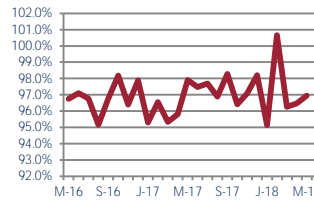
42



Down -63%
Vs. Year Ago

Sold Vs. List Price

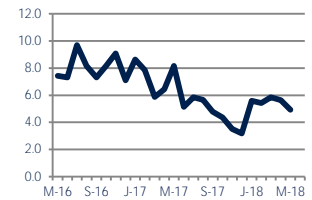
97.0%



Down -1%
Vs. Year Ago

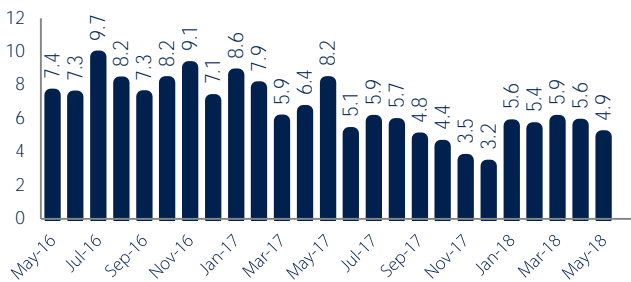
Months of Supply

4.9



Down -40%
Vs. Year Ago

Months Of Supply



Months of Supply

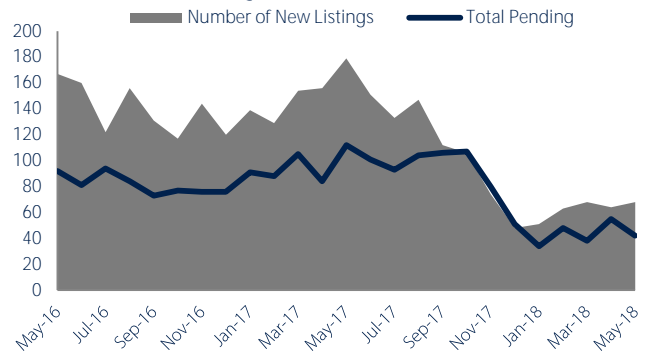
In May, there was 4.9 months of supply available in Cumberland County, compared to 8.2 in May 2017. That is a decrease of 40% versus a year ago.

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.

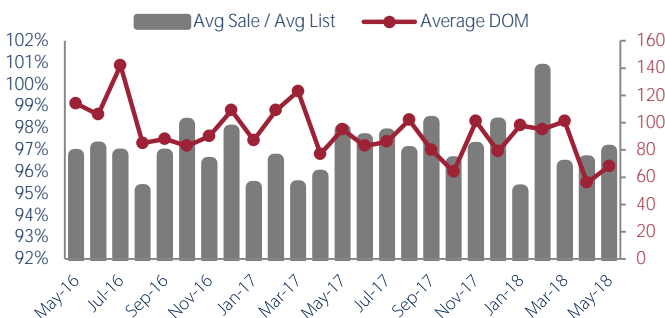
New Listings & Current Contracts

This month there were 68 homes newly listed for sale in Cumberland County compared to 179 in May 2017, a decrease of 62%. There were 42 current contracts pending sale this May compared to 112 a year ago. The number of current contracts is 63% lower 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 Cumberland County was 97.0% of the average list price, which is 0.9% lower than at this time last year.

Days On Market

This month, the average number of days on market was 68, lower than the average last year, which was 95, a decrease of 28%.



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