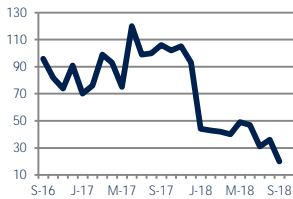


### Units Sold

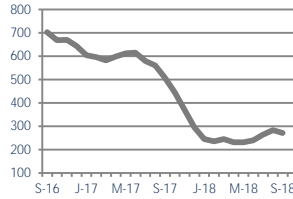
20



**Down**  
Vs. Year Ago

### Active Inventory

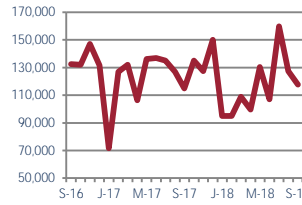
272



**Down -46%**  
Vs. Year Ago

### Median Sale Price

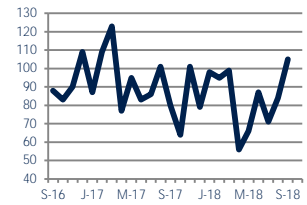
\$117,750



**Up 2%**  
Vs. Year Ago

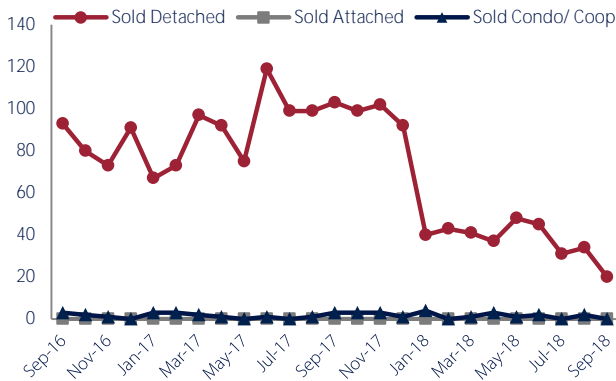
### Days On Market

105



**Up 31%**  
Vs. Year Ago

### Units Sold\*



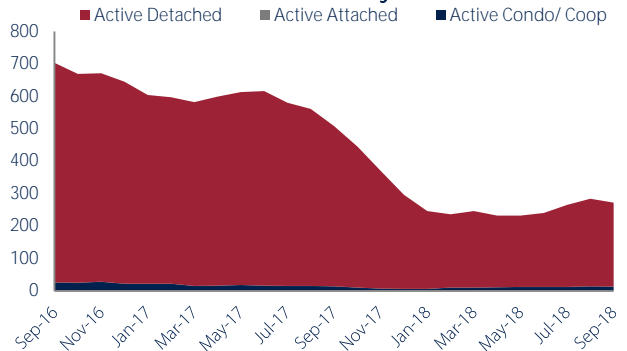
### Units Sold

With relatively few transactions, there was a decrease in total units sold in September, with 20 sold this month in Cumberland County. This month's total units sold was lower than at this time last year, a decrease from September 2017.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 236 units or 46%. The total number of active inventory this September was 272 compared to 508 in September 2017. This month's total of 272 is lower than the previous month's total supply of available inventory of 284, a decrease of 4%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last September, the median sale price for Cumberland County Homes was \$115,000. This September, the median sale price was \$117,750, an increase of 2% or \$2,750 compared to last year. The current median sold price is 8% lower than in August.

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



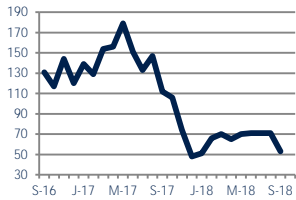
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by SJSMLS and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

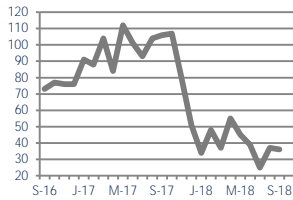
53



Down -53%  
Vs. Year Ago

### Current Contracts

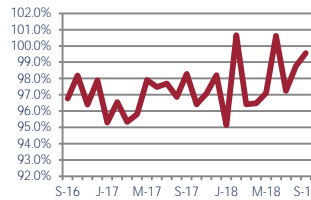
36



Down -66%  
Vs. Year Ago

### Sold Vs. List Price

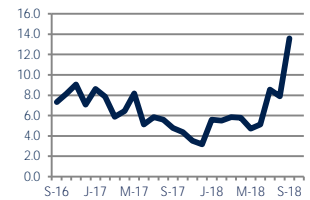
99.6%



Up 1.3%  
Vs. Year Ago

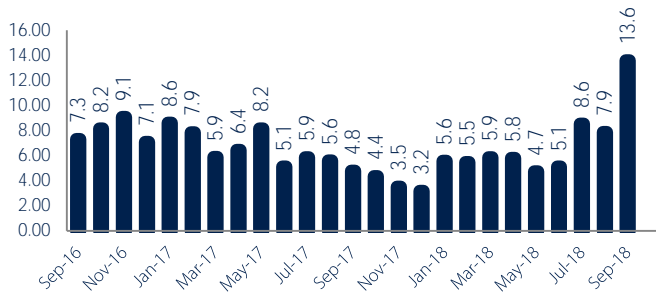
### Months of Supply

13.6



Up  
Vs. Year Ago

### Months Of Supply



### Months of Supply

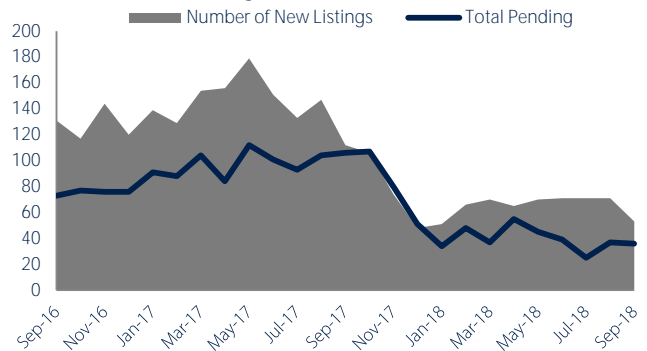
In September, there was 13.6 months of supply available in Cumberland County, compared to 4.8 in September 2017. That is an increase versus a year ago.

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.

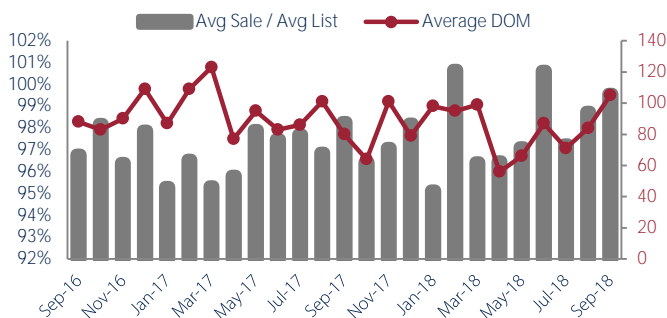
### New Listings & Current Contracts

This month there were 53 homes newly listed for sale in Cumberland County compared to 112 in September 2017, a decrease of 53%. There were 36 current contracts pending sale this September compared to 106 a year ago. The number of current contracts is 66% lower than last September.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In September, the average sale price in Cumberland County was 99.6% of the average list price, which is 1.3% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 105, higher than the average last year, which was 80, an increase of 31%.



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