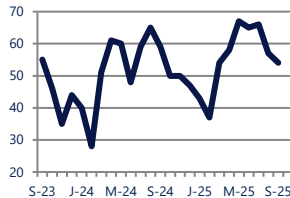


THE LONG & FOSTER MARKET MINUTE™

FOCUS ON: **CAMPBELL COUNTY HOUSING MARKET** SEPTEMBER 2025

Units Sold

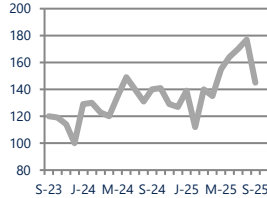
54



Down -8%
Vs. Year Ago

Active Inventory

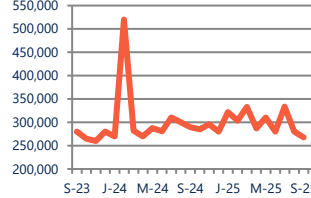
145



Up 4%
Vs. Year Ago

Median Sale Price

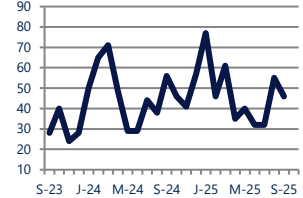
\$267,500



Down -8%
Vs. Year Ago

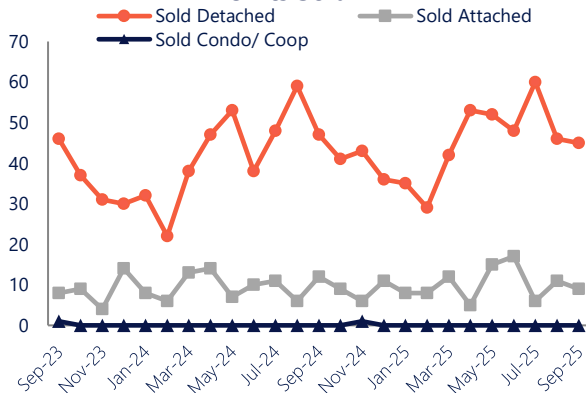
Days On Market

46



Down -18%
Vs. Year Ago

Units Sold*



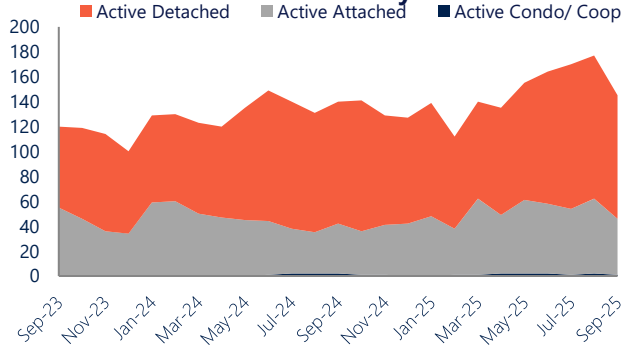
Units Sold

There was a decrease in total units sold in September, with 54 sold this month in Campbell County versus 57 last month, a decrease of 5%. This month's total units sold was lower than at this time last year, a decrease of 8% versus September 2024.

Active Inventory

Versus last year, the total number of homes available this month is higher by 5 units or 4%. The total number of active inventory this September was 145 compared to 140 in September 2024. This month's total of 145 is lower than the previous month's total supply of available inventory of 177, a decrease of 18%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Campbell County Homes was \$290,000. This September, the median sale price was \$267,500, a decrease of 8% or \$22,500 compared to last year. The current median sold price is 4% lower than in August.

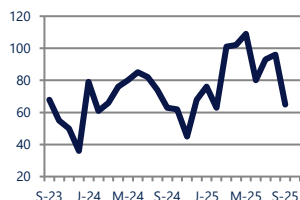
Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

THE LONG & FOSTER MARKET MINUTE™

FOCUS ON: **CAMPBELL COUNTY HOUSING MARKET** SEPTEMBER 2025

New Listings

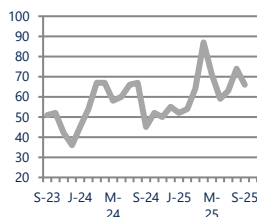
65



Up 3%
Vs. Year Ago

Current Contracts

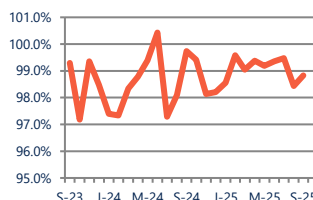
66



Up 47%
Vs. Year Ago

Sold Vs. List Price

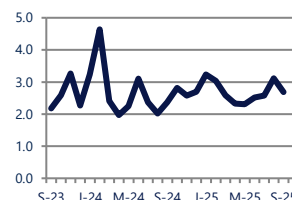
98.8%



Down -0.9%
Vs. Year Ago

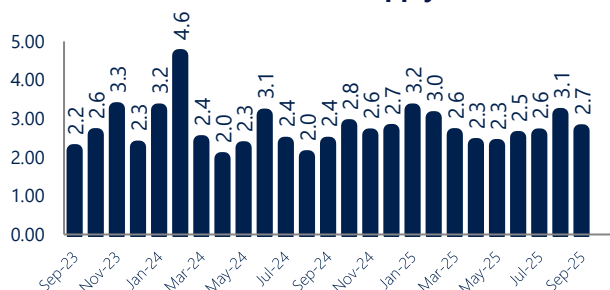
Months of Supply

2.7



Up 14%
Vs. Year Ago

Months Of Supply



Months of Supply

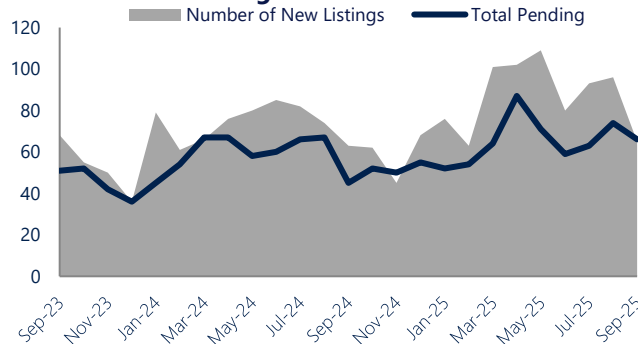
In September, there was 2.7 months of supply available in Campbell County, compared to 2.4 in September 2024. That is an increase of 13% versus a year ago.

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.

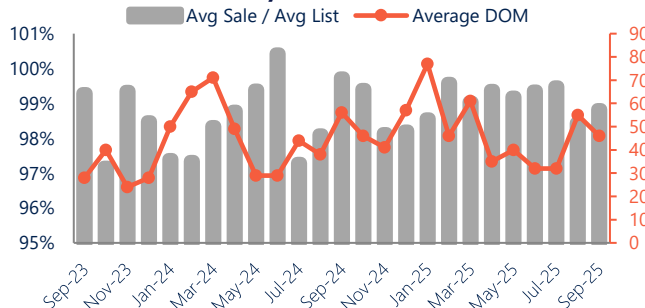
New Listings & Current Contracts

This month there were 65 homes newly listed for sale in Campbell County compared to 63 in September 2024, an increase of 3%. There were 66 current contracts pending sale this September compared to 45 a year ago. The number of current contracts is 47% higher 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 Campbell County was 98.8% 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 46, lower than the average last year, which was 56, a decrease of 18%.