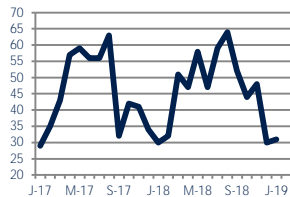




Units Sold

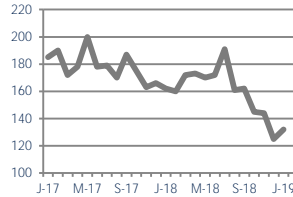
31



Up 3%
Vs. Year Ago

Active Inventory

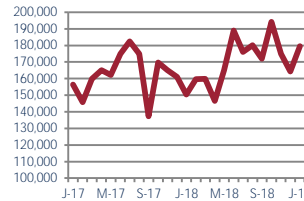
132



Down -19%
Vs. Year Ago

Median Sale Price

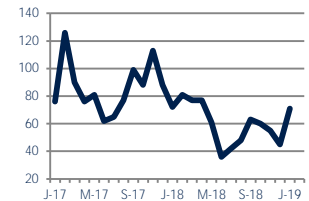
\$179,500



Up 19%
Vs. Year Ago

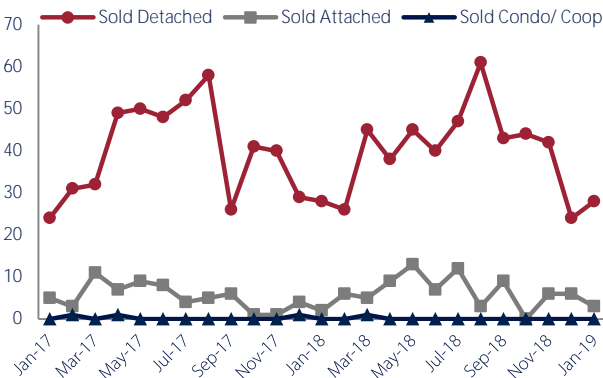
Days On Market

71



Down -1%
Vs. Year Ago

Units Sold*



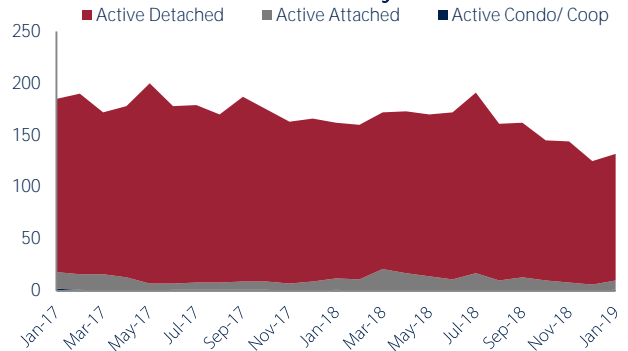
Units Sold

There was an increase in total units sold in January, with 31 sold this month in Campbell County versus 30 last month, an increase of 3%. This month's total units sold was higher than at this time last year, an increase of 3% versus January 2018.

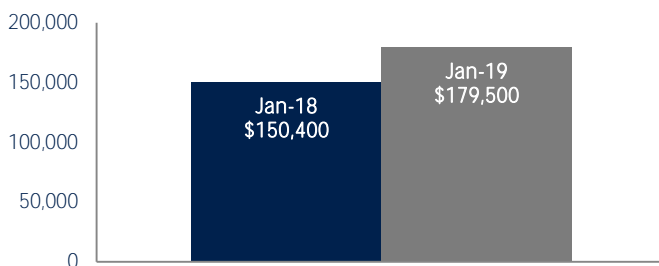
Active Inventory

Versus last year, the total number of homes available this month is lower by 30 units or 19%. The total number of active inventory this January was 132 compared to 162 in January 2018. This month's total of 132 is higher than the previous month's total supply of available inventory of 125, an increase of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Campbell County Homes was \$150,400. This January, the median sale price was \$179,500, an increase of 19% or \$29,100 compared to last year. The current median sold price is 9% higher than in December.

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



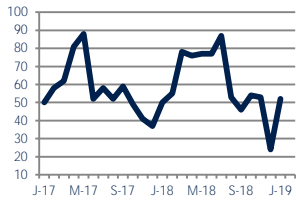
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by LAR and its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





New Listings

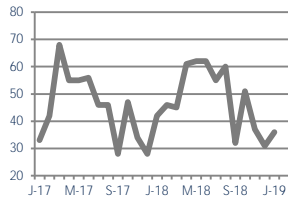
52



Up 4%
Vs. Year Ago

Current Contracts

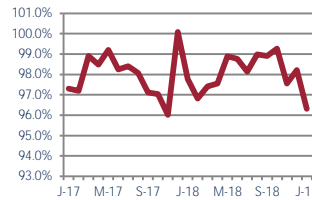
36



Down -14%
Vs. Year Ago

Sold Vs. List Price

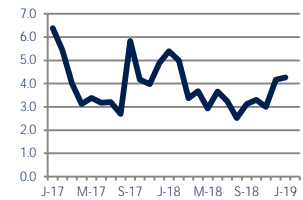
96.3%



Down -1.5%
Vs. Year Ago

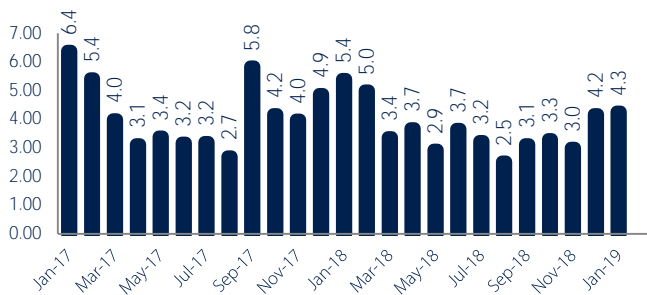
Months of Supply

4.3



Down -21%
Vs. Year Ago

Months Of Supply



Months of Supply

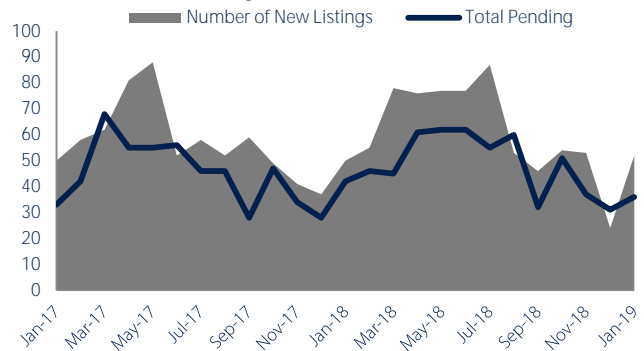
In January, there was 4.3 months of supply available in Campbell County, compared to 5.4 in January 2018. That is a decrease of 21% versus a year ago.

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.

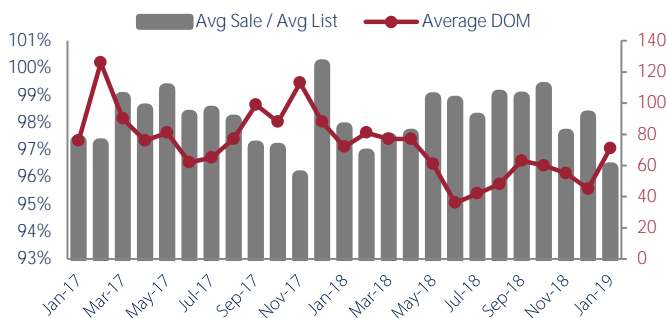
New Listings & Current Contracts

This month there were 52 homes newly listed for sale in Campbell County compared to 50 in January 2018, an increase of 4%. There were 36 current contracts pending sale this January compared to 42 a year ago. The number of current contracts is 14% lower than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Campbell County was 96.3% of the average list price, which is 1.5% lower than at this time last year.

Days On Market

This month, the average number of days on market was 71, lower than the average last year, which was 72, a decrease of 1%.



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