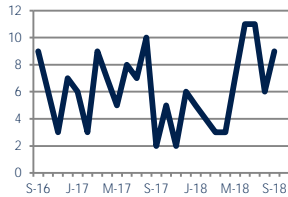


Units Sold

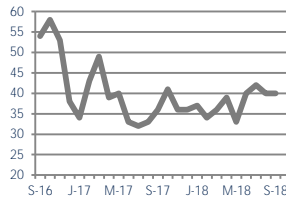
9



Up
Vs. Year Ago

Active Inventory

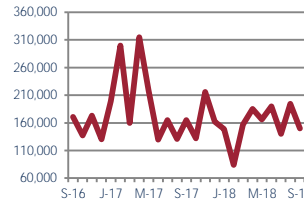
40



Up 11%
Vs. Year Ago

Median Sale Price

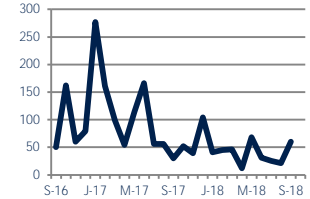
\$149,900



Down -9%
Vs. Year Ago

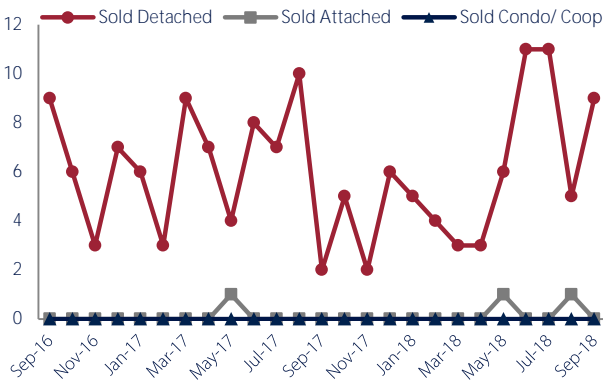
Days On Market

60



Up
Vs. Year Ago

Units Sold*



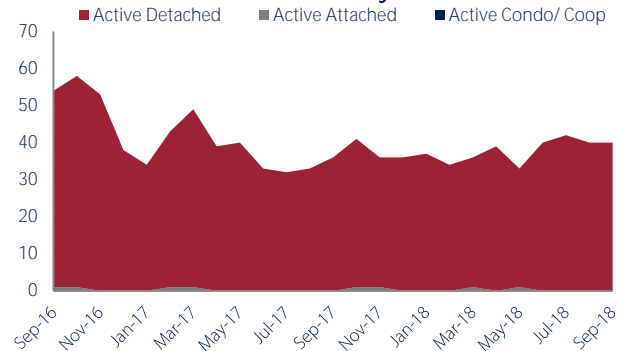
Units Sold

With relatively few transactions, there was an increase in total units sold in September, with 9 sold this month in Cumberland County. This month's total units sold was higher than at this time last year, an increase from September 2017.

Active Inventory

Versus last year, the total number of homes available this month is higher by 4 units or 11%. The total number of active inventory this September was 40 compared to 36 in September 2017. This month's supply remained stable as compared to last month.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Cumberland County Homes was \$165,250. This September, the median sale price was \$149,900, a decrease of 9% or \$15,350 compared to last year. The current median sold price is 23% 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.

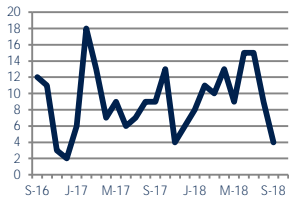


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CVRMLS and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



New Listings

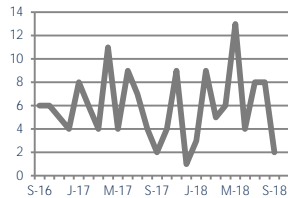
4



Down -56%
Vs. Year Ago

Current Contracts

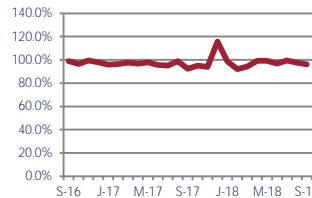
2



No Change
Vs. Year Ago

Sold Vs. List Price

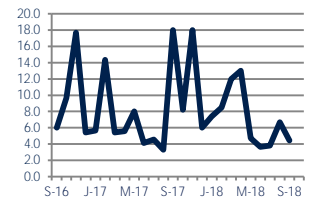
96.2%



Up 4.1%
Vs. Year Ago

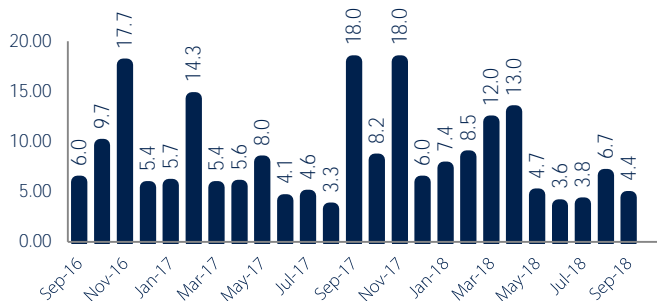
Months of Supply

4.4



Down -75%
Vs. Year Ago

Months Of Supply



Months of Supply

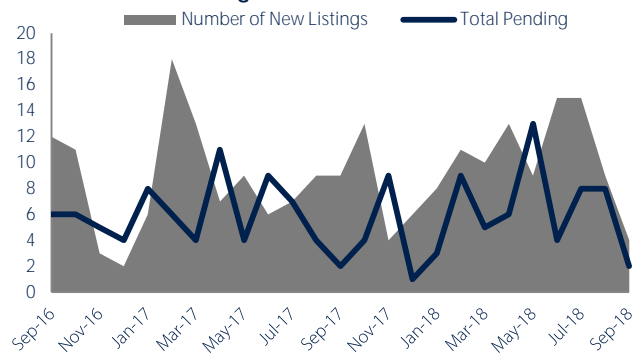
In September, there was 4.4 months of supply available in Cumberland County, compared to 18.0 in September 2017. That is a decrease of 75% versus a year ago.

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.

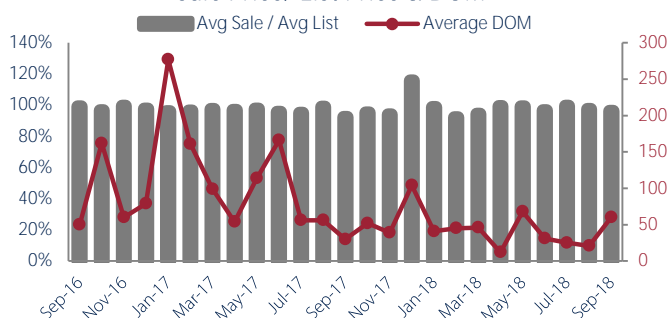
New Listings & Current Contracts

This month there were 4 homes newly listed for sale in Cumberland County compared to 9 in September 2017, a decrease of 56%. There were 2 current contracts pending sale this September, consistent with the volume a year ago. The number of current contracts is 75% lower than last month.

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 96.2% of the average list price, which is 3.8% higher than at this time last year.

Days On Market

This month, the average number of days on market was 60, higher than the average last year, which was 30. This increase was impacted by the limited number of sales.



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