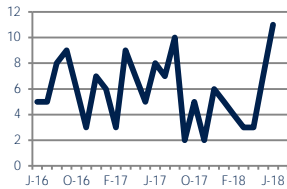


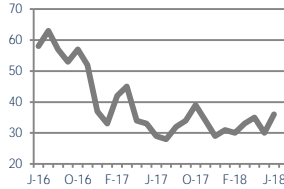


Units Sold 11



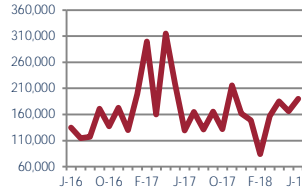
Up
Vs. Year Ago

Active Inventory 36



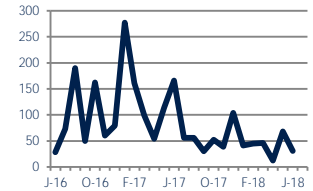
Up 24%
Vs. Year Ago

Median Sale Price \$189,900



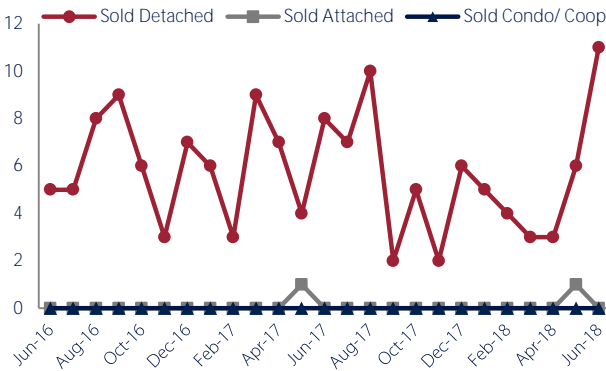
Up
Vs. Year Ago

Days On Market 31



Down
Vs. Year Ago

Units Sold*



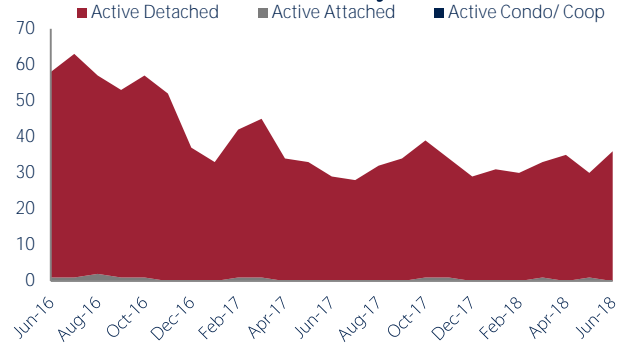
Units Sold

With relatively few transactions, there was an increase in total units sold in June, with 11 sold this month in Cumberland County. This month's total units sold was higher than at this time last year, an increase from June 2017.

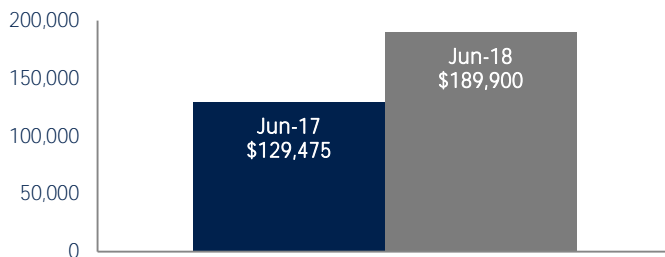
Active Inventory

Versus last year, the total number of homes available this month is higher by 7 units or 24%. The total number of active inventory this June was 36 compared to 29 in June 2017. This month's total of 36 is higher than the previous month's total supply of available inventory of 30, an increase of 20%.

Active Inventory*



Median Sale Price



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last June, the median sale price for Cumberland County Homes was \$129,475. This June, the median sale price was \$189,900, an increase of \$60,425 compared to last year. The current median sold price is higher than in May.

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



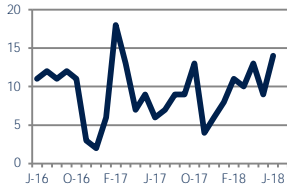
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CVRMLS and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

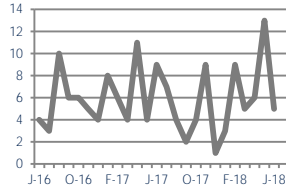
14



Up 133%
Vs. Year Ago

Current Contracts

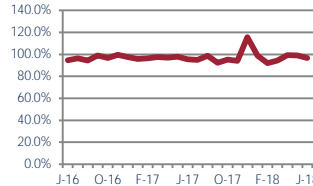
5



Down -44%
Vs. Year Ago

Sold Vs. List Price

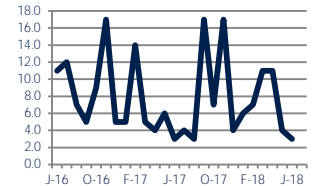
96.6%



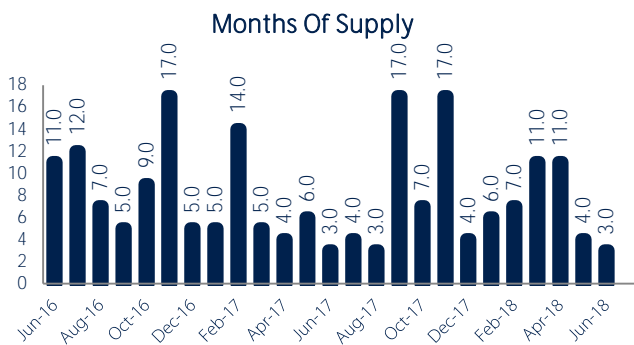
Up 1%
Vs. Year Ago

Months of Supply

3.0



No Change
Vs. Year Ago



Months of Supply

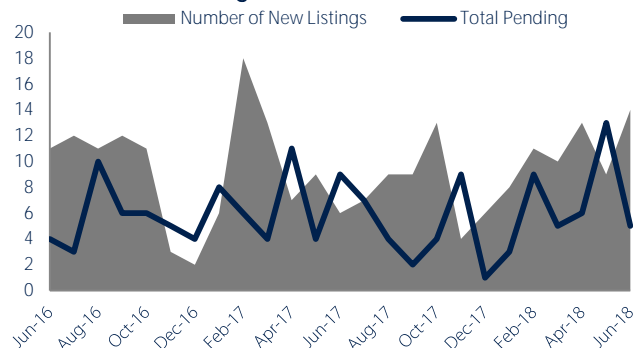
In June, there was 3.3 months of supply available in Cumberland County, compared to 3.6 in June 2017. That is a decrease of 10% versus a year ago.

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.

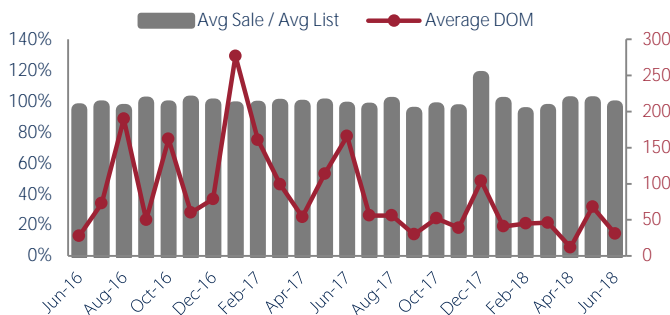
New Listings & Current Contracts

This month there were 14 homes newly listed for sale in Cumberland County compared to 6 in June 2017, an increase of 133%. There were 5 current contracts pending sale this June compared to 9 a year ago. The number of current contracts is 44% lower than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Cumberland County was 96.6% of the average list price, which is 0.9% higher than at this time last year.

Days On Market

This month, the average number of days on market was 31, lower than the average last year, which was 166. This decrease was impacted by the limited number of sales.



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