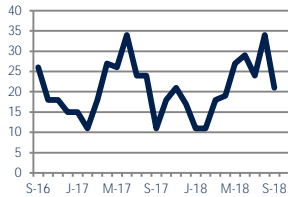


Units Sold

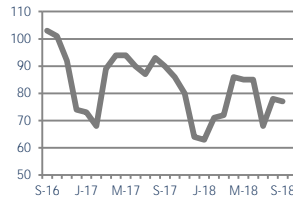
21



Up
Vs. Year Ago

Active Inventory

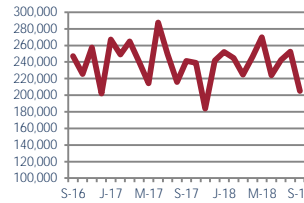
77



Down -14%
Vs. Year Ago

Median Sale Price

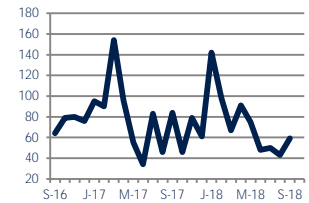
\$205,000



Down -15%
Vs. Year Ago

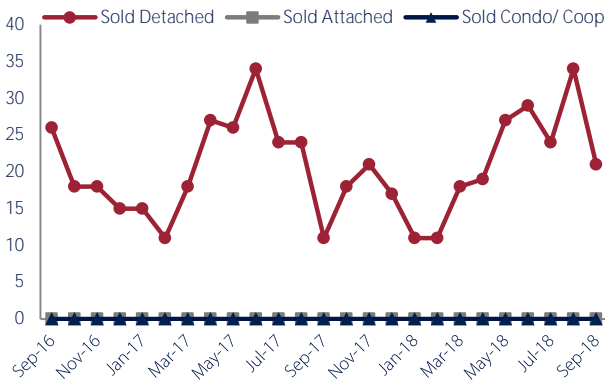
Days On Market

59



Down -30%
Vs. Year Ago

Units Sold*



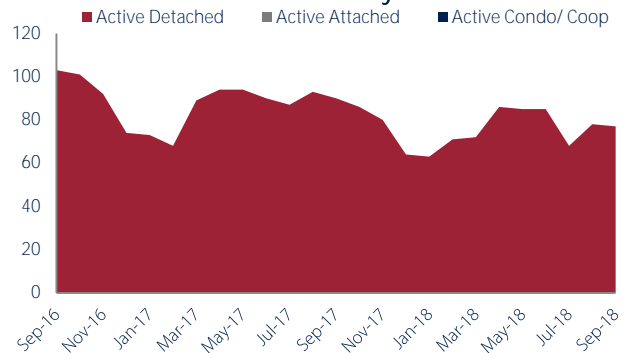
Units Sold

With relatively few transactions, there was a decrease in total units sold in September, with 21 sold this month in Greene 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 lower by 13 units or 14%. The total number of active inventory this September was 77 compared to 90 in September 2017. This month's total of 77 is lower than the previous month's total supply of available inventory of 78, a decrease of 1%.

Active Inventory*

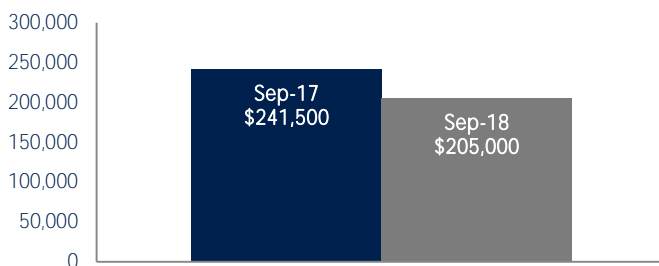


Median Sale Price

Last September, the median sale price for Greene County Homes was \$241,500. This September, the median sale price was \$205,000, a decrease of 15% or \$36,500 compared to last year. The current median sold price is 19% 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.

Median Sale Price



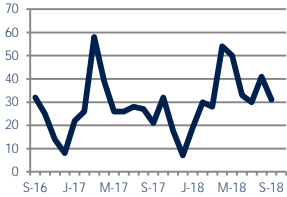
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CGARH and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





New Listings

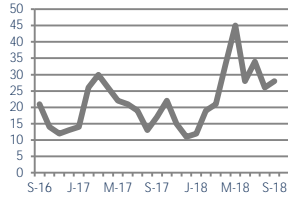
31



Up 48%
Vs. Year Ago

Current Contracts

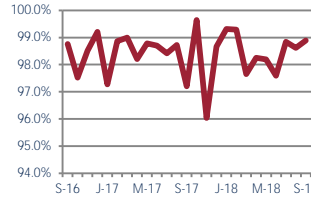
28



Up 65%
Vs. Year Ago

Sold Vs. List Price

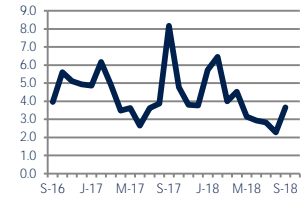
98.9%



Up 1.7%
Vs. Year Ago

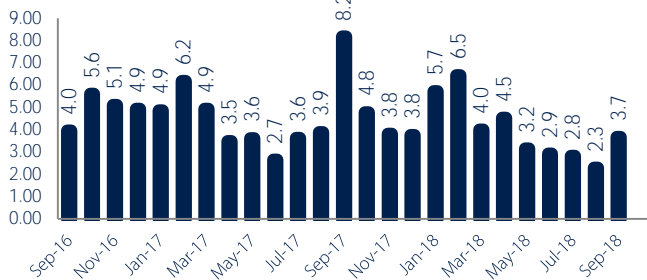
Months of Supply

3.7



Down -55%
Vs. Year Ago

Months Of Supply



Months of Supply

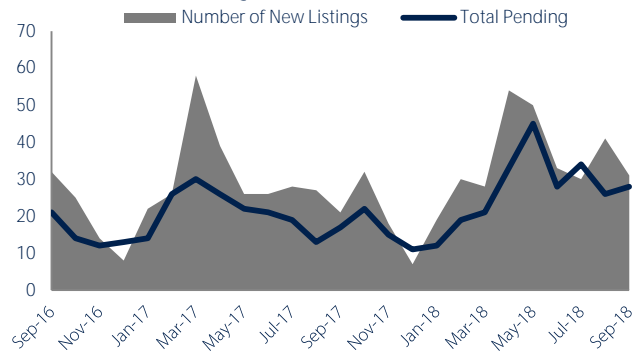
In September, there was 3.7 months of supply available in Greene County, compared to 8.2 in September 2017. That is a decrease of 55% versus a year ago.

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.

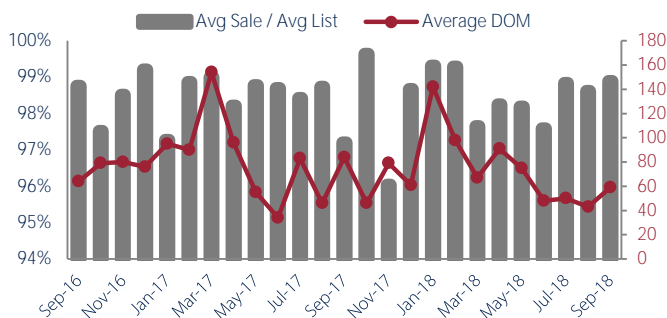
New Listings & Current Contracts

This month there were 31 homes newly listed for sale in Greene County compared to 21 in September 2017, an increase of 48%. There were 28 current contracts pending sale this September compared to 17 a year ago. The number of current contracts is 65% 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 Greene County was 98.9% of the average list price, which is 1.7% higher than at this time last year.

Days On Market

This month, the average number of days on market was 59, lower than the average last year, which was 84, a decrease of 30%.



*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.
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