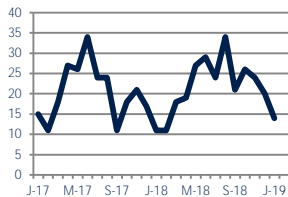


### Units Sold

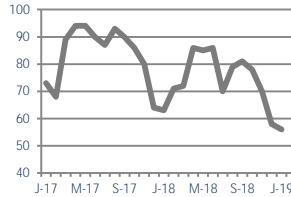
14



Up 27%  
Vs. Year Ago

### Active Inventory

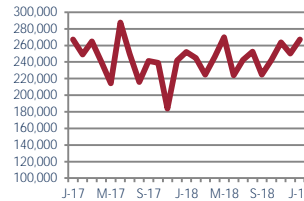
56



Down -11%  
Vs. Year Ago

### Median Sale Price

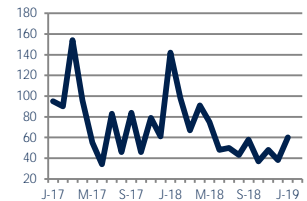
\$267,372



Up 6%  
Vs. Year Ago

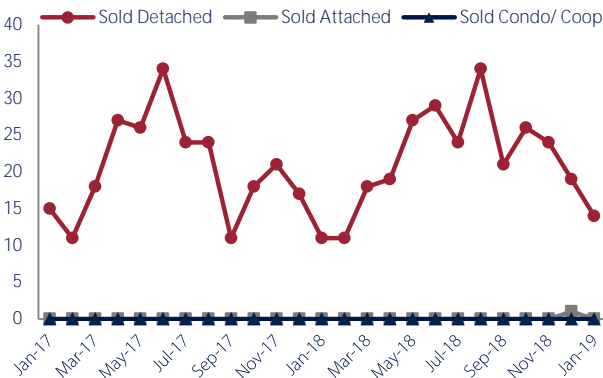
### Days On Market

60



Down  
Vs. Year Ago

### Units Sold\*



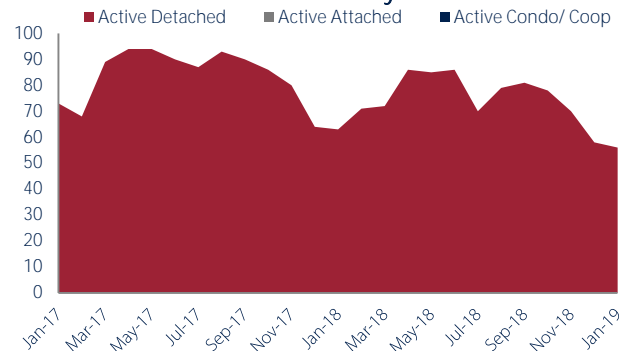
### Units Sold

There was a decrease in total units sold in January, with 14 sold this month in Greene County versus 20 last month, a decrease of 30%. This month's total units sold was higher than at this time last year, an increase of 27% versus January 2018.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 7 units or 11%. The total number of active inventory this January was 56 compared to 63 in January 2018. This month's total of 56 is lower than the previous month's total supply of available inventory of 58, a decrease of 3%.

### Active Inventory\*

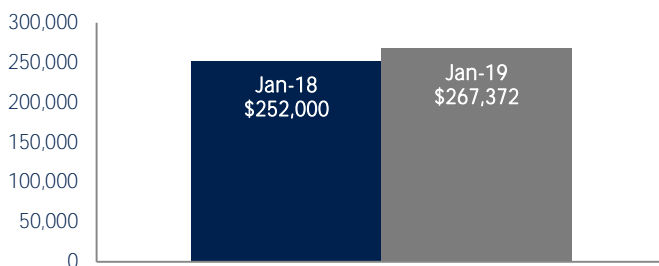


### Median Sale Price

Last January, the median sale price for Greene County Homes was \$252,000. This January, the median sale price was \$267,372, an increase of 6% or \$15,372 compared to last year. The current median sold price is 7% 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.

### Median Sale Price



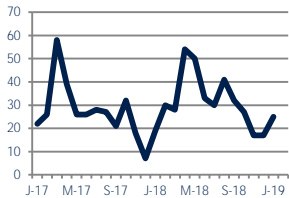
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CGARH and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

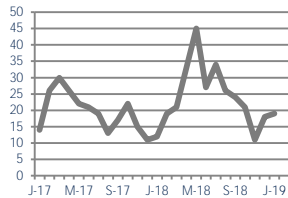
25



Up 32%  
Vs. Year Ago

### Current Contracts

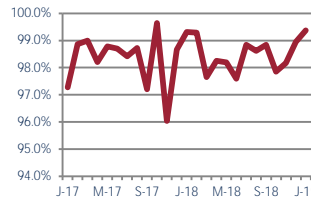
19



Up 58%  
Vs. Year Ago

### Sold Vs. List Price

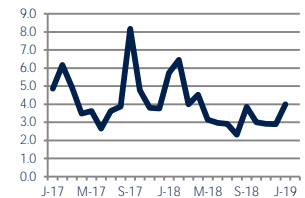
99.4%



No Change  
Vs. Year Ago

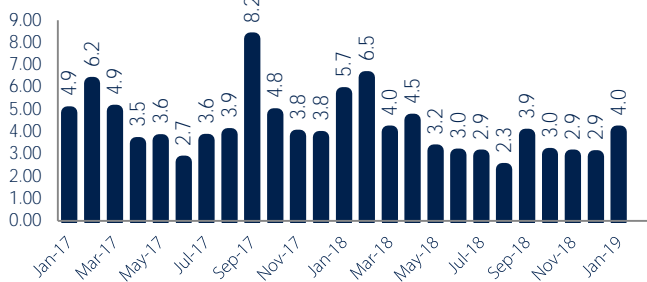
### Months of Supply

4.0



Down -30%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

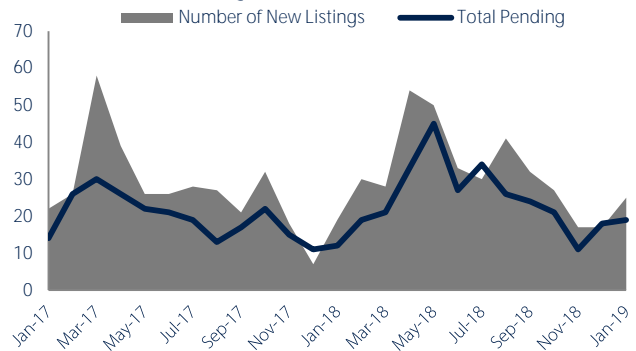
In January, there was 4.0 months of supply available in Greene County, compared to 5.7 in January 2018. That is a decrease of 30% versus a year ago.

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.

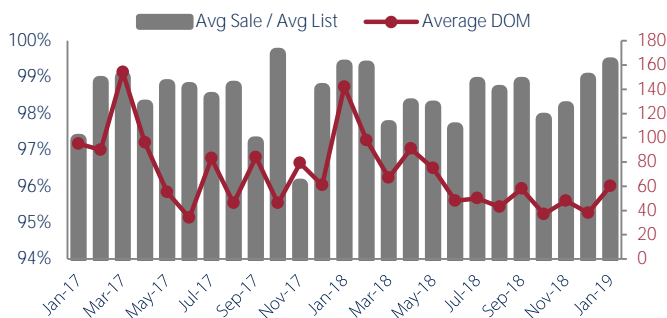
### New Listings & Current Contracts

This month there were 25 homes newly listed for sale in Greene County compared to 19 in January 2018, an increase of 32%. There were 19 current contracts pending sale this January compared to 12 a year ago. The number of current contracts is 58% higher 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 Greene County was 99.4% of the average list price, which is similar compared to a year ago.

### Days On Market

This month, the average number of days on market was 60, lower than the average last year, which was 142. This decrease was impacted by the limited number of sales.



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