

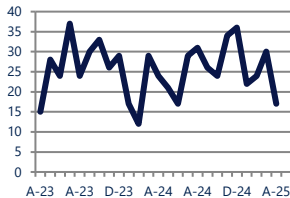
THE LONG & FOSTER MARKET MINUTE™

FOCUS ON: **NELSON COUNTY HOUSING MARKET**

APRIL 2025

Units Sold

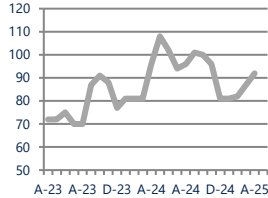
17



Down
Vs. Year Ago

Active Inventory

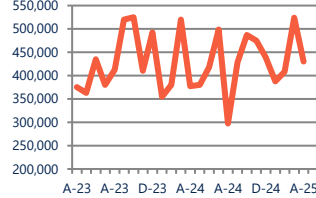
92



Down -4%
Vs. Year Ago

Median Sale Price

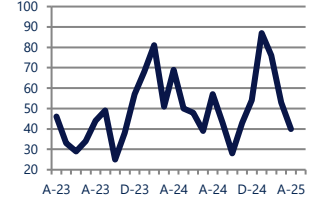
\$430,000



Up 14%
Vs. Year Ago

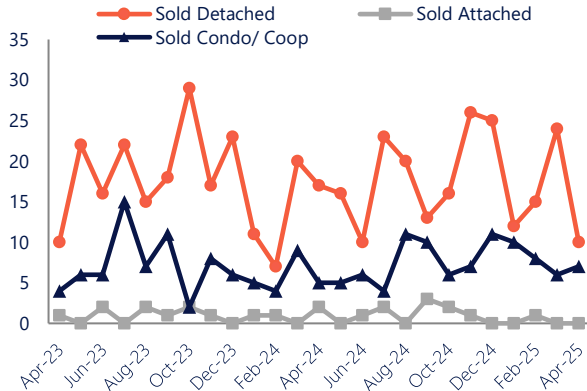
Days On Market

40



Down -42%
Vs. Year Ago

Units Sold*



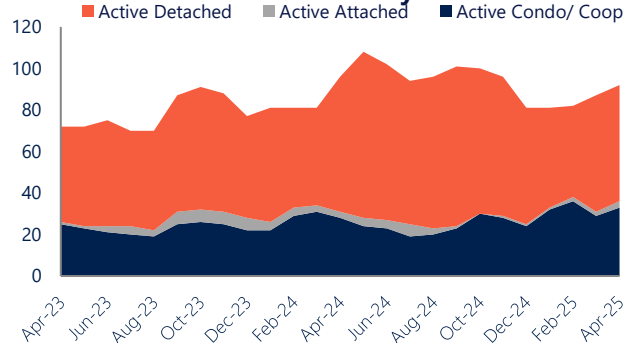
Units Sold

With relatively few transactions, there was a decrease in total units sold in April, with 17 sold this month in Nelson County. This month's total units sold was lower than at this time last year, a decrease from April 2024.

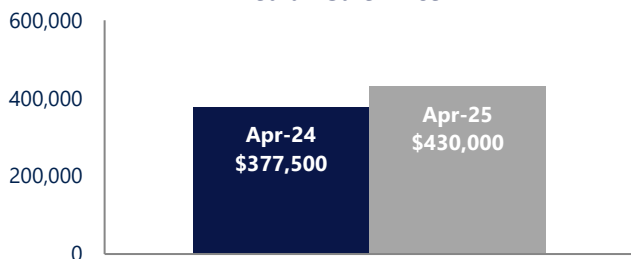
Active Inventory

Versus last year, the total number of homes available this month is lower by 4 units or 4%. The total number of active inventory this April was 92 compared to 96 in April 2024. This month's total of 92 is higher than the previous month's total supply of available inventory of 87, an increase of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Nelson County Homes was \$377,500. This April, the median sale price was \$430,000, an increase of 14% or \$52,500 compared to last year. The current median sold price is 18% lower than in March.

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

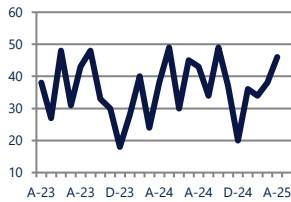
THE LONG & FOSTER MARKET MINUTE™

FOCUS ON: **NELSON COUNTY HOUSING MARKET**

APRIL 2025

New Listings

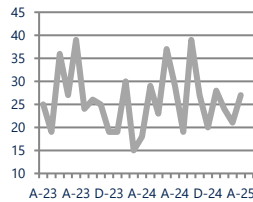
46



Up 21%
Vs. Year Ago

Current Contracts

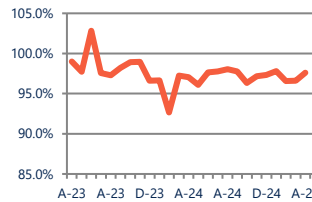
27



Up 50%
Vs. Year Ago

Sold Vs. List Price

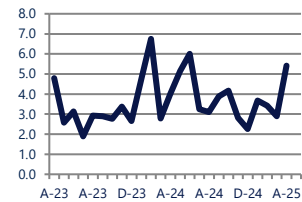
97.6%



Up 0.6%
Vs. Year Ago

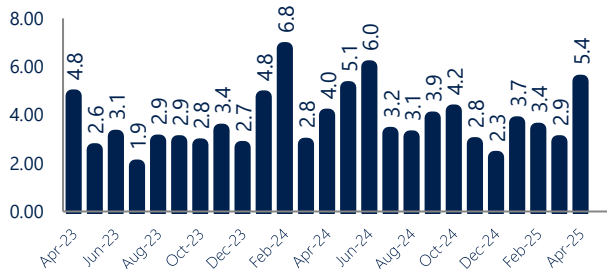
Months of Supply

5.4



Up 35%
Vs. Year Ago

Months Of Supply



Months of Supply

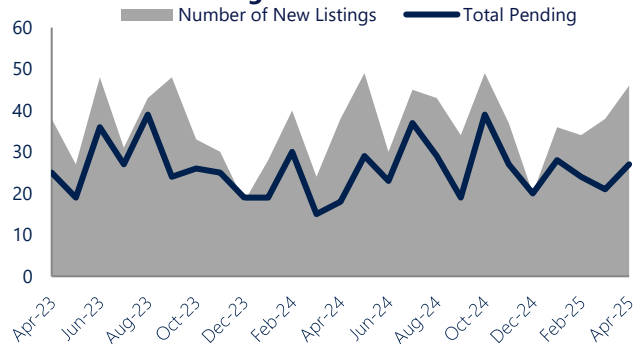
In April, there was 5.4 months of supply available in Nelson County, compared to 4.0 in April 2024. That is an increase of 35% versus a year ago.

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.

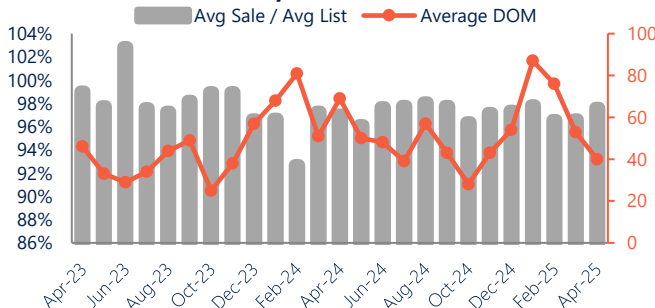
New Listings & Current Contracts

This month there were 46 homes newly listed for sale in Nelson County compared to 38 in April 2024, an increase of 21%. There were 27 current contracts pending sale this April compared to 18 a year ago. The number of current contracts is 50% higher than last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Nelson County was 97.6% of the average list price, which is 0.6% higher than at this time last year.

Days On Market

This month, the average number of days on market was 40, lower than the average last year, which was 69, a decrease of 42%.