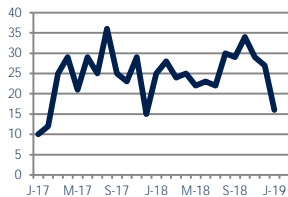


### Units Sold

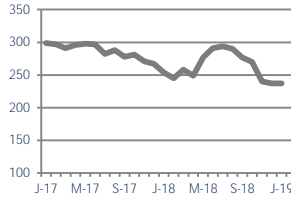
16



**Down**  
Vs. Year Ago

### Active Inventory

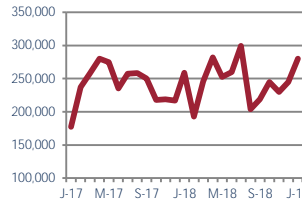
237



**Down -7%**  
Vs. Year Ago

### Median Sale Price

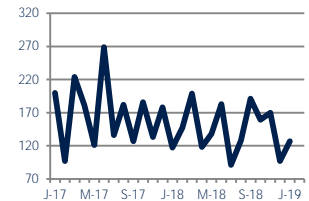
\$280,000



**Up 8%**  
Vs. Year Ago

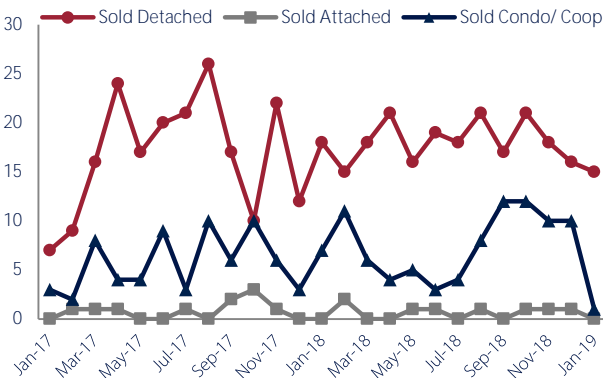
### Days On Market

127



**Up 9%**  
Vs. Year Ago

### Units Sold\*



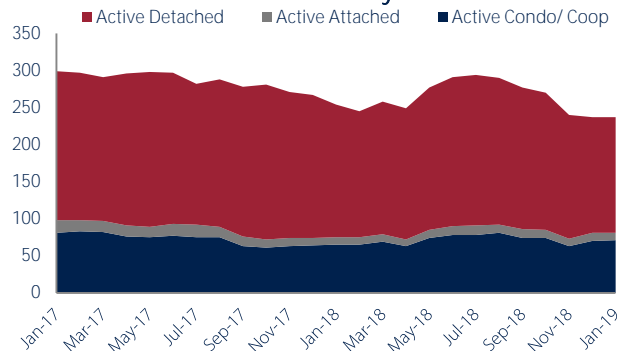
### Units Sold

With relatively few transactions, there was a decrease in total units sold in January, with 16 sold this month in Nelson County. This month's total units sold was lower than at this time last year, a decrease from January 2018.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 17 units or 7%. The total number of active inventory this January was 237 compared to 254 in January 2018. This month's supply remained stable as compared to last month.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last January, the median sale price for Nelson County Homes was \$259,000. This January, the median sale price was \$280,000, an increase of 8% or \$21,000 compared to last year. The current median sold price is 14% 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.



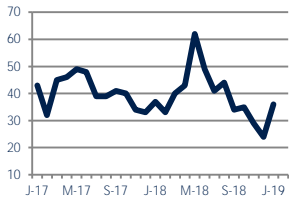
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CGARH and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

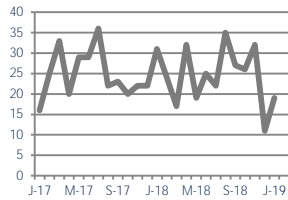
36



Down -3%  
Vs. Year Ago

### Current Contracts

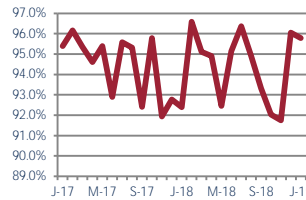
19



Down -39%  
Vs. Year Ago

### Sold Vs. List Price

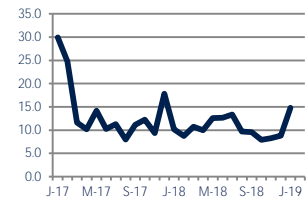
95.8%



Up 3.7%  
Vs. Year Ago

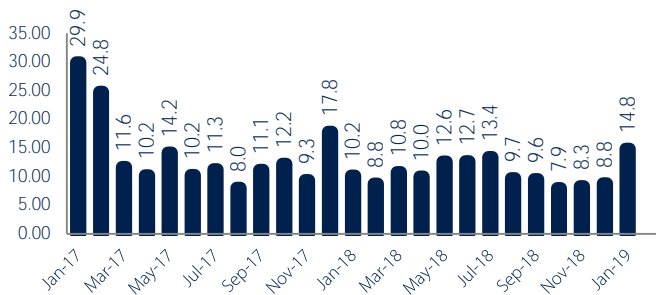
### Months of Supply

14.8



Up 46%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

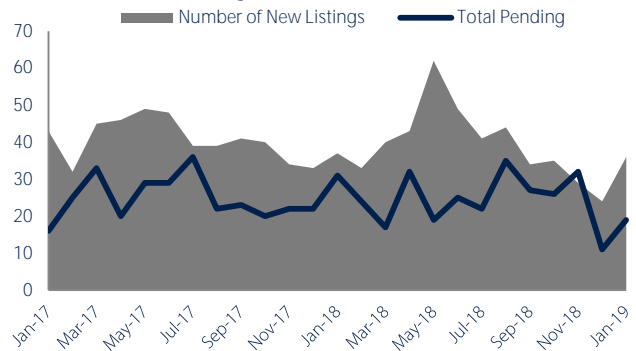
In January, there was 14.8 months of supply available in Nelson County, compared to 10.2 in January 2018. That is an increase of 46% versus a year ago.

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.

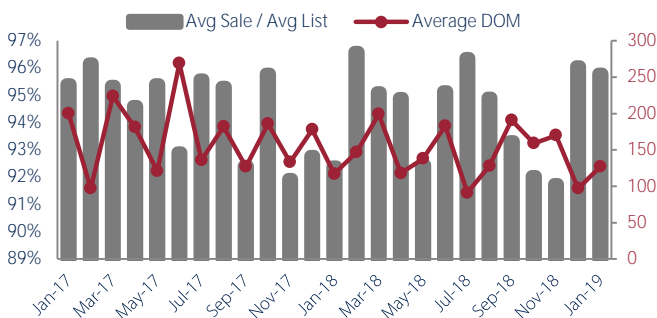
### New Listings & Current Contracts

This month there were 36 homes newly listed for sale in Nelson County compared to 37 in January 2018, a decrease of 3%. There were 19 current contracts pending sale this January compared to 31 a year ago. The number of current contracts is 39% lower 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 Nelson County was 95.8% of the average list price, which is 3.4% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 127, higher than the average last year, which was 117, an increase of 9%.



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