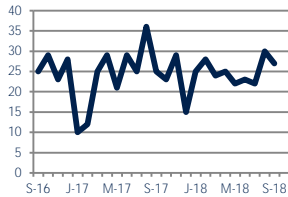


Units Sold

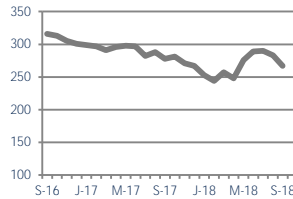
27



Up 8%
Vs. Year Ago

Active Inventory

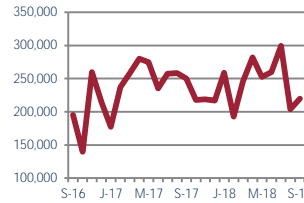
267



Down -4%
Vs. Year Ago

Median Sale Price

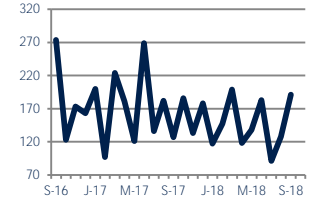
\$220,000



Down -12%
Vs. Year Ago

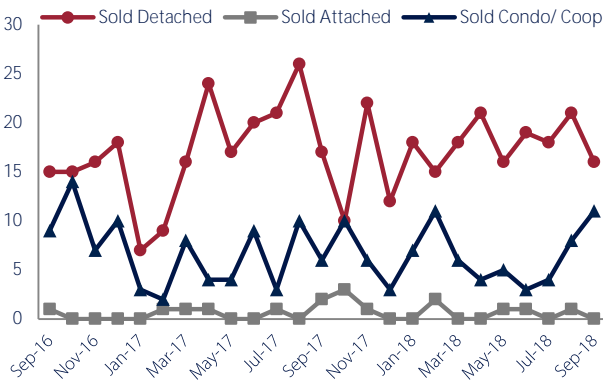
Days On Market

191



Up
Vs. Year Ago

Units Sold*



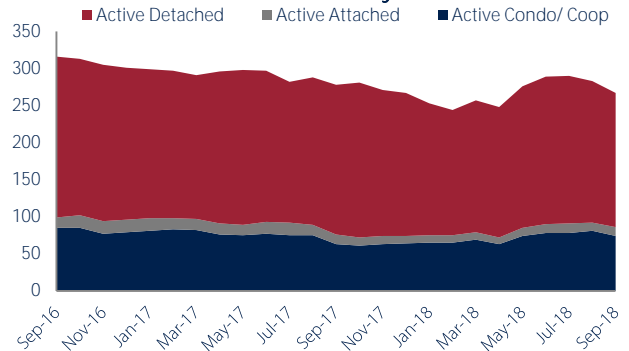
Units Sold

There was a decrease in total units sold in September, with 27 sold this month in Nelson County versus 30 last month, a decrease of 10%. This month's total units sold was higher than at this time last year, an increase of 8% versus September 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 11 units or 4%. The total number of active inventory this September was 267 compared to 278 in September 2017. This month's total of 267 is lower than the previous month's total supply of available inventory of 283, a decrease of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Nelson County Homes was \$250,000. This September, the median sale price was \$220,000, a decrease of 12% or \$30,000 compared to last year. The current median sold price is 8% higher 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.



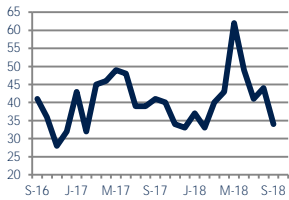
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CGARH and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

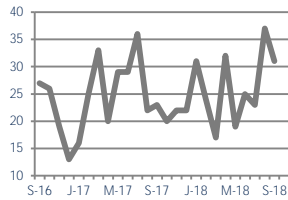
34



Down -17%
Vs. Year Ago

Current Contracts

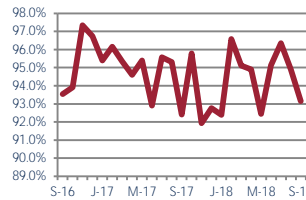
31



Up 35%
Vs. Year Ago

Sold Vs. List Price

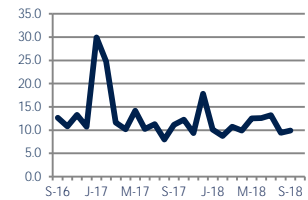
93.2%



Up 0.8%
Vs. Year Ago

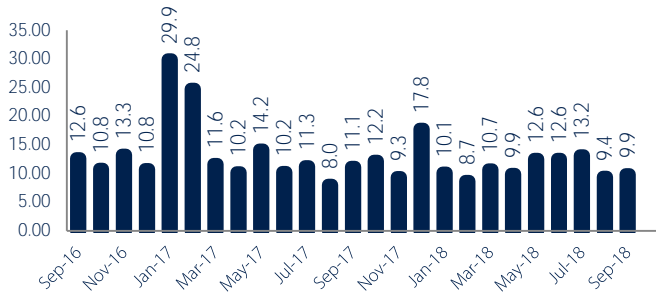
Months of Supply

9.9



Down -11%
Vs. Year Ago

Months Of Supply



Months of Supply

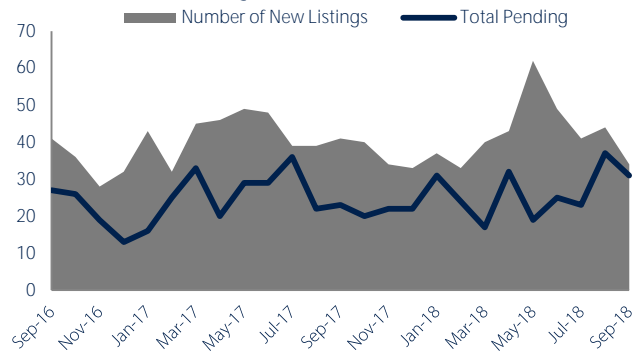
In September, there was 9.9 months of supply available in Nelson County, compared to 11.1 in September 2017. That is a decrease of 11% versus a year ago.

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.

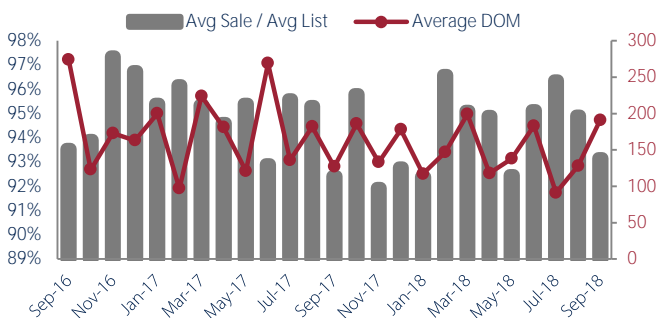
New Listings & Current Contracts

This month there were 34 homes newly listed for sale in Nelson County compared to 41 in September 2017, a decrease of 17%. There were 31 current contracts pending sale this September compared to 23 a year ago. The number of current contracts is 35% 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 Nelson County was 93.2% of the average list price, which is 0.7% higher than at this time last year.

Days On Market

This month, the average number of days on market was 191, higher than the average last year, which was 127. This increase was impacted by the limited number of sales.



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