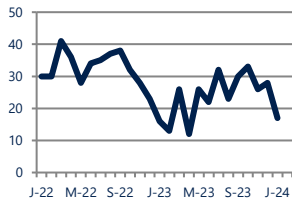




Units Sold

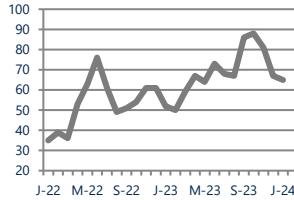
17



Up
Vs. Year Ago

Active Inventory

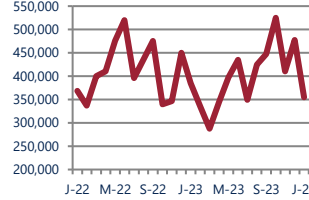
65



Up 25%
Vs. Year Ago

Median Sale Price

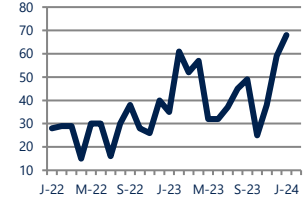
\$355,000



Down
Vs. Year Ago

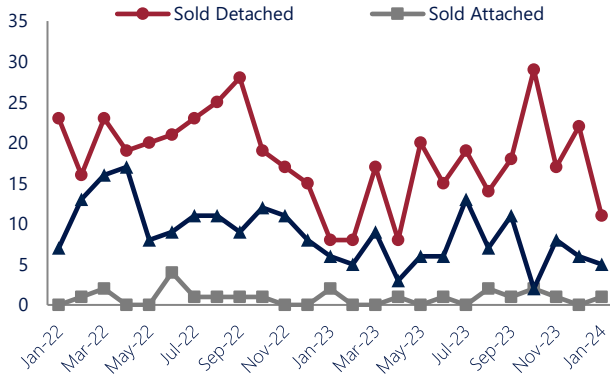
Days On Market

68



Up
Vs. Year Ago

Units Sold*



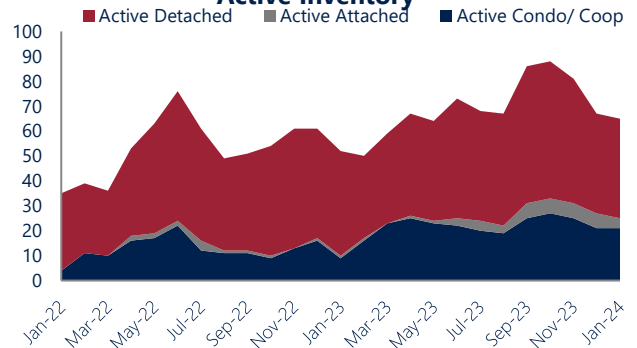
Units Sold

With relatively few transactions, there was a decrease in total units sold in January, with 17 sold this month in Nelson County. This month's total units sold was higher than at this time last year, an increase from January 2023.

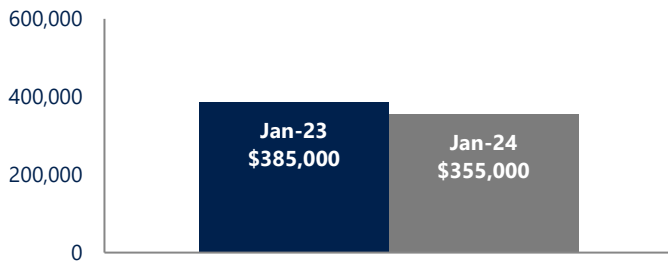
Active Inventory

Versus last year, the total number of homes available this month is higher by 13 units or 25%. The total number of active inventory this January was 65 compared to 52 in January 2023. This month's total of 65 is lower than the previous month's total supply of available inventory of 67, a decrease of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last January, the median sale price for Nelson County Homes was \$385,000. This January, the median sale price was \$355,000, a decrease of \$30,000 compared to last year. The current median sold price is lower 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.

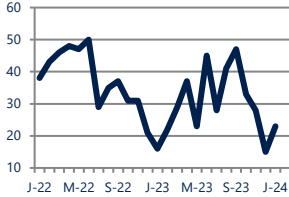
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

Information included in this report is based on data supplied by CGAHR 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 CGAHR or Long & Foster Real Estate, Inc.



New Listings

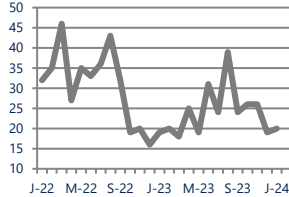
23



Up 44%
Vs. Year Ago

Current Contracts

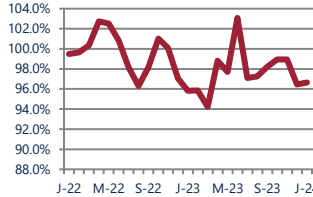
20



Up 5%
Vs. Year Ago

Sold Vs. List Price

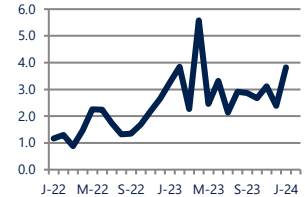
96.7%



Up 0.9%
Vs. Year Ago

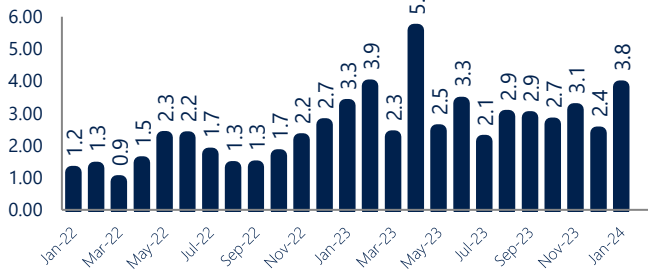
Months of Supply

3.8



Up 18%
Vs. Year Ago

Months Of Supply



Months of Supply

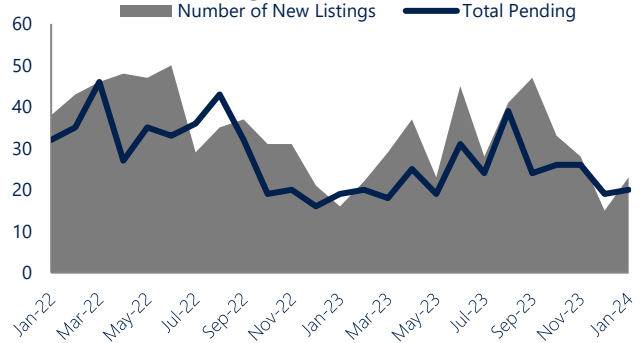
In January, there was 3.8 months of supply available in Nelson County, compared to 3.3 in January 2023. That is an increase of 18% versus a year ago.

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.

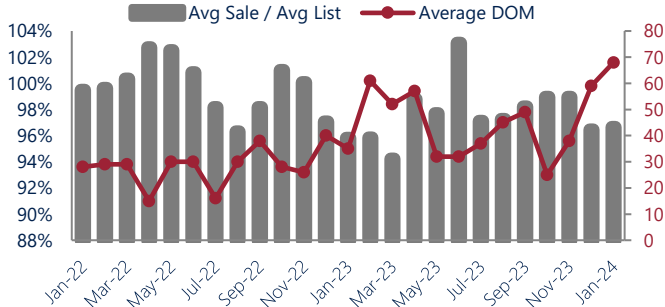
New Listings & Current Contracts

This month there were 23 homes newly listed for sale in Nelson County compared to 16 in January 2023, an increase of 44%. There were 20 current contracts pending sale this January compared to 19 a year ago. The number of current contracts is 5% 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 Nelson County was 96.7% of the average list price, which is 0.8% higher than at this time last year.

Days On Market

This month, the average number of days on market was 68, higher than the average last year, which was 35. This increase was impacted by the limited number of sales.