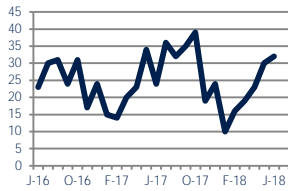


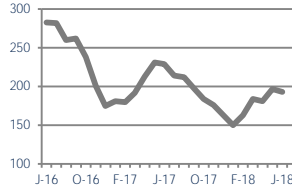


### Units Sold 32



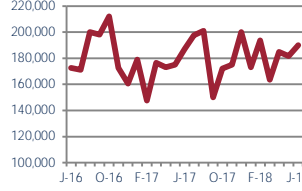
Up 33%  
Vs. Year Ago

### Active Inventory 193



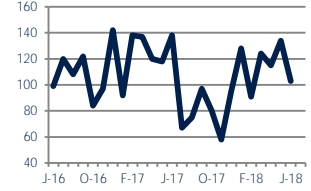
Down -16%  
Vs. Year Ago

### Median Sale Price \$189,950



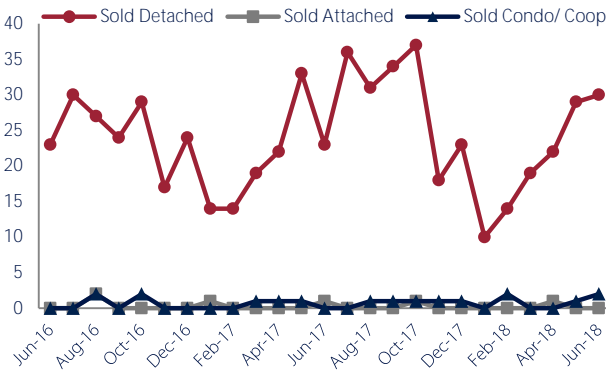
Up 2%  
Vs. Year Ago

### Days On Market 103



Down -25%  
Vs. Year Ago

### Units Sold\*



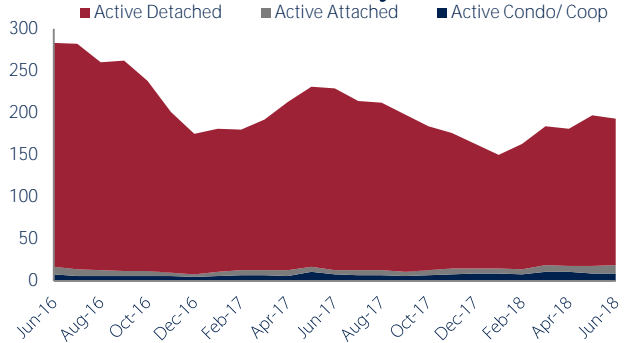
### Units Sold

There was an increase in total units sold in June, with 32 sold this month in Westmoreland County versus 30 last month, an increase of 7%. This month's total units sold was higher than at this time last year, an increase of 33% versus June 2017.

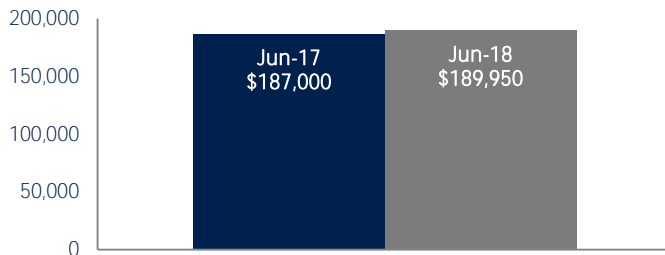
### Active Inventory

Versus last year, the total number of homes available this month is lower by 36 units or 16%. The total number of active inventory this June was 193 compared to 229 in June 2017. This month's total of 193 is lower than the previous month's total supply of available inventory of 197, a decrease of 2%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last June, the median sale price for Westmoreland County Homes was \$187,000. This June, the median sale price was \$189,950, an increase of 2% or \$2,950 compared to last year. The current median sold price is 5% higher than in May.

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



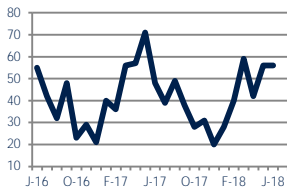
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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





### New Listings

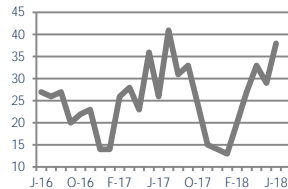
56



Up 17%  
Vs. Year Ago

### Current Contracts

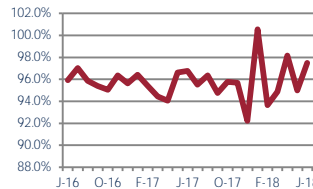
38



Up 46%  
Vs. Year Ago

### Sold Vs. List Price

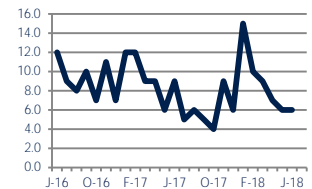
97.5%



Up 0.8%  
Vs. Year Ago

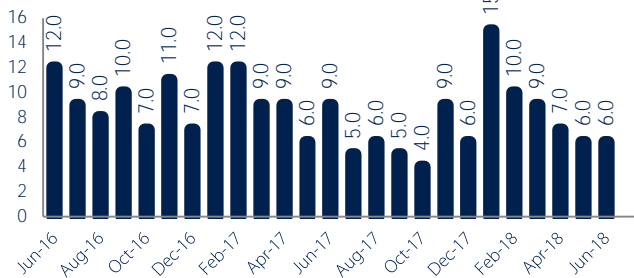
### Months of Supply

6.0



Down -33%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

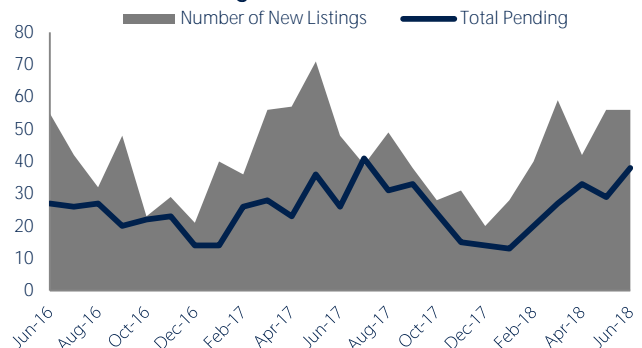
In June, there was 6.0 months of supply available in Westmoreland County, compared to 9.5 in June 2017. That is a decrease of 37% versus a year ago.

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.

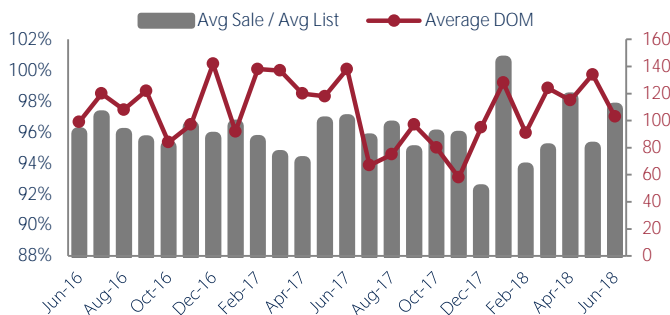
### New Listings & Current Contracts

This month there were 56 homes newly listed for sale in Westmoreland County compared to 48 in June 2017, an increase of 17%. There were 38 current contracts pending sale this June compared to 26 a year ago. The number of current contracts is 46% higher than last June.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In June, the average sale price in Westmoreland County was 97.5% 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 103, lower than the average last year, which was 138, a decrease of 25%.



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