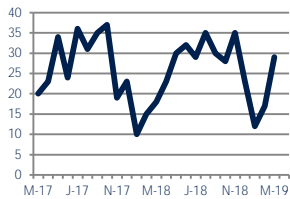


### Units Sold

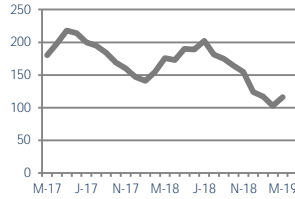
29



**Up**  
Vs. Year Ago

### Active Inventory

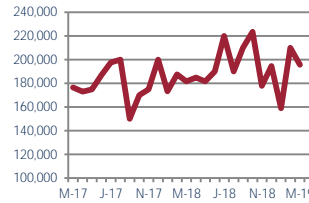
116



**Down -34%**  
Vs. Year Ago

### Median Sale Price

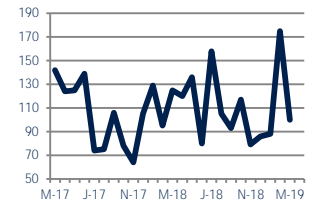
\$195,800



**Up 8%**  
Vs. Year Ago

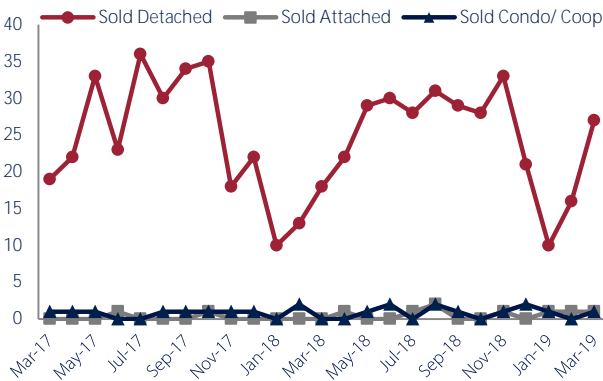
### Days On Market

100



**Down -20%**  
Vs. Year Ago

### Units Sold\*



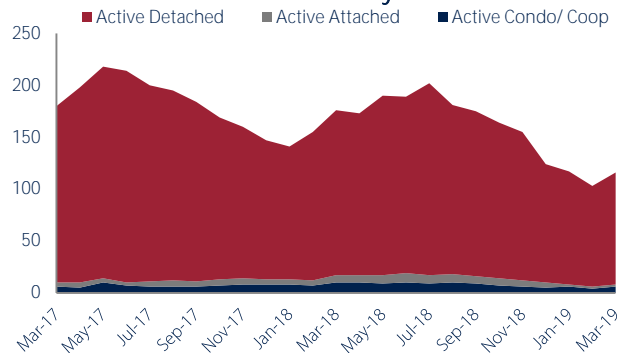
### Units Sold

With relatively few transactions, there was an increase in total units sold in March, with 29 sold this month in Westmoreland County. This month's total units sold was higher than at this time last year, an increase from March 2018.

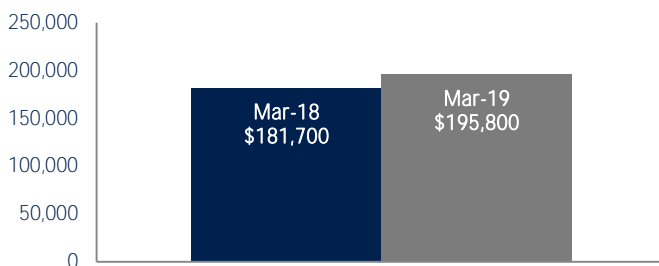
### Active Inventory

Versus last year, the total number of homes available this month is lower by 60 units or 34%. The total number of active inventory this March was 116 compared to 176 in March 2018. This month's total of 116 is higher than the previous month's total supply of available inventory of 103, an increase of 13%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last March, the median sale price for Westmoreland County Homes was \$181,700. This March, the median sale price was \$195,800, an increase of 8% or \$14,100 compared to last year. The current median sold price is 7% lower than in February.

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

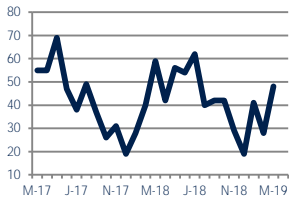


\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by BRIGHTMLS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



### New Listings

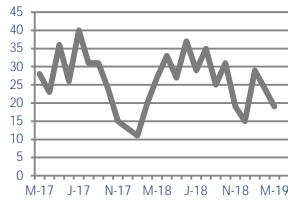
48



Down -19%  
Vs. Year Ago

### Current Contracts

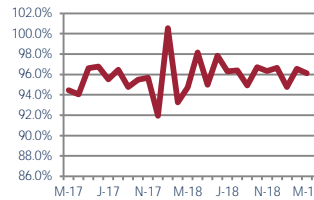
19



Down -30%  
Vs. Year Ago

### Sold Vs. List Price

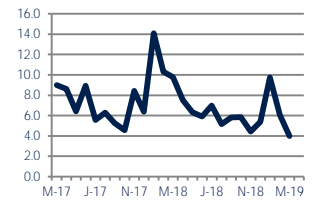
96.1%



Up 1.5%  
Vs. Year Ago

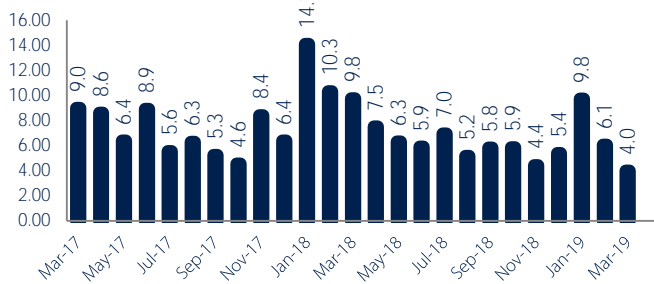
### Months of Supply

4.0



Down -59%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

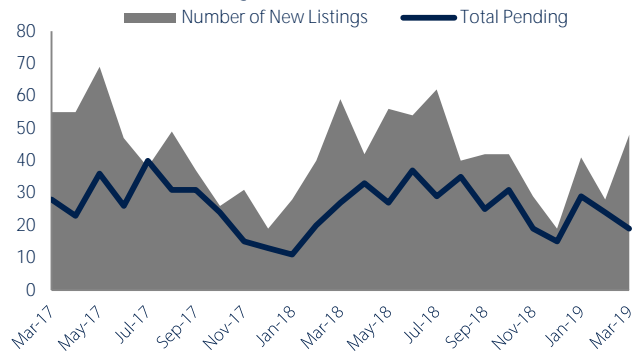
In March, there was 4.0 months of supply available in Westmoreland County, compared to 9.8 in March 2018. That is a decrease of 59% versus a year ago.

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.

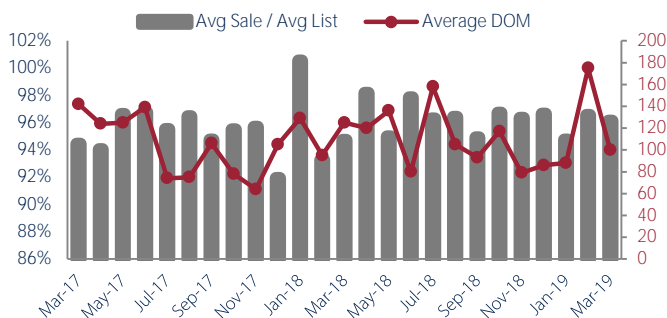
### New Listings & Current Contracts

This month there were 48 homes newly listed for sale in Westmoreland County compared to 59 in March 2018, a decrease of 19%. There were 19 current contracts pending sale this March compared to 27 a year ago. The number of current contracts is 30% lower than last March.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In March, the average sale price in Westmoreland County was 96.1% of the average list price, which is 1.4% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 100, lower than the average last year, which was 125, a decrease of 20%.



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