



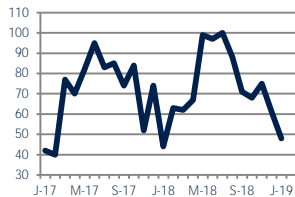
# The Long & Foster Market Minute™

Focus On: Jefferson County Housing Market

January 2019

## Units Sold

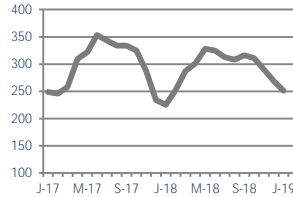
48



Up 9%  
Vs. Year Ago

## Active Inventory

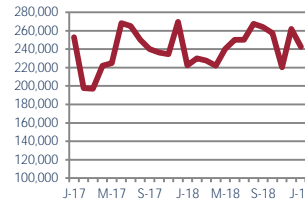
251



Up 12%  
Vs. Year Ago

## Median Sale Price

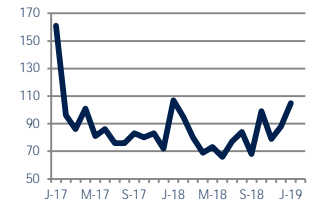
\$242,500



Up 9%  
Vs. Year Ago

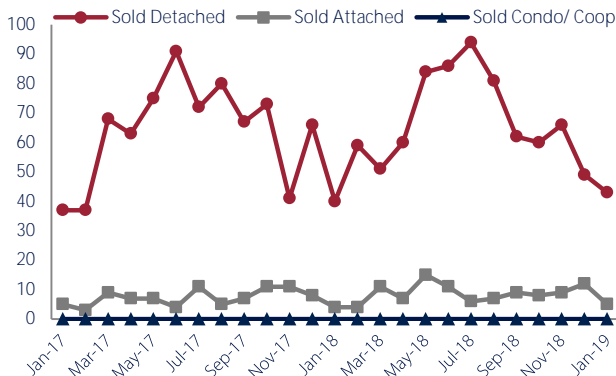
## Days On Market

105



Down -2%  
Vs. Year Ago

## Units Sold\*



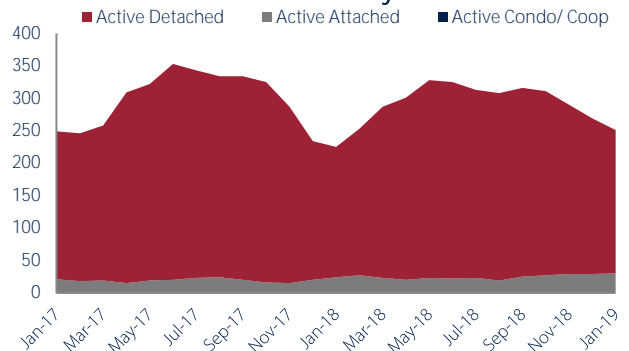
## Units Sold

There was a decrease in total units sold in January, with 48 sold this month in Jefferson County versus 61 last month, a decrease of 21%. This month's total units sold was higher than at this time last year, an increase of 9% versus January 2018.

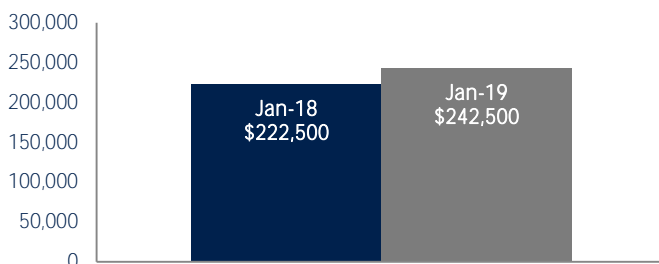
## Active Inventory

Versus last year, the total number of homes available this month is higher by 26 units or 12%. The total number of active inventory this January was 251 compared to 225 in January 2018. This month's total of 251 is lower than the previous month's total supply of available inventory of 269, a decrease of 7%.

## Active Inventory\*



## Median Sale Price



## Median Sale Price

Last January, the median sale price for Jefferson County Homes was \$222,500. This January, the median sale price was \$242,500, an increase of 9% or \$20,000 compared to last year. The current median sold price is 7% 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.

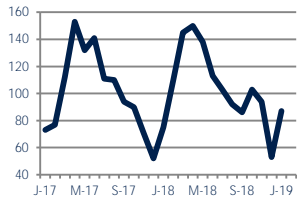


\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by BRIGHTMLS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

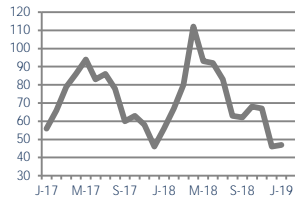
87



Up 16%  
Vs. Year Ago

### Current Contracts

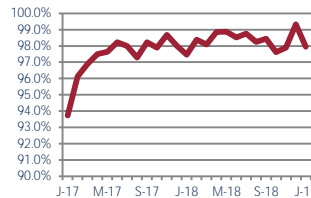
47



Down -16%  
Vs. Year Ago

### Sold Vs. List Price

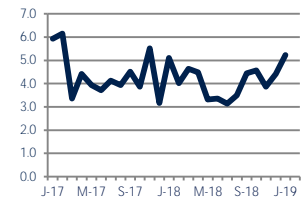
98.0%



Up 0.5%  
Vs. Year Ago

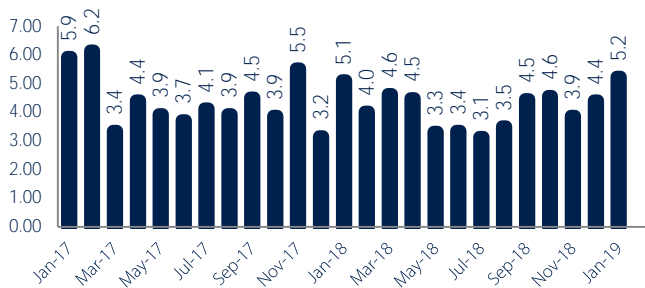
### Months of Supply

5.2



Up 2%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

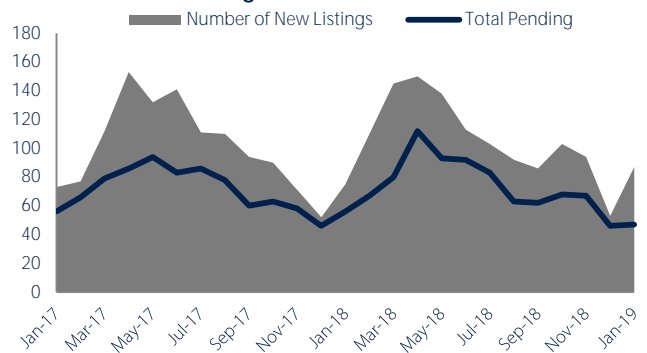
In January, there was 5.2 months of supply available in Jefferson County, compared to 5.1 in January 2018. That is an increase of 2% versus a year ago.

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.

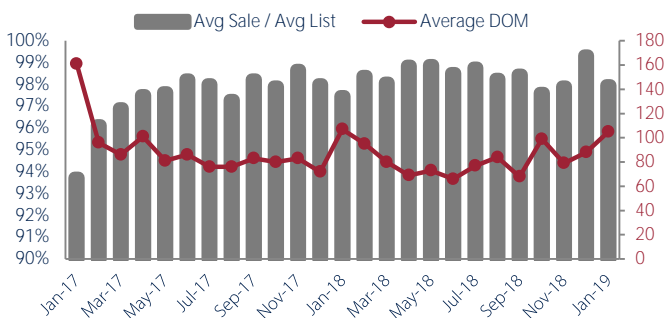
### New Listings & Current Contracts

This month there were 87 homes newly listed for sale in Jefferson County compared to 75 in January 2018, an increase of 16%. There were 47 current contracts pending sale this January compared to 56 a year ago. The number of current contracts is 16% 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 Jefferson County was 98.0% of the average list price, which is 0.5% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 105, lower than the average last year, which was 107, a decrease of 2%.



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