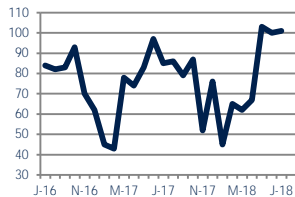


### Units Sold

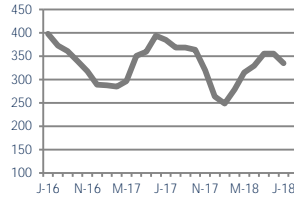
101



**Up 19%**  
Vs. Year Ago

### Active Inventory

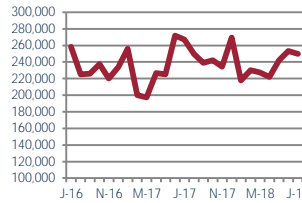
335



**Down -13%**  
Vs. Year Ago

### Median Sale Price

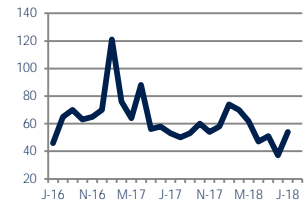
\$250,000



**Down -6%**  
Vs. Year Ago

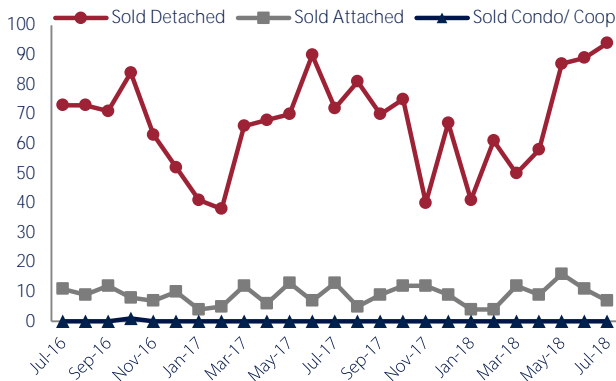
### Days On Market

54



**Up 2%**  
Vs. Year Ago

### Units Sold\*



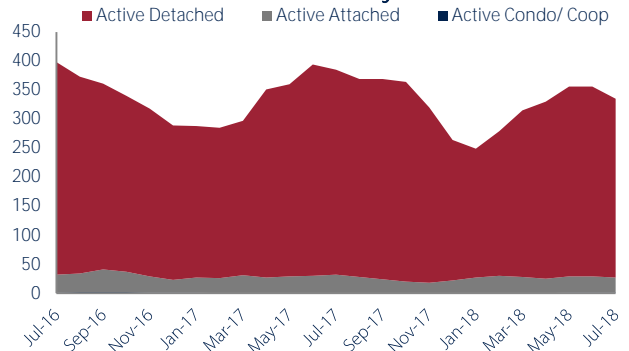
### Units Sold

There was an increase in total units sold in July, with 101 sold this month in Jefferson County versus 100 last month, an increase of 1%. This month's total units sold was higher than at this time last year, an increase of 19% versus July 2017.

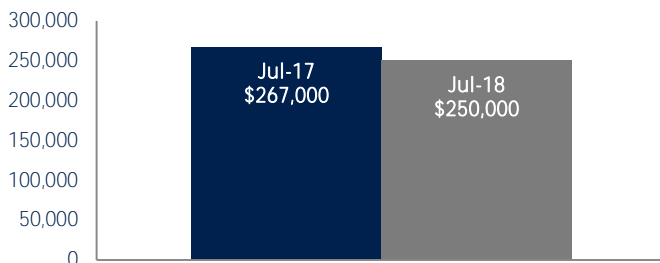
### Active Inventory

Versus last year, the total number of homes available this month is lower by 50 units or 13%. The total number of active inventory this July was 335 compared to 385 in July 2017. This month's total of 335 is lower than the previous month's total supply of available inventory of 356, a decrease of 6%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last July, the median sale price for Jefferson County Homes was \$267,000. This July, the median sale price was \$250,000, a decrease of 6% or \$17,000 compared to last year. The current median sold price is 1% lower than in June.

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

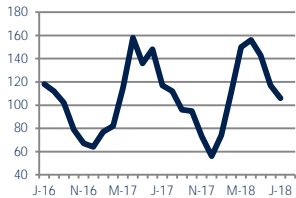


\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

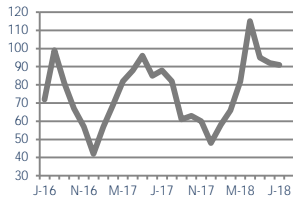
106



Down -9%  
Vs. Year Ago

### Current Contracts

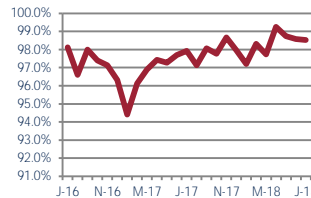
91



Up 3%  
Vs. Year Ago

### Sold Vs. List Price

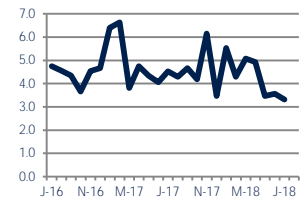
98.5%



Up 0.6%  
Vs. Year Ago

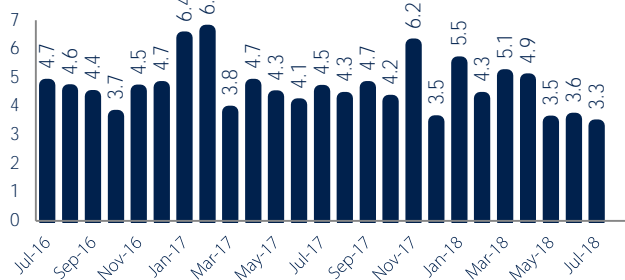
### Months of Supply

3.3



Down -27%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

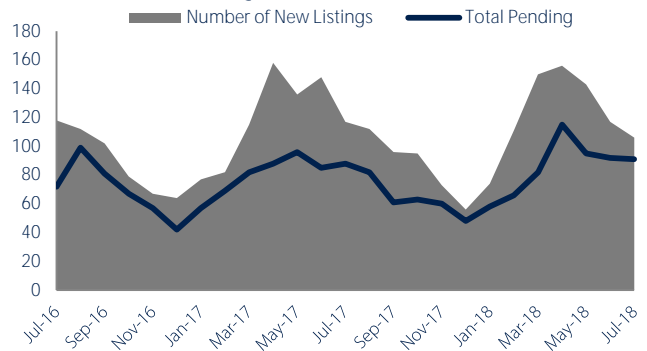
In July, there was 3.3 months of supply available in Jefferson County, compared to 4.5 in July 2017. That is a decrease of 27% versus a year ago.

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.

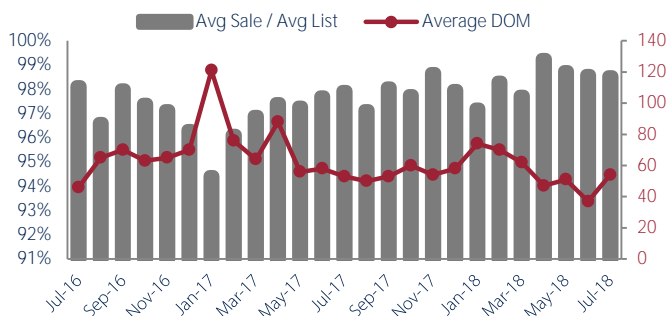
### New Listings & Current Contracts

This month there were 106 homes newly listed for sale in Jefferson County compared to 117 in July 2017, a decrease of 9%. There were 91 current contracts pending sale this July compared to 88 a year ago. The number of current contracts is 3% higher than last July.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In July, the average sale price in Jefferson County was 98.5% of the average list price, which is 0.6% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 54, higher than the average last year, which was 53, an increase of 2%.



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