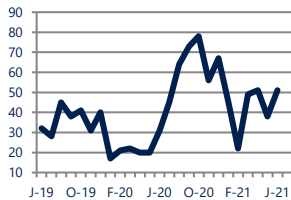




Units Sold

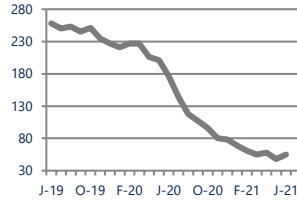
51



Up
Vs. Year Ago

Active Inventory

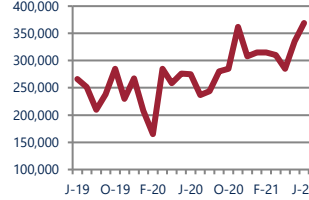
55



Down -69%
Vs. Year Ago

Median Sale Price

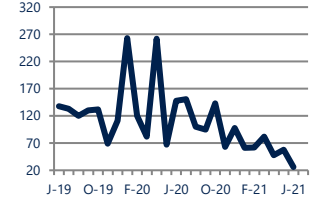
\$369,000



Up 34%
Vs. Year Ago

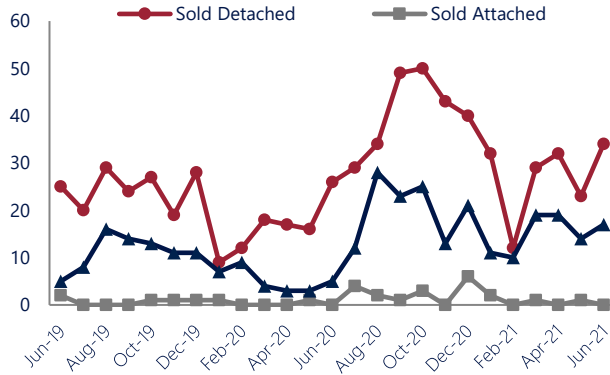
Days On Market

26



Down -82%
Vs. Year Ago

Units Sold*



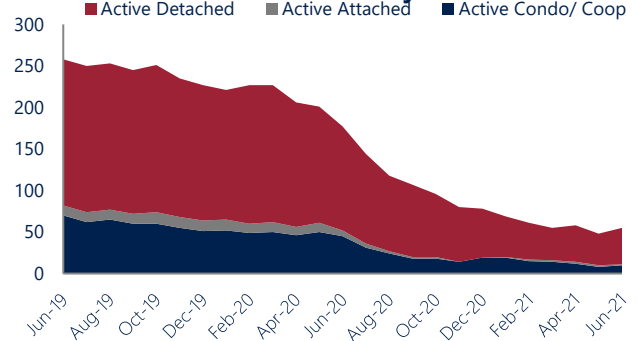
Units Sold

There was an increase in total units sold in June, with 51 sold this month in Nelson County. This month's total units sold was higher than at this time last year.

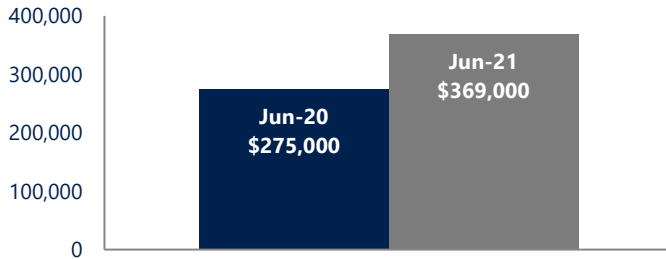
Active Inventory

Versus last year, the total number of homes available this month is lower by 122 units or 69%. The total number of active inventory this June was 55 compared to 177 in June 2020. This month's total of 55 is higher than the previous month's total supply of available inventory of 48, an increase of 15%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Nelson County Homes was \$275,000. This June, the median sale price was \$369,000, an increase of \$94,000 compared to last year. The current median sold price is 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.



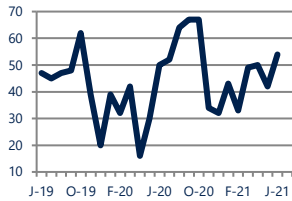
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CGAHR and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

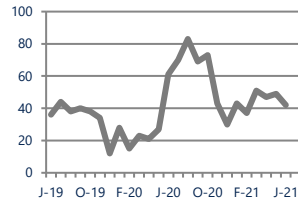
54



Up 8%
Vs. Year Ago

Current Contracts

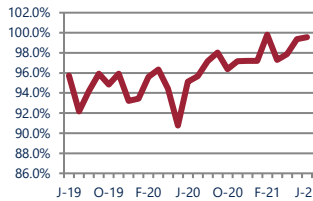
42



Down -31%
Vs. Year Ago

Sold Vs. List Price

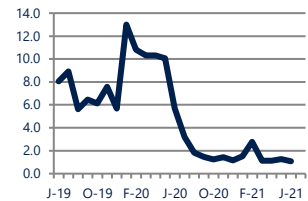
99.6%



Up 4.7%
Vs. Year Ago

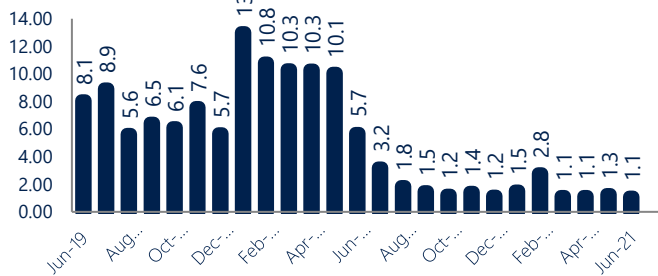
Months of Supply

1.1



Down -81%
Vs. Year Ago

Months of Supply



Months of Supply

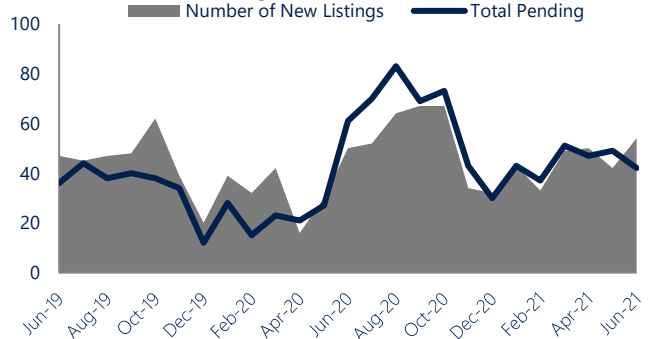
In June, there was 1.1 months of supply available in Nelson County, compared to 5.7 in June 2020. That is a decrease of 81% versus a year ago.

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.

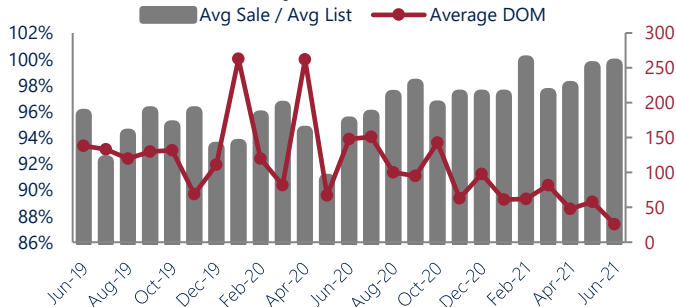
New Listings & Current Contracts

This month there were 54 homes newly listed for sale in Nelson County compared to 50 in June 2020, an increase of 8%. There were 42 current contracts pending sale this June compared to 61 a year ago. The number of current contracts is 31% lower 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 Nelson County was 99.6% of the average list price, which is 4.4% higher than at this time last year.

Days On Market

This month, the average number of days on market was 26, lower than the average last year, which was 148, a decrease of 82%.



*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.

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