

December 2017 Sales Report: Northumberland County

OFF-WATER HOMES

| Street | Sold Price | List Price | Days on Market | City/Town |
|------------------------|------------|------------|----------------|----------------|
| ROLLING HILLS LANE | \$112,000 | \$119,000 | 444 | BURGESS |
| MORRIS AVE. | \$180,000 | \$184,900 | 320 | REEDVILLE |
| TIPERS CREEK DRIVE | \$259,000 | \$259,000 | 106 | NORTHUMBERLAND |
| FAIRPORT RD | \$46,000 | \$50,000 | 22 | Reedville |
| DODLYT ROAD | \$80,000 | \$95,000 | 78 | HEATHSVILLE |
| BLACKBERRY ROAD | \$30,000 | \$80,000 | 113 | REEDVILLE |
| HARVEYS NECK ROAD | \$254,000 | \$259,000 | 91 | HEATHSVILLE |
| FORREST LANDING ROAD | \$36,000 | \$36,000 | 146 | HEATHSVILLE |
| JESSIE DUPONT MEMORIAL | \$33,000 | \$55,000 | 131 | HEATHSVILLE |
| RICHMOND ROAD | \$75,000 | \$129,000 | 10 | CALLAO |

Figure 11: Off-Water Homes Sold in Northumberland, December 2017



Figure 12: Off-Water Home Sales by Month.

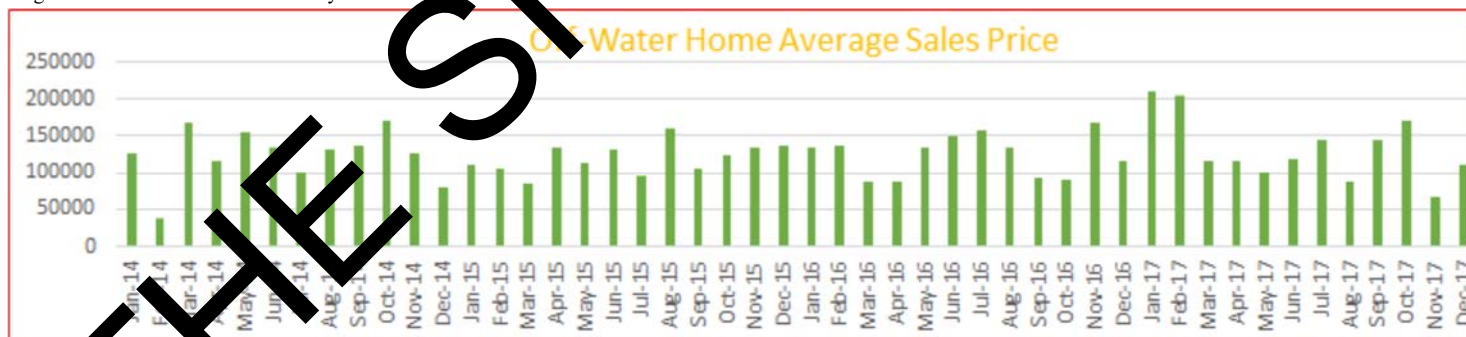


Figure 13: Average Off-Water Home Sales Price by Month.

| Sales Comparison 2017 and 2016: | | | |
|---------------------------------|--------------|--------------|--------|
| | 2017 | 2016 | Change |
| Units | 100 | 88 | 13.6% |
| Dollar Volume | \$12,581,503 | \$11,170,830 | 12.6% |
| Avg. Sales Price | \$125,815 | \$126,941 | -0.9% |
| Median Sales Price | \$120,000 | \$122,500 | -2.0% |
| Avg. Days On Market | 225 | 240 | -6.9% |

Figure 14: Year to Date Sales Comparison Between 2016 and 2017 for Off-Water Homes.

| End of Year Sales Total 2014 - 2016 | | | |
|-------------------------------------|--------------|-------------|-------------|
| | 2016 | 2015 | 2014 |
| Units | 88 | 75 | 62 |
| Dollar Volume | \$11,170,830 | \$9,125,135 | \$7,990,499 |
| Avg. Sales Price | \$126,941 | \$121,668 | \$128,879 |
| Median Sales Price | \$122,500 | \$107,400 | \$122,250 |
| Avg. Days on Market | 240 | 296 | 339 |

Figure 15: End of Year Sales Totals 2014 - 2016 for Off-Water Homes.