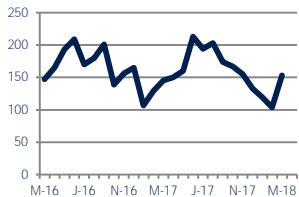




Units Sold

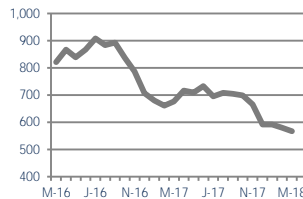
153



Up 6%
Vs. Year Ago

Active Inventory

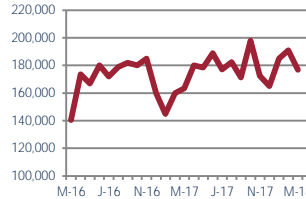
568



Down -16%
Vs. Year Ago

Median Sale Price

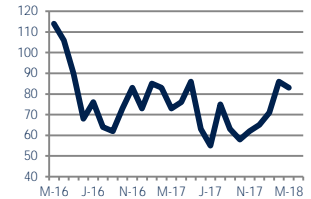
\$176,900



Up 8%
Vs. Year Ago

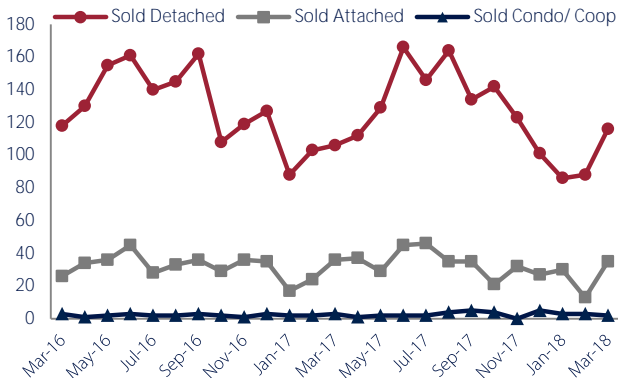
Days On Market

83



Up 14%
Vs. Year Ago

Units Sold*



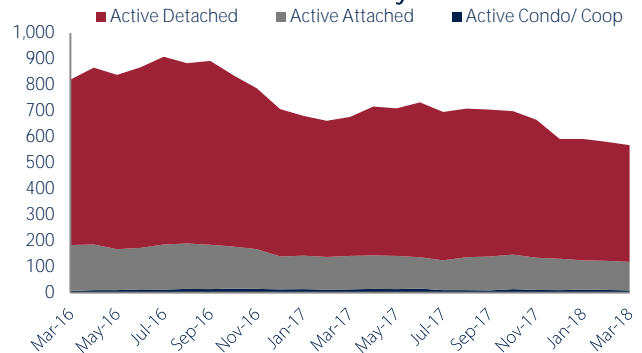
Units Sold

There was an increase in total units sold in March, with 153 sold this month in Washington County. This month's total units sold was higher than at this time last year.

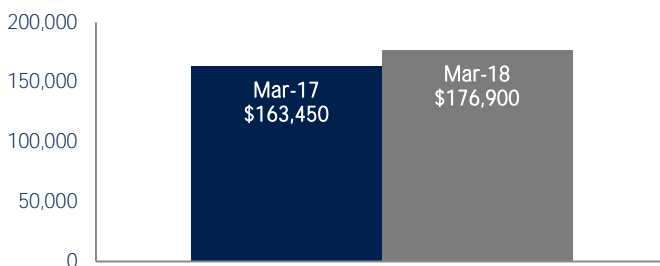
Active Inventory

Versus last year, the total number of homes available this month is lower by 109 units or 16%. The total number of active inventory this March was 568 compared to 677 in March 2017. This month's total of 568 is lower than the previous month's total supply of available inventory of 581, a decrease of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Washington County Homes was \$163,450. This March, the median sale price was \$176,900, an increase of 8% or \$13,450 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.



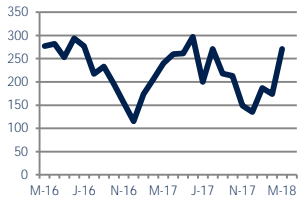
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

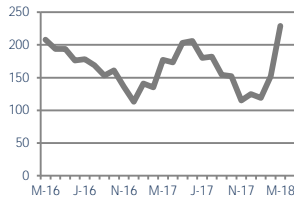
271



Up 13%
Vs. Year Ago

Current Contracts

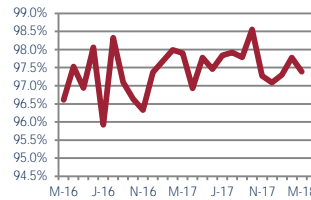
229



Up 29%
Vs. Year Ago

Sold Vs. List Price

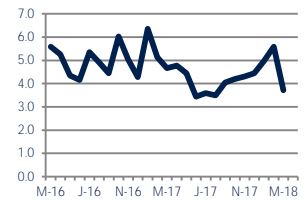
97.4%



Down -0.5%
Vs. Year Ago

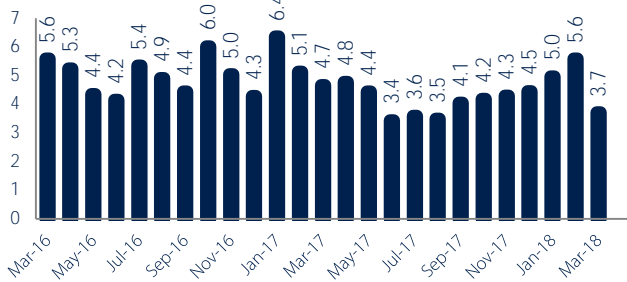
Months of Supply

3.7



Down -21%
Vs. Year Ago

Months Of Supply



Months of Supply

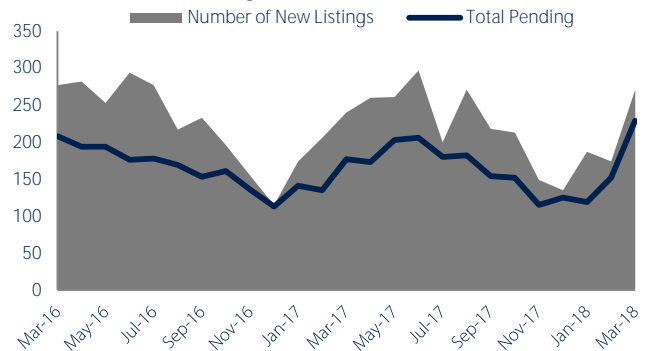
In March, there was 3.7 months of supply available in Washington County, compared to 4.7 in March 2017. That is a decrease of 20% versus a year ago.

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.

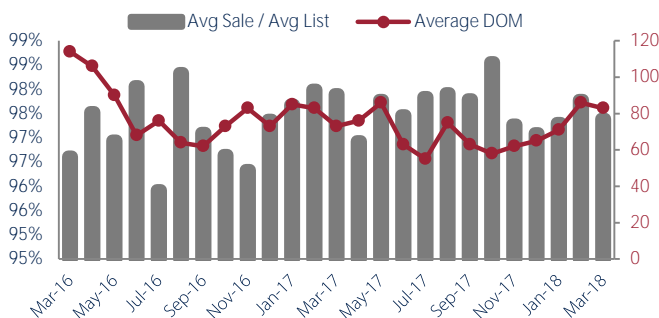
New Listings & Current Contracts

This month there were 271 homes newly listed for sale in Washington County compared to 240 in March 2017, an increase of 13%. There were 229 current contracts pending sale this March compared to 177 a year ago. The number of current contracts is 29% higher 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 Washington County was 97.4% of the average list price, which is 0.5% lower than at this time last year.

Days On Market

This month, the average number of days on market was 83, higher than the average last year, which was 73, an increase of 14%.



*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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