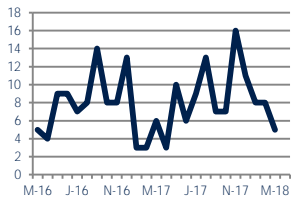


### Units Sold

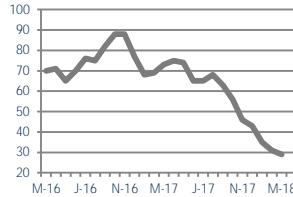
5



**Down**  
Vs. Year Ago

### Active Inventory

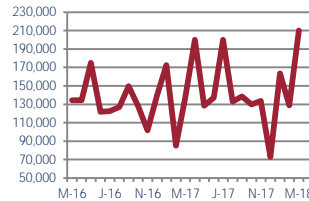
29



**Down -60%**  
Vs. Year Ago

### Median Sale Price

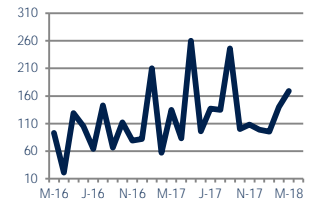
\$210,000



**Up**  
Vs. Year Ago

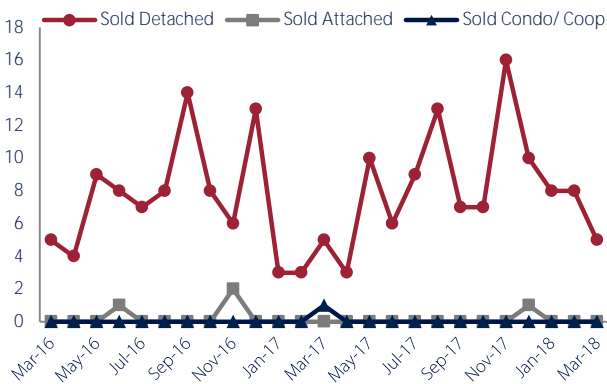
### Days On Market

169



**Up 25%**  
Vs. Year Ago

### Units Sold\*



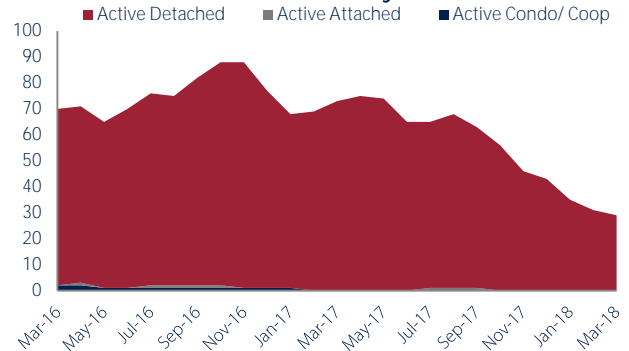
### Units Sold

With relatively few transactions, there was a decrease in total units sold in March, with 5 sold this month in Fulton County. This month's total units sold was lower than at this time last year, a decrease from March 2017.

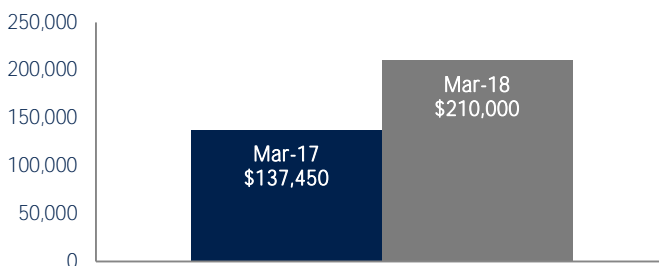
### Active Inventory

Versus last year, the total number of homes available this month is lower by 44 units or 60%. The total number of active inventory this March was 29 compared to 73 in March 2017. This month's total of 29 is lower than the previous month's total supply of available inventory of 31, a decrease of 6%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last March, the median sale price for Fulton County Homes was \$137,450. This March, the median sale price was \$210,000, an increase of \$72,550 compared to last year. The current median sold price is higher 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.



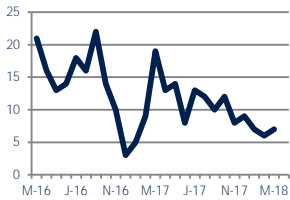
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

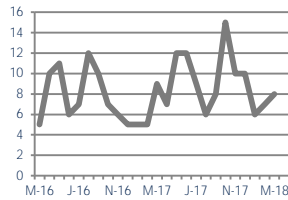
7



**Down -63%**  
Vs. Year Ago

### Current Contracts

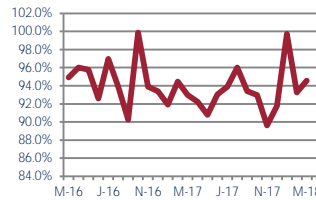
8



**Down -11%**  
Vs. Year Ago

### Sold Vs. List Price

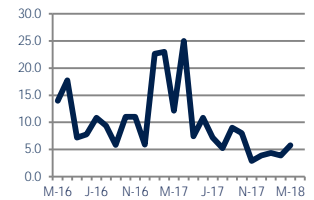
94.6%



**Up 1.7%**  
Vs. Year Ago

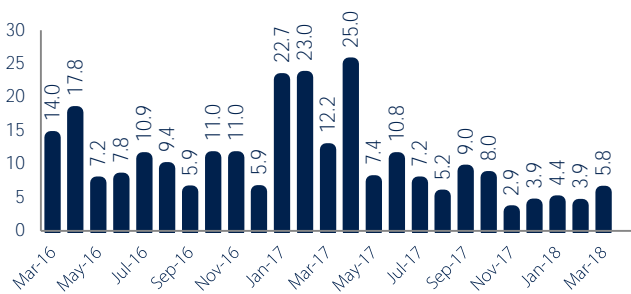
### Months of Supply

5.8



**Down -52%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

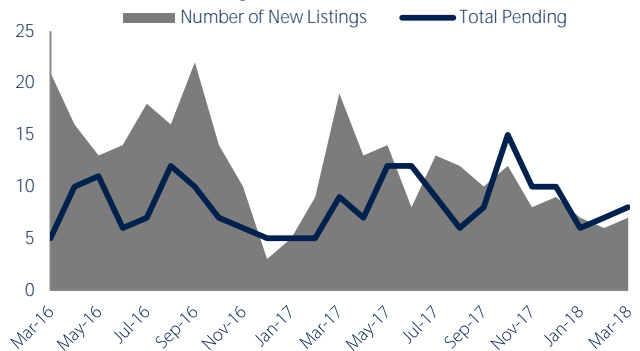
In March, there was 5.8 months of supply available in Fulton County, compared to 12.2 in March 2017. That is a decrease of 52% versus a year ago.

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.

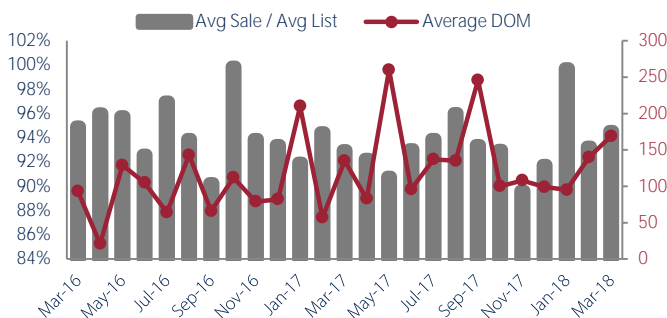
### New Listings & Current Contracts

This month there were 7 homes newly listed for sale in Fulton County compared to 19 in March 2017, a decrease of 63%. There were 8 current contracts pending sale this March compared to 9 a year ago. The number of current contracts is 11% lower 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 Fulton County was 94.6% of the average list price, which is 1.6% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 169, higher than the average last year, which was 135, an increase of 25%.



\*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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