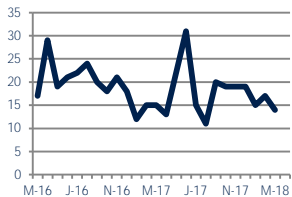




Units Sold

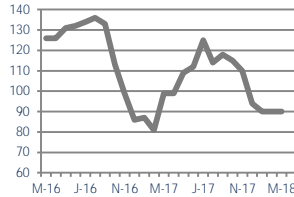
14



Down -7%
Vs. Year Ago

Active Inventory

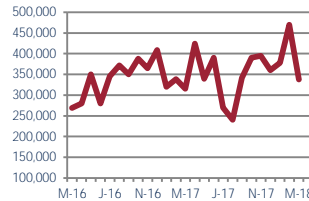
90



Down -9%
Vs. Year Ago

Median Sale Price

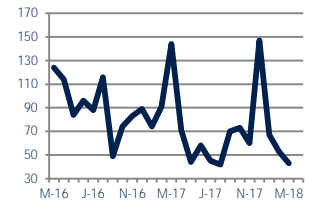
\$337,500



Up
Vs. Year Ago

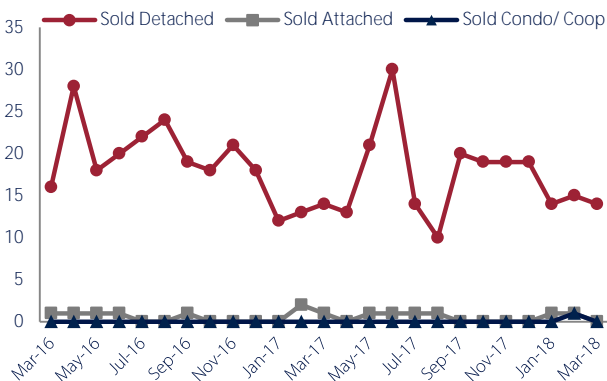
Days On Market

43



Down
Vs. Year Ago

Units Sold*



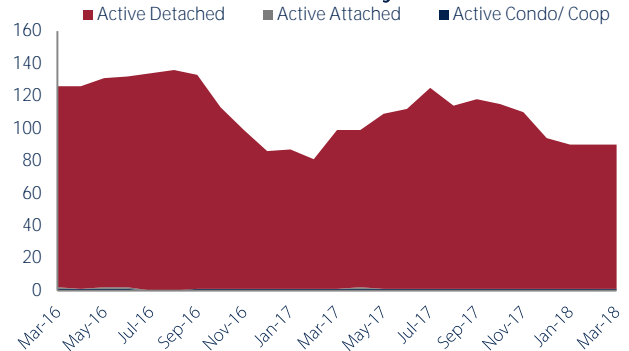
Units Sold

There was a decrease in total units sold in March, with 14 sold this month in Clarke County versus 17 last month, a decrease of 18%. This month's total units sold was lower than at this time last year, a decrease of 7% versus March 2017.

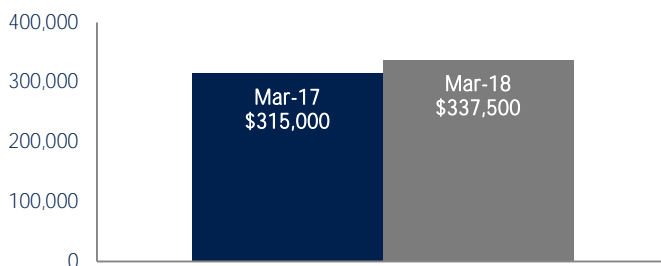
Active Inventory

Versus last year, the total number of homes available this month is lower by 9 units or 9%. The total number of active inventory this March was 90 compared to 99 in March 2017. This month's supply remained stable as compared to last month.

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 Clarke County Homes was \$315,000. This March, the median sale price was \$337,500, an increase of \$22,500 compared to last year. The current median sold price is 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.

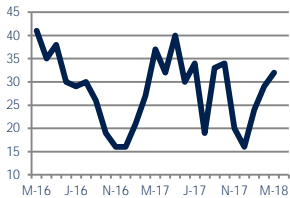


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

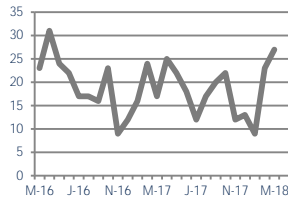
32



Down -14%
Vs. Year Ago

Current Contracts

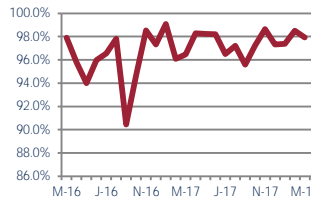
27



Up 59%
Vs. Year Ago

Sold Vs. List Price

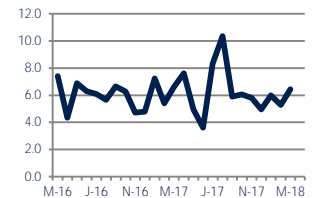
97.9%



Up 1.5%
Vs. Year Ago

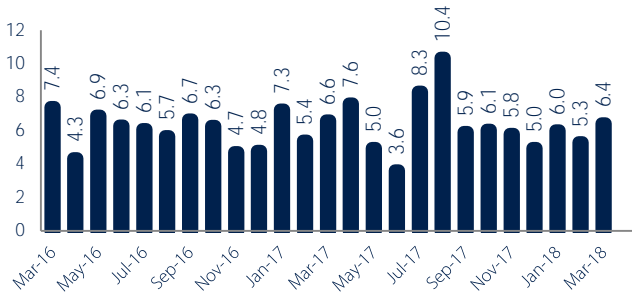
Months of Supply

6.4



Down -3%
Vs. Year Ago

Months Of Supply



Months of Supply

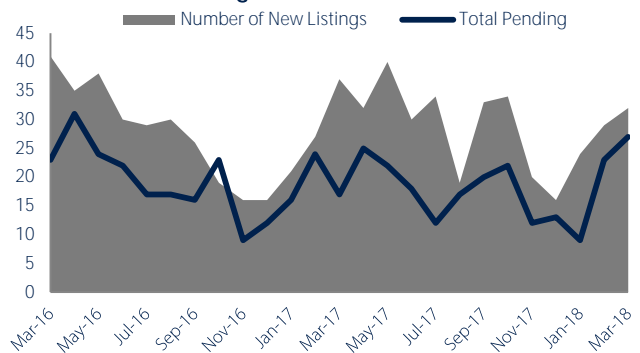
In March, there was 6.4 months of supply available in Clarke County, compared to 6.6 in March 2017. That is a decrease of 3% versus a year ago.

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.

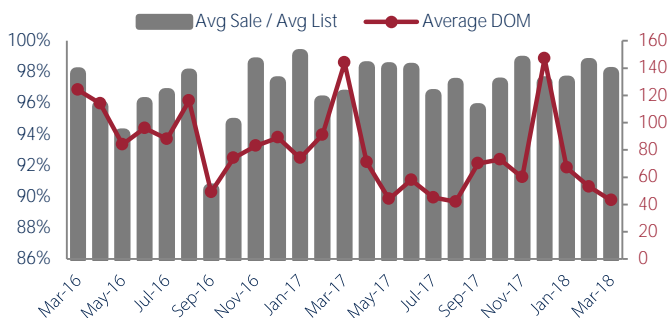
New Listings & Current Contracts

This month there were 32 homes newly listed for sale in Clarke County compared to 37 in March 2017, a decrease of 14%. There were 27 current contracts pending sale this March compared to 17 a year ago. The number of current contracts is 59% 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 Clarke County was 97.9% of the average list price, which is 1.5% higher than at this time last year.

Days On Market

This month, the average number of days on market was 43, lower than the average last year, which was 144. This decrease was impacted by the limited number of sales.



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