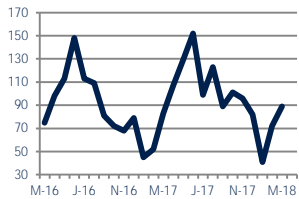




### Units Sold

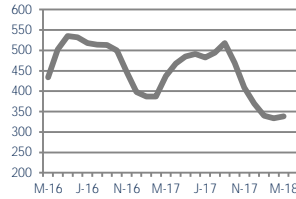
89



Up 7%  
Vs. Year Ago

### Active Inventory

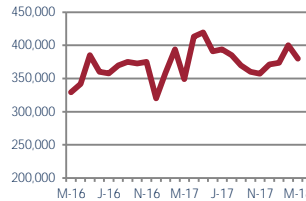
338



Down -23%  
Vs. Year Ago

### Median Sale Price

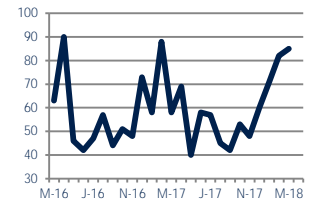
\$380,000



Up 9%  
Vs. Year Ago

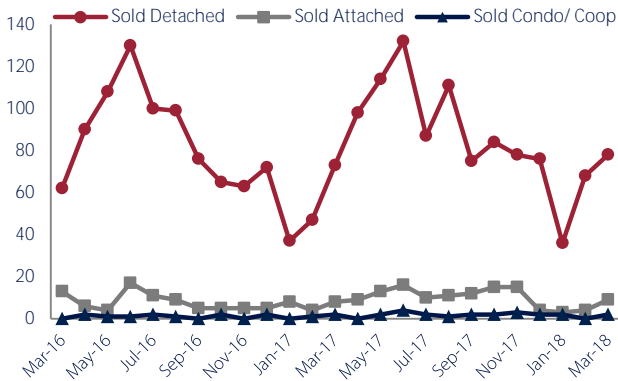
### Days On Market

85



Up 47%  
Vs. Year Ago

### Units Sold\*



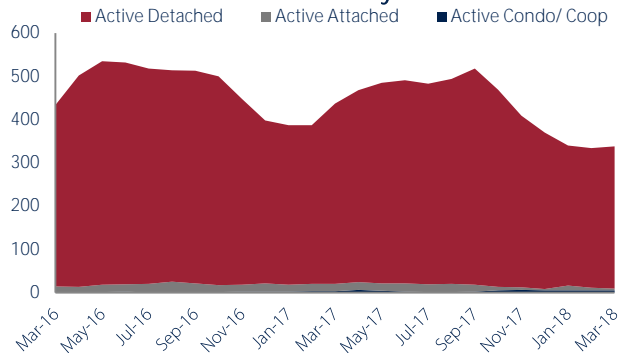
### Units Sold

There was an increase in total units sold in March, with 89 sold this month in Fauquier County versus 72 last month, an increase of 24%. This month's total units sold was higher than at this time last year, an increase of 7% versus March 2017.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 99 units or 23%. The total number of active inventory this March was 338 compared to 437 in March 2017. This month's total of 338 is higher than the previous month's total supply of available inventory of 334, an increase of 1%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last March, the median sale price for Fauquier County Homes was \$349,000. This March, the median sale price was \$380,000, an increase of 9% or \$31,000 compared to last year. The current median sold price is 5% 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.

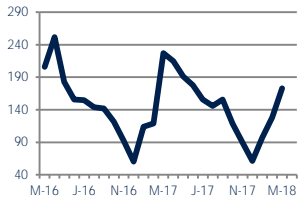


\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

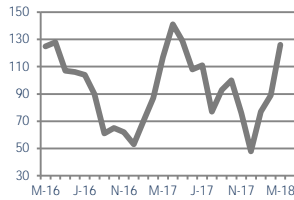
173



Down -24%  
Vs. Year Ago

### Current Contracts

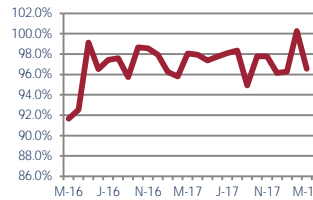
126



Up 8%  
Vs. Year Ago

### Sold Vs. List Price

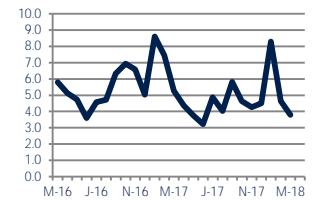
96.6%



Down -1.5%  
Vs. Year Ago

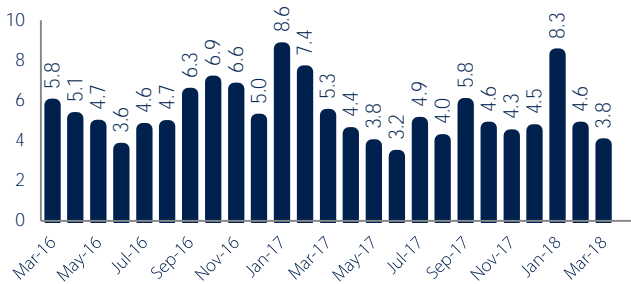
### Months of Supply

3.8



Down -28%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

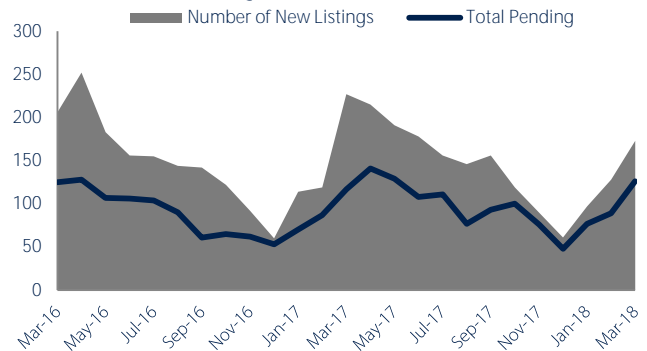
In March, there was 3.8 months of supply available in Fauquier County, compared to 5.3 in March 2017. That is a decrease of 28% versus a year ago.

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.

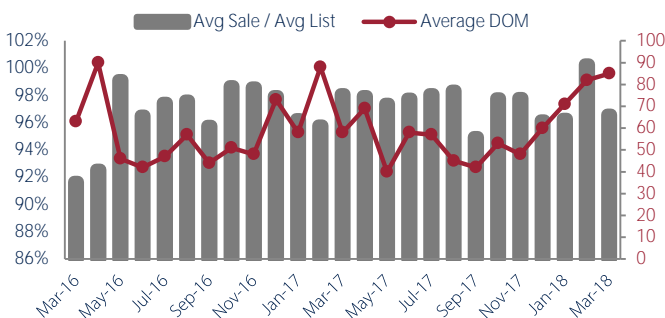
### New Listings & Current Contracts

This month there were 173 homes newly listed for sale in Fauquier County compared to 227 in March 2017, a decrease of 24%. There were 126 current contracts pending sale this March compared to 117 a year ago. The number of current contracts is 8% 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 Fauquier County was 96.6% of the average list price, which is 1.5% lower than at this time last year.

### Days On Market

This month, the average number of days on market was 85, higher than the average last year, which was 58, an increase of 47%.



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