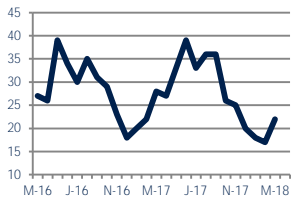




Units Sold

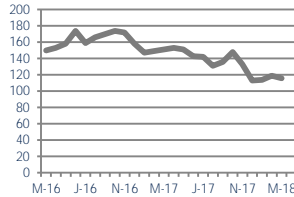
22



Down -21%
Vs. Year Ago

Active Inventory

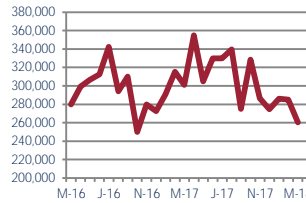
116



Down -23%
Vs. Year Ago

Median Sale Price

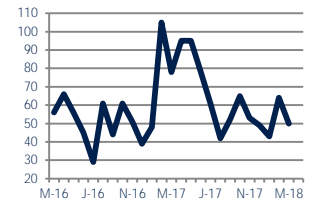
\$260,500



Down -13%
Vs. Year Ago

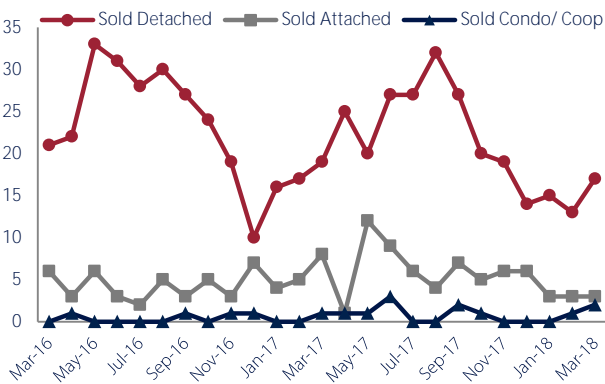
Days On Market

50



Down -36%
Vs. Year Ago

Units Sold*



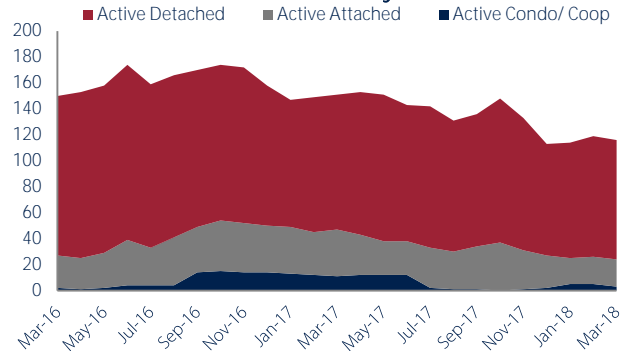
Units Sold

There was an increase in total units sold in March, with 22 sold this month in Fredericksburg City versus 17 last month, an increase of 29%. This month's total units sold was lower than at this time last year, a decrease of 21% versus March 2017.

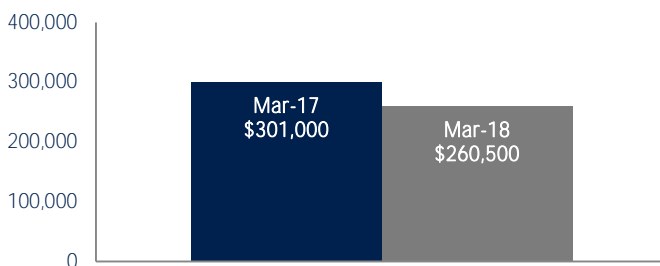
Active Inventory

Versus last year, the total number of homes available this month is lower by 35 units or 23%. The total number of active inventory this March was 116 compared to 151 in March 2017. This month's total of 116 is lower than the previous month's total supply of available inventory of 119, a decrease of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Fredericksburg City Homes was \$301,000. This March, the median sale price was \$260,500, a decrease of 13% or \$40,500 compared to last year. The current median sold price is 9% 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.



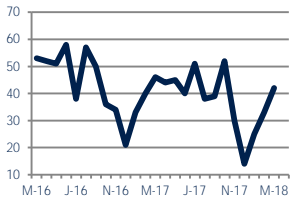
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

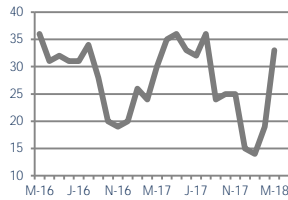
42



Down -9%
Vs. Year Ago

Current Contracts

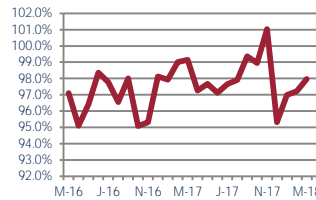
33



Up 10%
Vs. Year Ago

Sold Vs. List Price

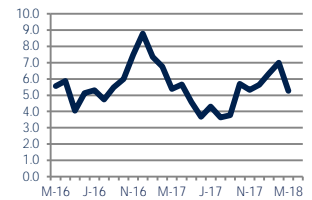
98.0%



Down -1.2%
Vs. Year Ago

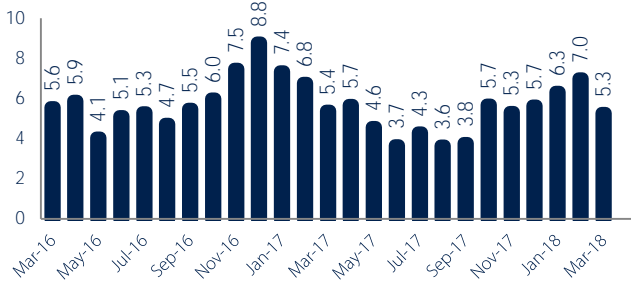
Months of Supply

5.3



Down -2%
Vs. Year Ago

Months Of Supply



Months of Supply

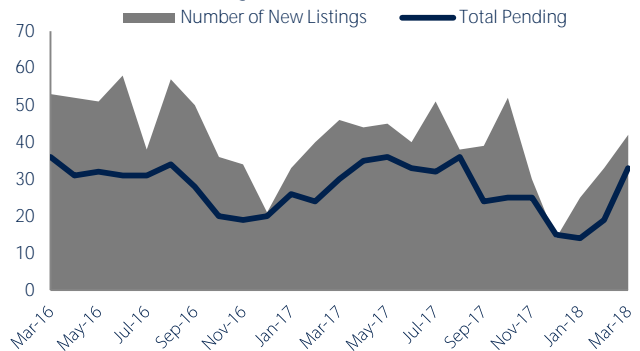
In March, there was 5.3 months of supply available in Fredericksburg City, compared to 5.4 in March 2017. That is a decrease of 2% versus a year ago.

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.

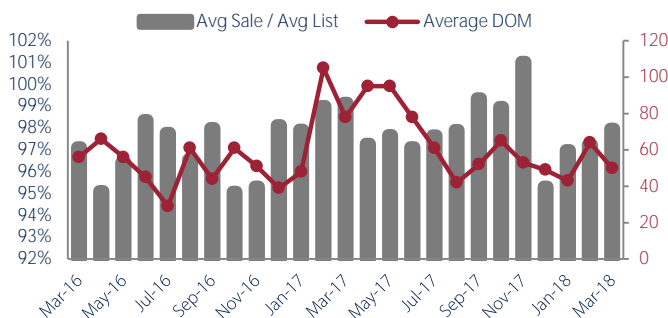
New Listings & Current Contracts

This month there were 42 homes newly listed for sale in Fredericksburg City compared to 46 in March 2017, a decrease of 9%. There were 33 current contracts pending sale this March compared to 30 a year ago. The number of current contracts is 10% 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 Fredericksburg City was 98.0% of the average list price, which is 1.2% lower than at this time last year.

Days On Market

This month, the average number of days on market was 50, lower than the average last year, which was 78, a decrease of 36%.



*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.

