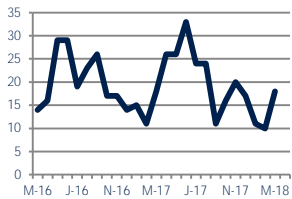




Units Sold

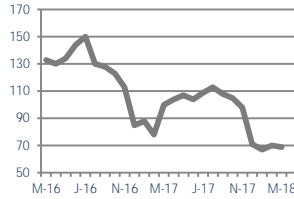
18



No Change
Vs. Year Ago

Active Inventory

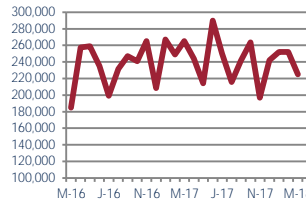
69



Down -31%
Vs. Year Ago

Median Sale Price

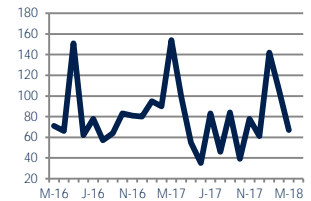
\$224,950



Down -15%
Vs. Year Ago

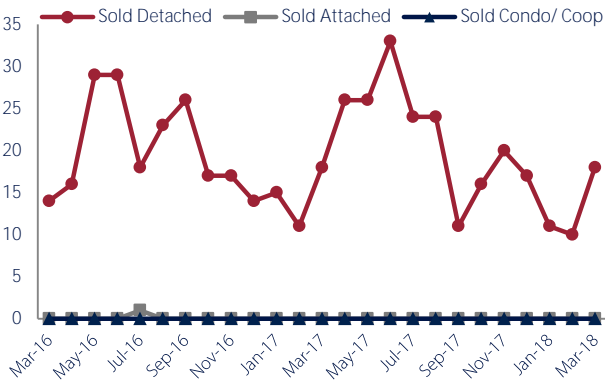
Days On Market

67



Down
Vs. Year Ago

Units Sold*



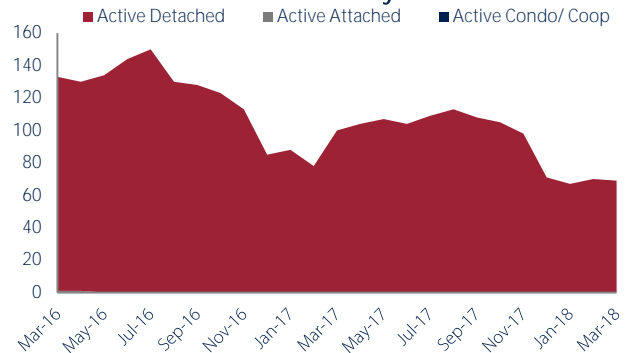
Units Sold

There was an increase in total units sold in March, with 18 sold this month in Greene County, an increase of 80%. This month's total units sold is similar compared to a year ago.

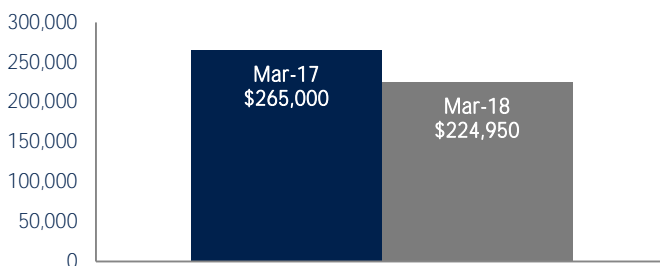
Active Inventory

Versus last year, the total number of homes available this month is lower by 31 units or 31%. The total number of active inventory this March was 69 compared to 100 in March 2017. This month's total of 69 is lower than the previous month's total supply of available inventory of 70, a decrease of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Greene County Homes was \$265,000. This March, the median sale price was \$224,950, a decrease of 15% or \$40,050 compared to last year. The current median sold price is 11% 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.



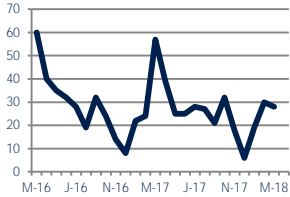
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CAARMLS and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





New Listings

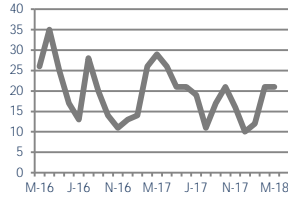
28



Down -51%
Vs. Year Ago

Current Contracts

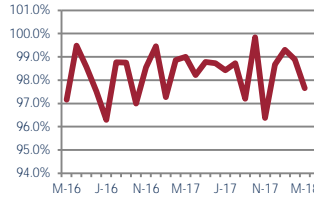
21



Down -28%
Vs. Year Ago

Sold Vs. List Price

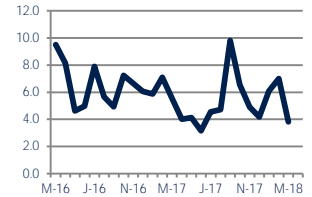
97.7%



Down -1.4%
Vs. Year Ago

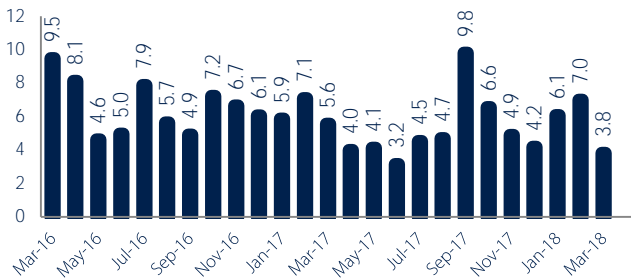
Months of Supply

3.8



Down -31%
Vs. Year Ago

Months Of Supply



Months of Supply

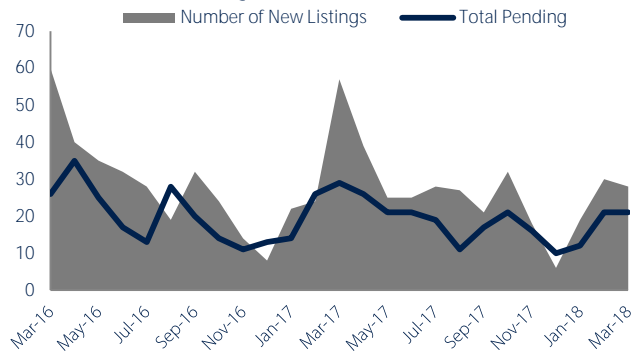
In March, there was 3.8 months of supply available in Greene County, compared to 5.6 in March 2017. That is a decrease of 31% versus a year ago.

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.

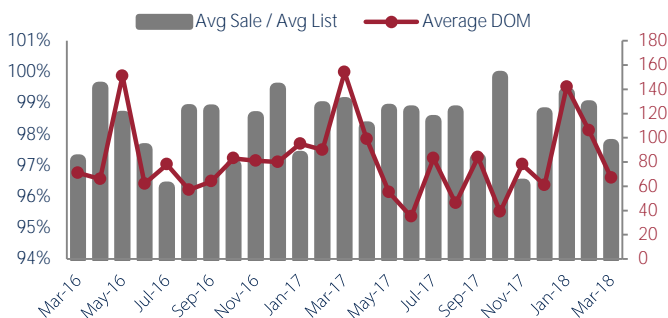
New Listings & Current Contracts

This month there were 28 homes newly listed for sale in Greene County compared to 57 in March 2017, a decrease of 51%. There were 21 current contracts pending sale this March compared to 29 a year ago. The number of current contracts remained stable as compared to last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Greene County was 97.7% of the average list price, which is 1.4% lower than at this time last year.

Days On Market

This month, the average number of days on market was 67, lower than the average last year, which was 154. This decrease was impacted by the limited number of sales.



*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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