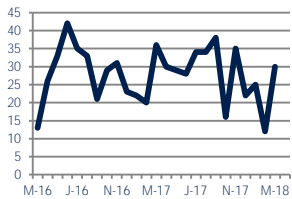




Units Sold

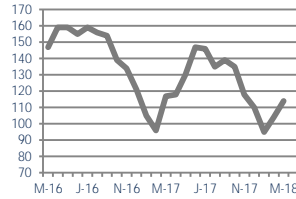
30



Down
Vs. Year Ago

Active Inventory

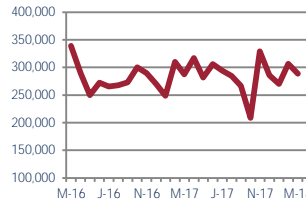
114



Down -3%
Vs. Year Ago

Median Sale Price

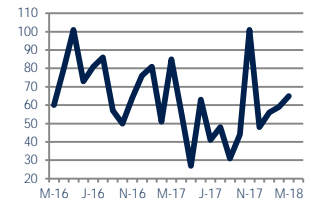
\$288,500



No Change
Vs. Year Ago

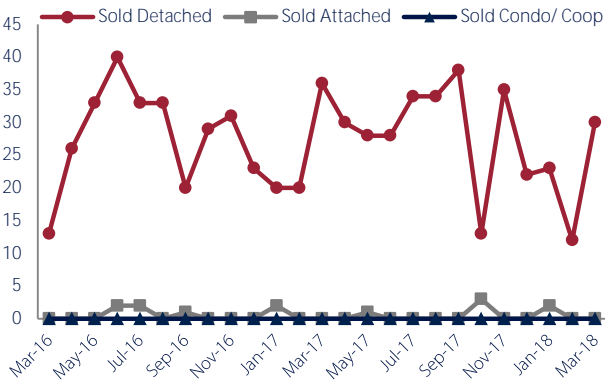
Days On Market

65



Down -24%
Vs. Year Ago

Units Sold*



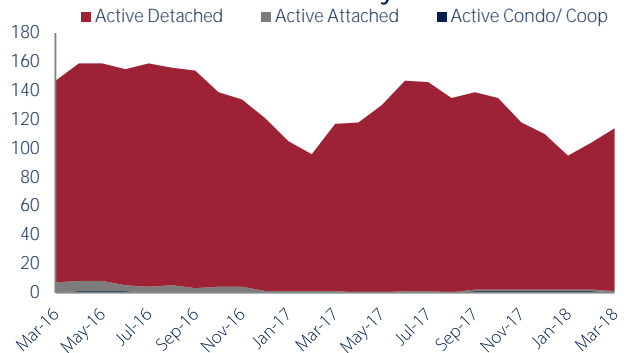
Units Sold

With relatively few transactions, there was an increase in total units sold in March, with 30 sold this month in King George County. This month's total units sold was lower than at this time last year, a decrease from March 2017.

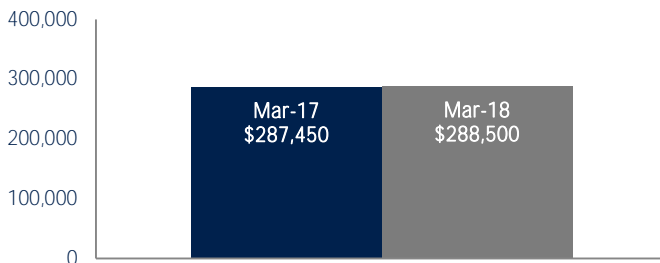
Active Inventory

Versus last year, the total number of homes available this month is lower by 3 units or 3%. The total number of active inventory this March was 114 compared to 117 in March 2017. This month's total of 114 is higher than the previous month's total supply of available inventory of 104, an increase of 10%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for King George County Homes was \$287,450. This March, the median sale price was \$288,500, which is similar compared to a year ago. The current median sold price is 6% 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.

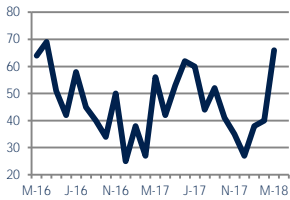


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

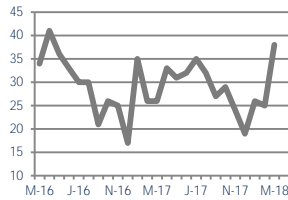
66



Up 18%
Vs. Year Ago

Current Contracts

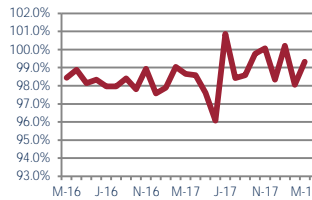
38



Up 46%
Vs. Year Ago

Sold Vs. List Price

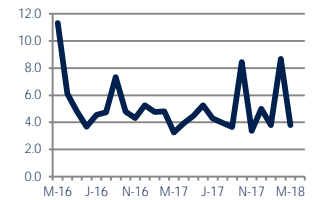
99.3%



Up 0.7%
Vs. Year Ago

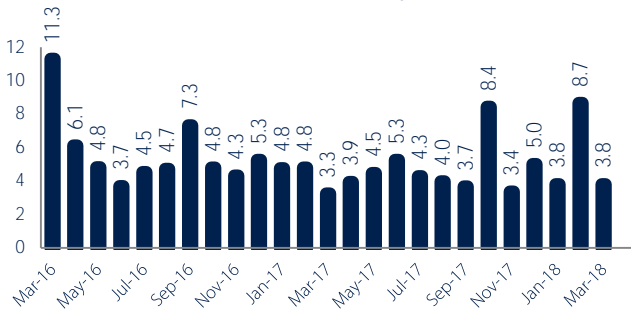
Months of Supply

3.8



Up 17%
Vs. Year Ago

Months Of Supply



New Listings & Current Contracts

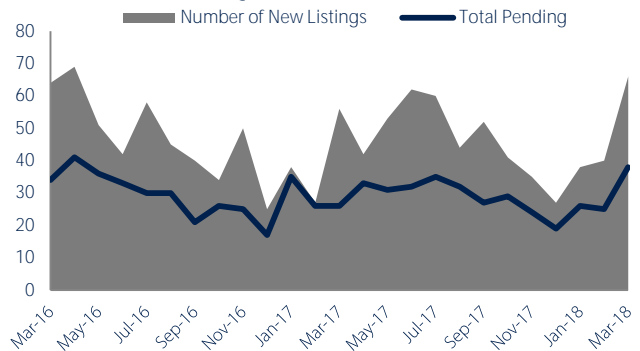
This month there were 66 homes newly listed for sale in King George County compared to 56 in March 2017, an increase of 18%. There were 38 current contracts pending sale this March compared to 26 a year ago. The number of current contracts is 46% higher than last March.

Months of Supply

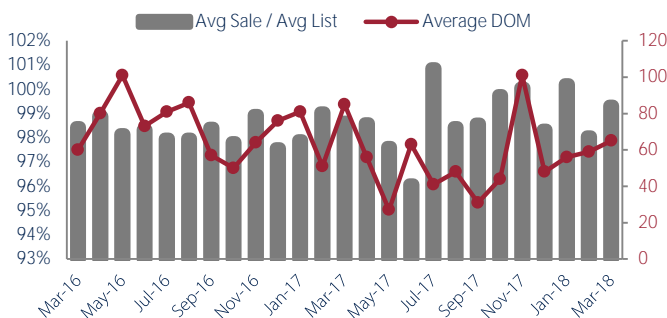
In March, there was 3.8 months of supply available in King George County, compared to 3.3 in March 2017. That is an increase of 17% versus a year ago.

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



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in King George County was 99.3% of the average list price, which is 0.7% higher than at this time last year.

Days On Market

This month, the average number of days on market was 65, lower than the average last year, which was 85, a decrease of 24%.



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