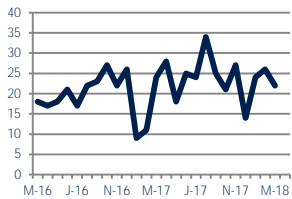




### Units Sold

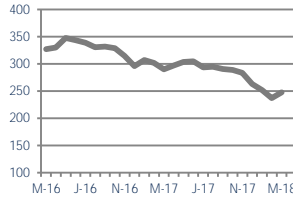
22



Down -8%  
Vs. Year Ago

### Active Inventory

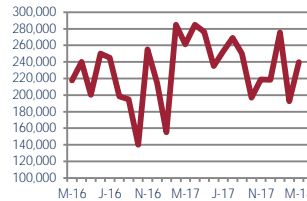
248



Down -14%  
Vs. Year Ago

### Median Sale Price

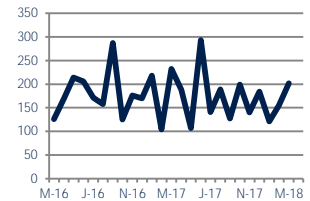
\$239,750



Down -8%  
Vs. Year Ago

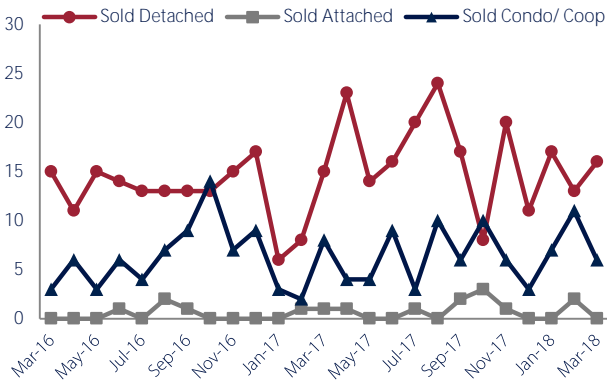
### Days On Market

202



Down -13%  
Vs. Year Ago

### Units Sold\*



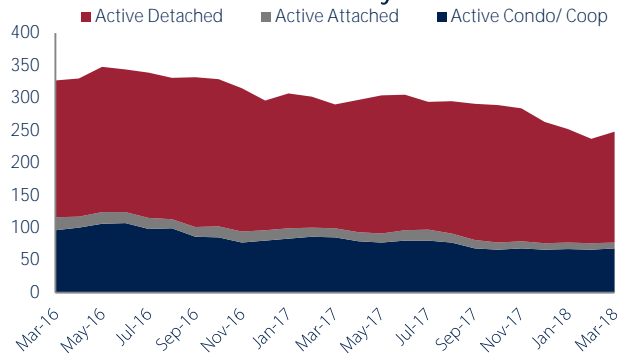
### Units Sold

There was a decrease in total units sold in March, with 22 sold this month in Nelson County versus 26 last month, a decrease of 15%. This month's total units sold was lower than at this time last year, a decrease of 8% versus March 2017.

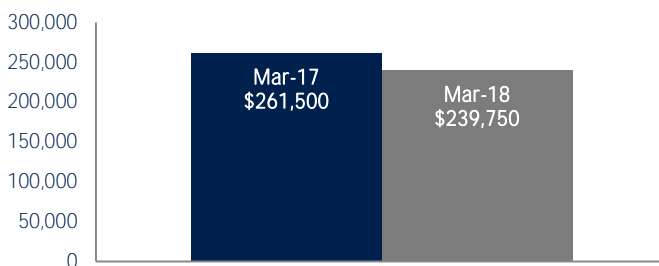
### Active Inventory

Versus last year, the total number of homes available this month is lower by 42 units or 14%. The total number of active inventory this March was 248 compared to 290 in March 2017. This month's total of 248 is higher than the previous month's total supply of available inventory of 237, an increase of 5%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last March, the median sale price for Nelson County Homes was \$261,500. This March, the median sale price was \$239,750, a decrease of 8% or \$21,750 compared to last year. The current median sold price is 24% 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.

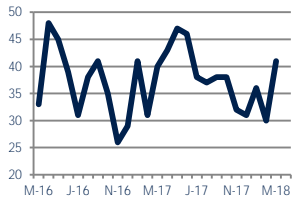
Information included in this report is based on data supplied by CAARMLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of CAARMLS or Long & Foster Real Estate, Inc.





### New Listings

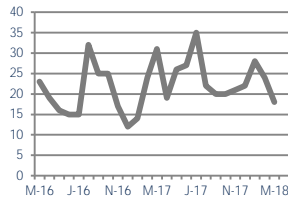
41



Up 2%  
Vs. Year Ago

### Current Contracts

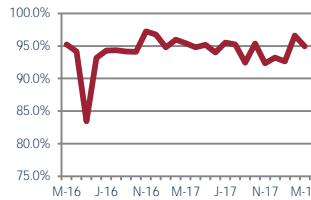
18



Down -42%  
Vs. Year Ago

### Sold Vs. List Price

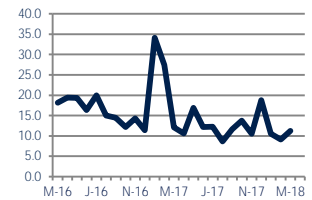
94.9%



Down -0.5%  
Vs. Year Ago

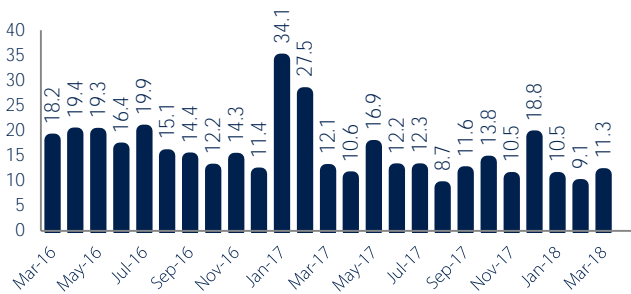
### Months of Supply

11.3



Down -7%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

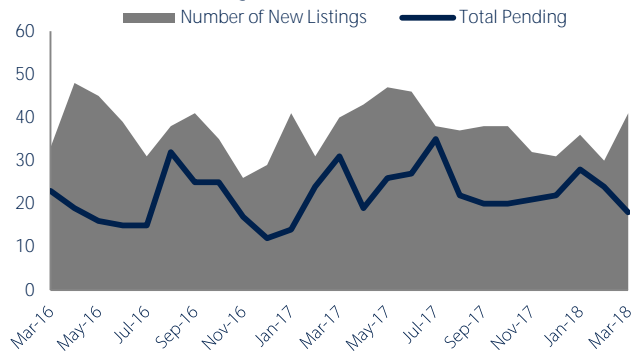
In March, there was 11.3 months of supply available in Nelson County, compared to 12.1 in March 2017. That is a decrease of 7% versus a year ago.

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.

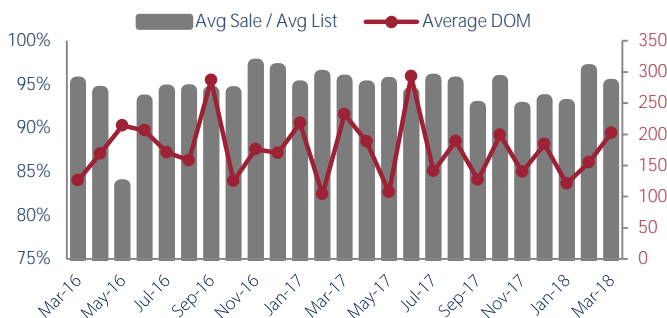
### New Listings & Current Contracts

This month there were 41 homes newly listed for sale in Nelson County compared to 40 in March 2017, an increase of 3%. There were 18 current contracts pending sale this March compared to 31 a year ago. The number of current contracts is 42% lower 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 Nelson County was 94.9% of the average list price, which is 0.5% lower than at this time last year.

### Days On Market

This month, the average number of days on market was 202, lower than the average last year, which was 232, a decrease of 13%.



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