



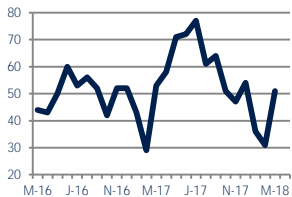
# The Long & Foster Market Minute™

Focus On: Orange County Housing Market

March 2018

## Units Sold

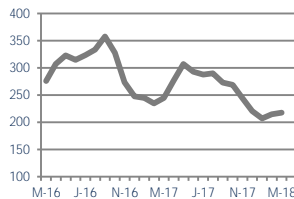
51



Down -4%  
Vs. Year Ago

## Active Inventory

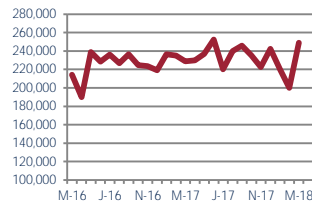
218



Down -11%  
Vs. Year Ago

## Median Sale Price

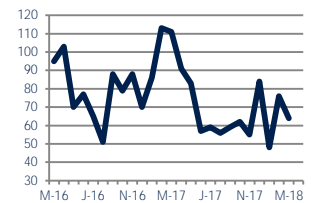
\$249,000



Up 9%  
Vs. Year Ago

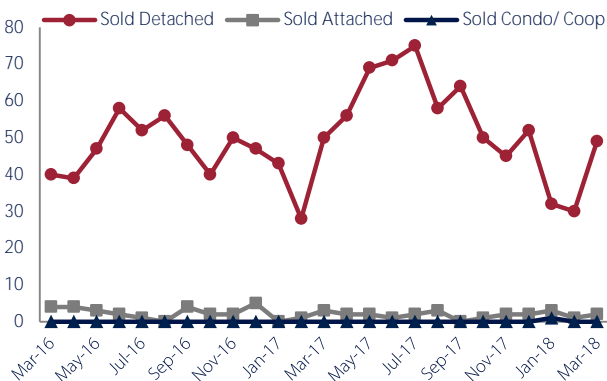
## Days On Market

64



Down -42%  
Vs. Year Ago

## Units Sold\*



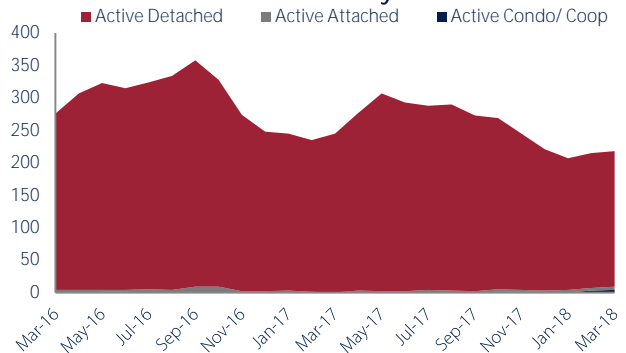
## Units Sold

There was an increase in total units sold in March, with 51 sold this month in Orange County. This month's total units sold was lower than at this time last year.

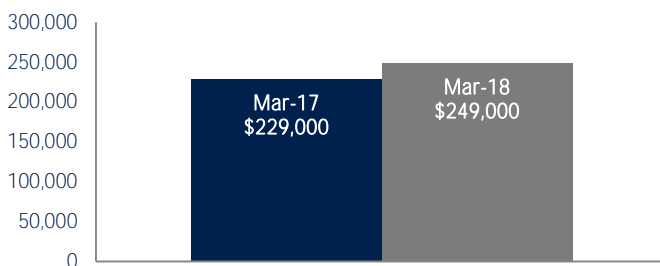
## Active Inventory

Versus last year, the total number of homes available this month is lower by 27 units or 11%. The total number of active inventory this March was 218 compared to 245 in March 2017. This month's total of 218 is higher than the previous month's total supply of available inventory of 215, an increase of 1%.

## Active Inventory\*



## Median Sale Price



## Median Sale Price

Last March, the median sale price for Orange County Homes was \$229,000. This March, the median sale price was \$249,000, an increase of 9% or \$20,000 compared to last year. The current median sold price is 25% 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.



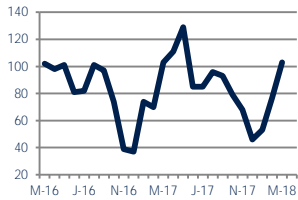
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.  
Information included in this report is based on data supplied by MRIS and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

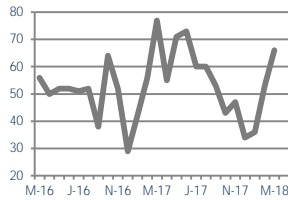
103



No Change  
Vs. Year Ago

### Current Contracts

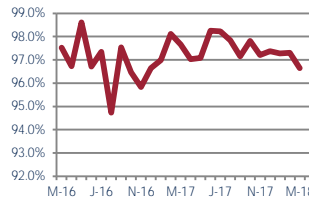
66



Down -14%  
Vs. Year Ago

### Sold Vs. List Price

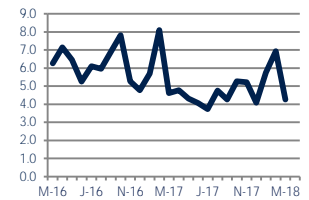
96.6%



Down -1%  
Vs. Year Ago

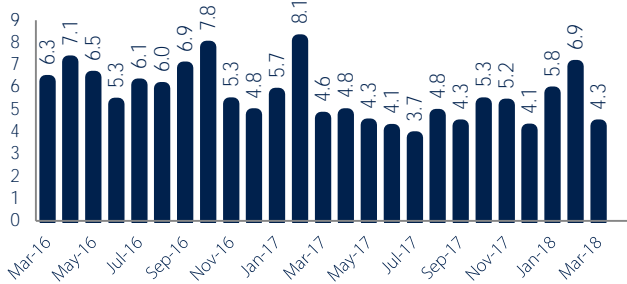
### Months of Supply

4.3



Down -8%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

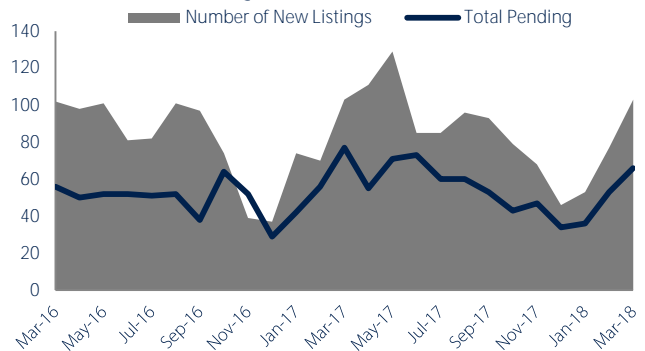
In March, there was 4.3 months of supply available in Orange County, compared to 4.6 in March 2017. That is a decrease of 8% versus a year ago.

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.

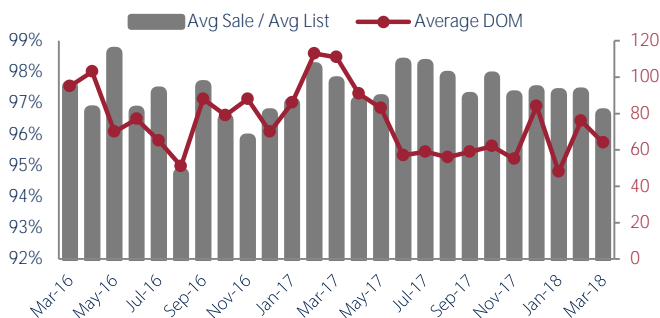
### New Listings & Current Contracts

This month there were 103 homes newly listed for sale in Orange County, which is similar to the amount in March 2017. There were 66 current contracts pending sale this March compared to 77 a year ago. The number of current contracts is 14% 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 Orange County was 96.6% of the average list price, which is 1.0% lower than at this time last year.

### Days On Market

This month, the average number of days on market was 64, lower than the average last year, which was 111, a decrease of 42%.



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