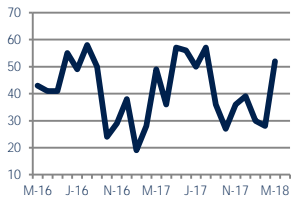




Units Sold

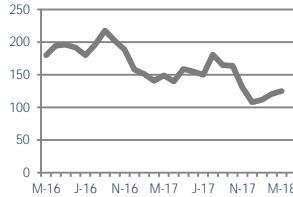
52



Up 6%  
Vs. Year Ago

Active Inventory

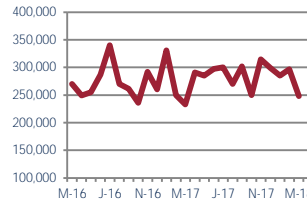
125



Down -16%  
Vs. Year Ago

Median Sale Price

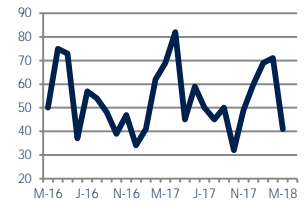
\$248,000



Up 6%  
Vs. Year Ago

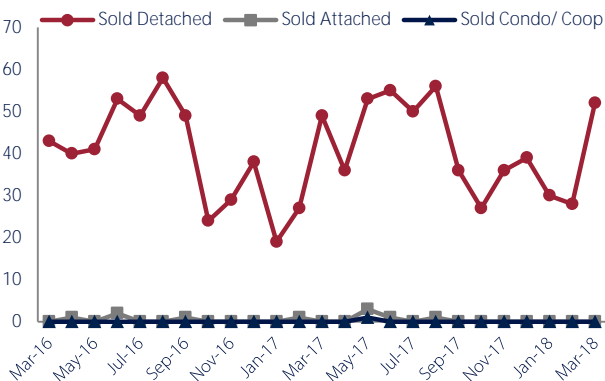
Days On Market

41



Down -41%  
Vs. Year Ago

Units Sold\*



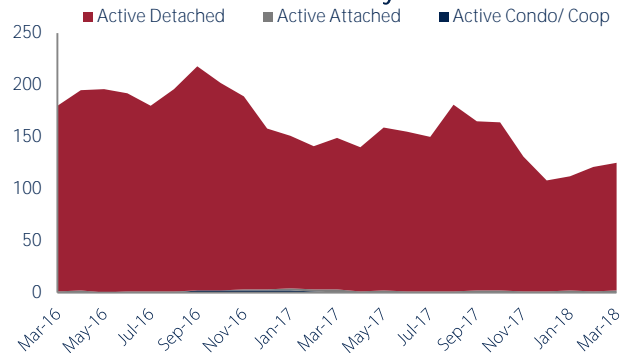
Units Sold

There was an increase in total units sold in March, with 52 sold this month in Powhatan County. This month's total units sold was higher than at this time last year.

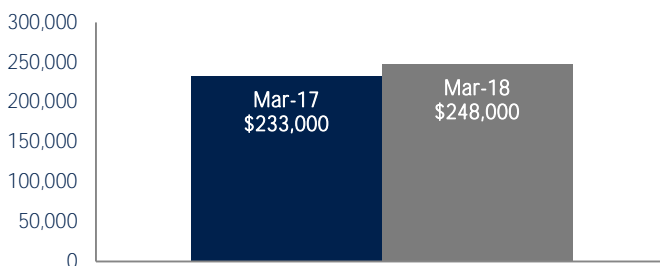
Active Inventory

Versus last year, the total number of homes available this month is lower by 24 units or 16%. The total number of active inventory this March was 125 compared to 149 in March 2017. This month's total of 125 is higher than the previous month's total supply of available inventory of 121, an increase of 3%.

Active Inventory\*



Median Sale Price



Median Sale Price

Last March, the median sale price for Powhatan County Homes was \$233,000. This March, the median sale price was \$248,000, an increase of 6% or \$15,000 compared to last year. The current median sold price is 16% 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.



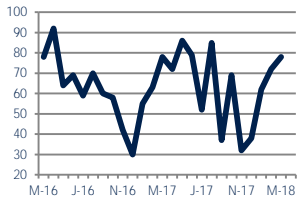
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CVRMLS and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





### New Listings

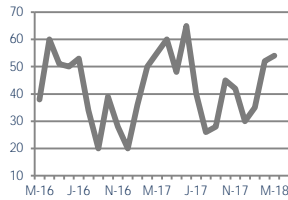
78



No Change  
Vs. Year Ago

### Current Contracts

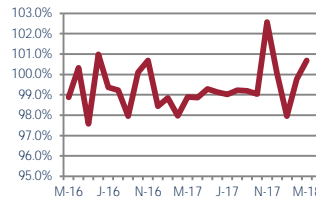
54



Down -2%  
Vs. Year Ago

### Sold Vs. List Price

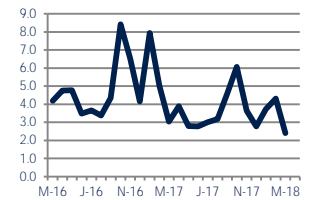
100.7%



Up 1.8%  
Vs. Year Ago

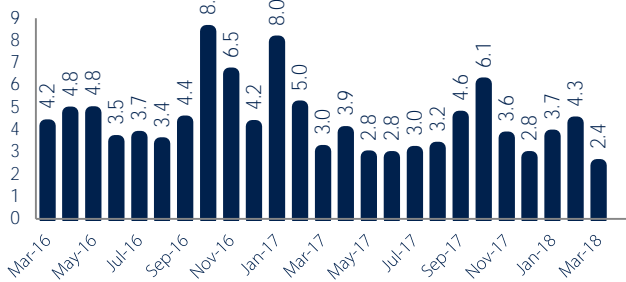
### Months of Supply

2.4



Down -21%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

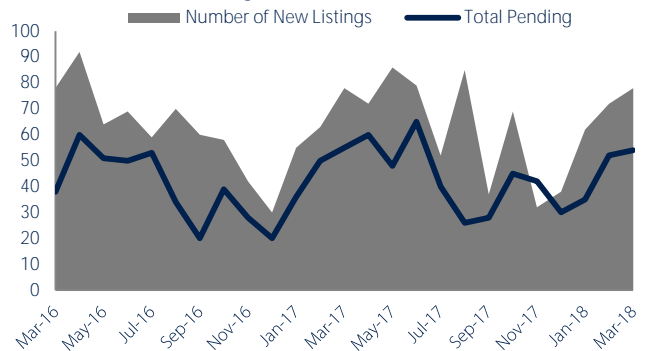
In March, there was 2.4 months of supply available in Powhatan County, compared to 3.0 in March 2017. That is a decrease of 21% versus a year ago.

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.

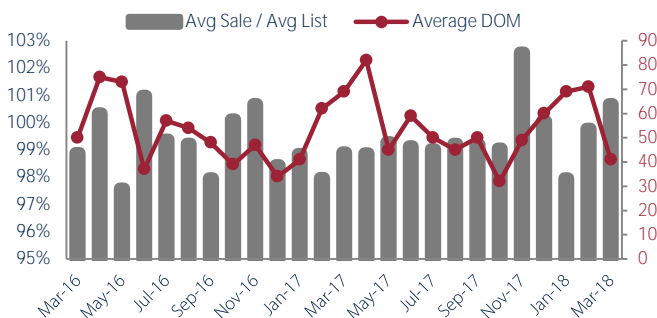
### New Listings & Current Contracts

This month there were 78 homes newly listed for sale in Powhatan County, which is similar to the amount in March 2017. There were 54 current contracts pending sale this March compared to 55 a year ago. The number of current contracts is 2% 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 Powhatan County was 100.7% of the average list price, which is 1.8% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 41, lower than the average last year, which was 69, a decrease of 41%.



\*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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