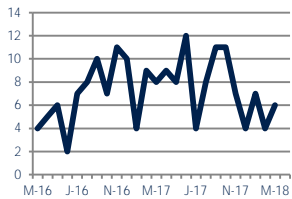




Units Sold

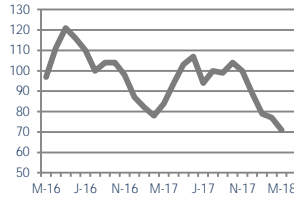
6



Down
Vs. Year Ago

Active Inventory

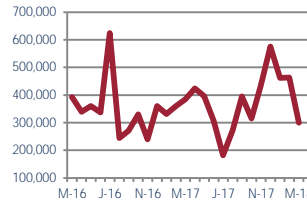
71



Down -15%
Vs. Year Ago

Median Sale Price

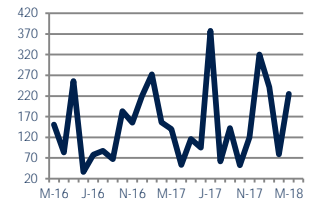
\$300,500



Down
Vs. Year Ago

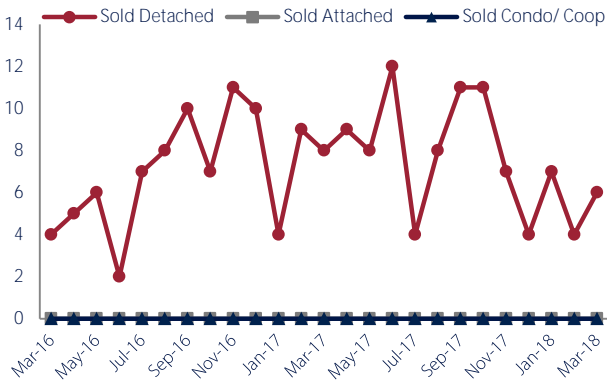
Days On Market

225



Up
Vs. Year Ago

Units Sold*



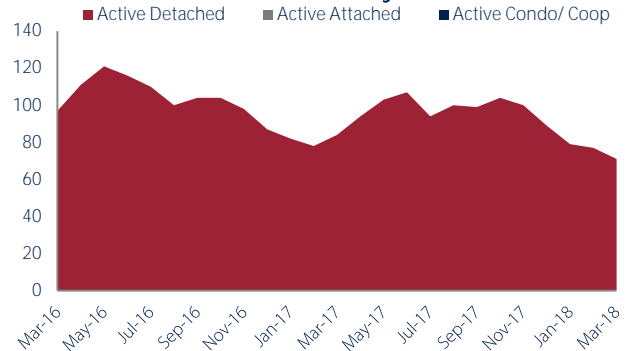
Units Sold

With relatively few transactions, there was an increase in total units sold in March, with 6 sold this month in Rappahannock County. This month's total units sold was lower than at this time last year, a decrease from March 2017.

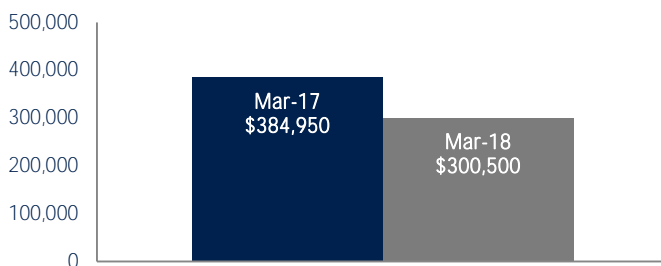
Active Inventory

Versus last year, the total number of homes available this month is lower by 13 units or 15%. The total number of active inventory this March was 71 compared to 84 in March 2017. This month's total of 71 is lower than the previous month's total supply of available inventory of 77, a decrease of 8%.

Active Inventory*



Median Sale Price



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last March, the median sale price for Rappahannock County Homes was \$384,950. This March, the median sale price was \$300,500, a decrease of \$84,450 compared to last year. The current median sold price is 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.

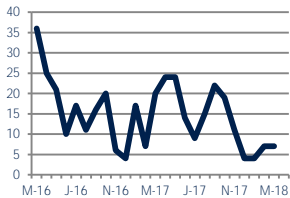


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

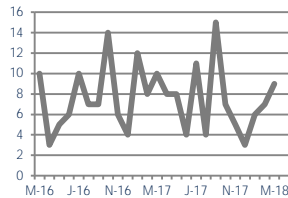
7



Down -65%
Vs. Year Ago

Current Contracts

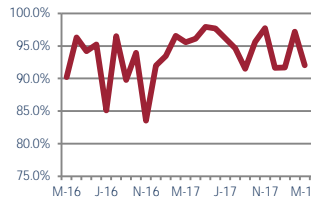
9



Down -10%
Vs. Year Ago

Sold Vs. List Price

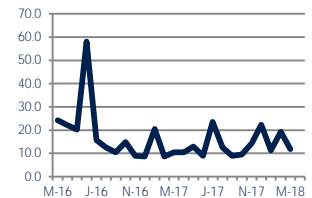
92.1%



Down -3.7%
Vs. Year Ago

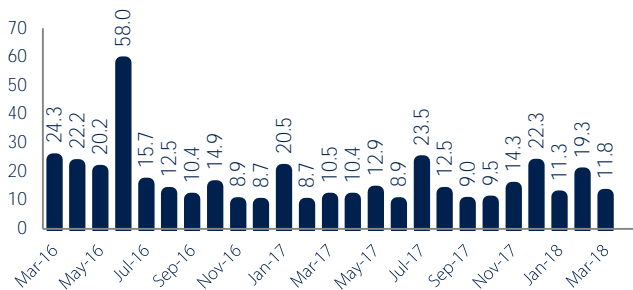
Months of Supply

11.8



Up 13%
Vs. Year Ago

Months Of Supply



Months of Supply

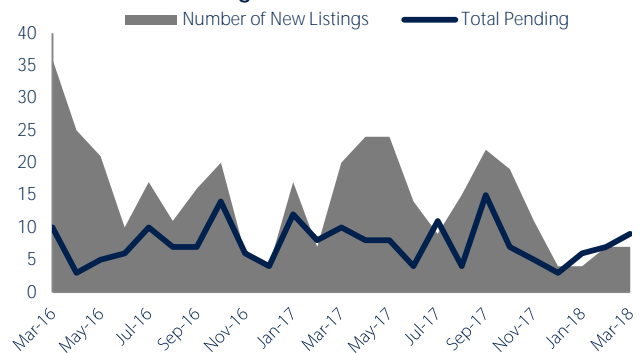
In March, there was 11.8 months of supply available in Rappahannock County, compared to 10.5 in March 2017. That is an increase of 13% versus a year ago.

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.

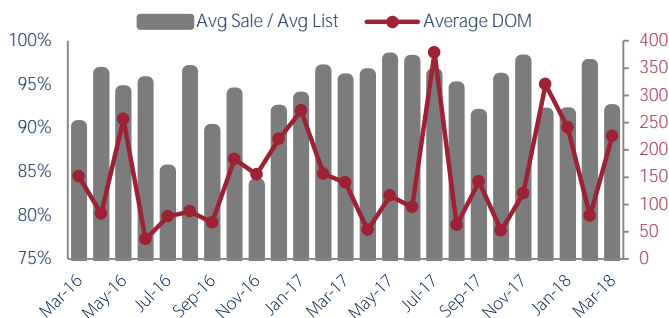
New Listings & Current Contracts

This month there were 7 homes newly listed for sale in Rappahannock County compared to 20 in March 2017, a decrease of 65%. There were 9 current contracts pending sale this March compared to 10 a year ago. The number of current contracts is 10% 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 Rappahannock County was 92.1% of the average list price, which is 3.5% lower than at this time last year.

Days On Market

This month, the average number of days on market was 225, higher than the average last year, which was 140. This increase was impacted by the limited number of sales.



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