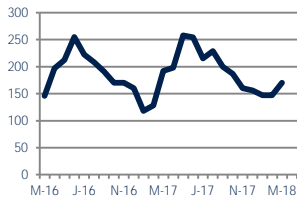




Units Sold

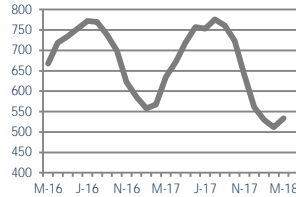
170



Down -11%  
Vs. Year Ago

Active Inventory

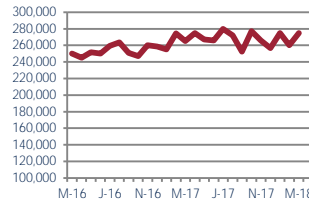
534



Down -16%  
Vs. Year Ago

Median Sale Price

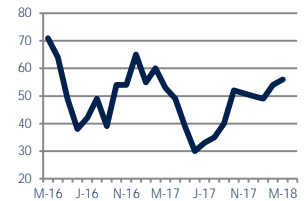
\$275,000



Up 4%  
Vs. Year Ago

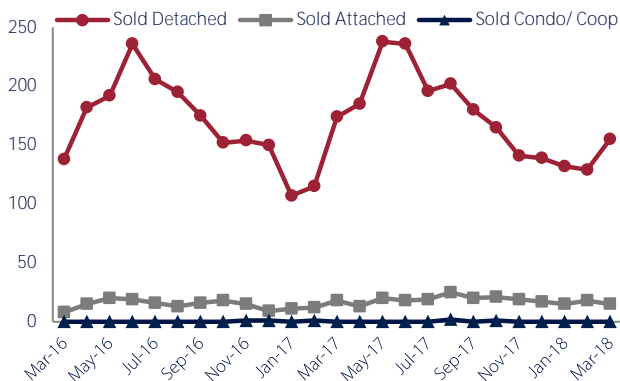
Days On Market

56



Up 6%  
Vs. Year Ago

Units Sold\*



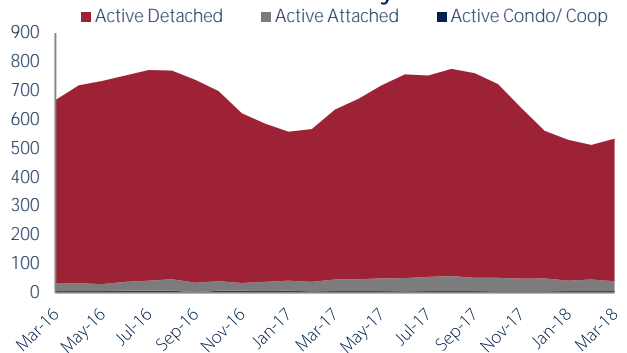
Units Sold

There was an increase in total units sold in March, with 170 sold this month in Spotsylvania County versus 147 last month, an increase of 16%. This month's total units sold was lower than at this time last year, a decrease of 11% versus March 2017.

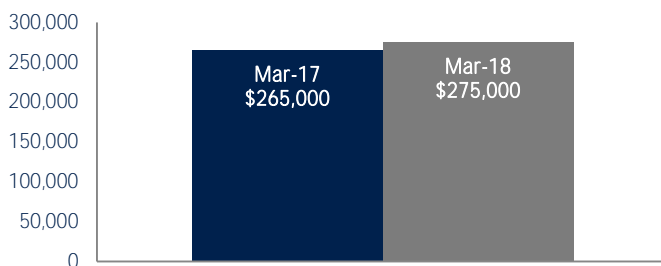
Active Inventory

Versus last year, the total number of homes available this month is lower by 101 units or 16%. The total number of active inventory this March was 534 compared to 635 in March 2017. This month's total of 534 is higher than the previous month's total supply of available inventory of 512, an increase of 4%.

Active Inventory\*



Median Sale Price



Median Sale Price

Last March, the median sale price for Spotsylvania County Homes was \$265,000. This March, the median sale price was \$275,000, an increase of 4% or \$10,000 compared to last year. 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.

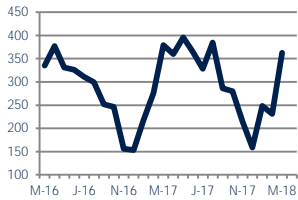


\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

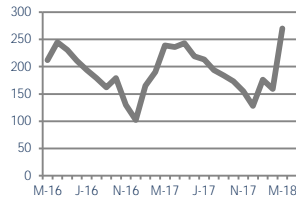
363



Down -4%  
Vs. Year Ago

**Current Contracts**

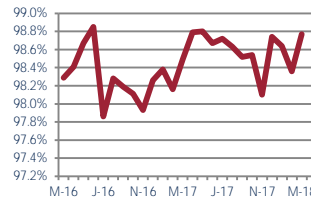
270



Up 13%  
Vs. Year Ago

**Sold Vs. List Price**

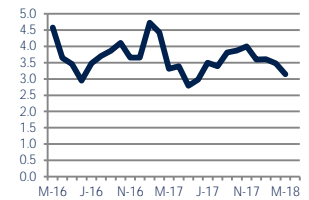
98.8%



No Change  
Vs. Year Ago

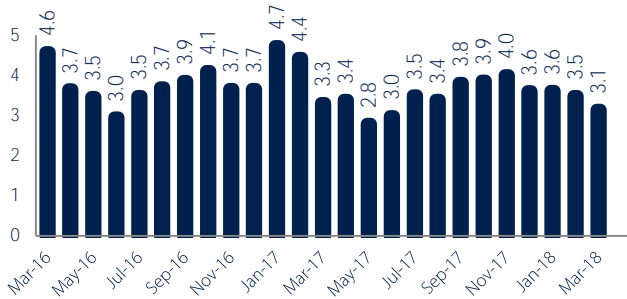
**Months of Supply**

3.1



Down -5%  
Vs. Year Ago

**Months Of Supply**



**Months of Supply**

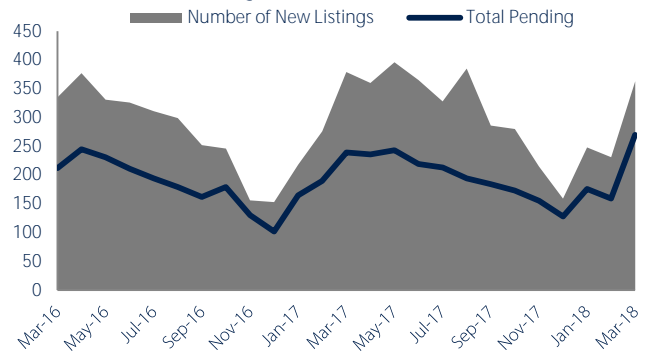
In March, there was 3.1 months of supply available in Spotsylvania County, compared to 3.3 in March 2017. That is a decrease of 5% versus a year ago.

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.

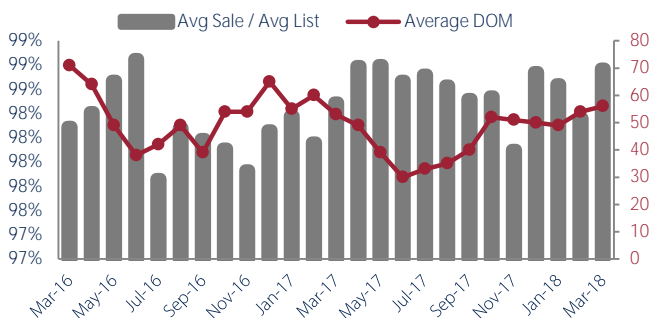
**New Listings & Current Contracts**

This month there were 363 homes newly listed for sale in Spotsylvania County compared to 379 in March 2017, a decrease of 4%. There were 270 current contracts pending sale this March compared to 239 a year ago. The number of current contracts is 13% higher 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 Spotsylvania County was 98.8% of the average list price, which is similar compared to a year ago.

**Days On Market**

This month, the average number of days on market was 56, higher than the average last year, which was 53, an increase of 6%.



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