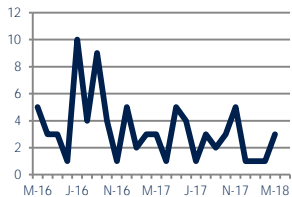




Units Sold

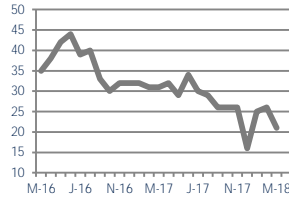
3



No Change  
Vs. Year Ago

Active Inventory

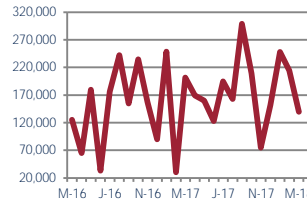
21



Down -32%  
Vs. Year Ago

Median Sale Price

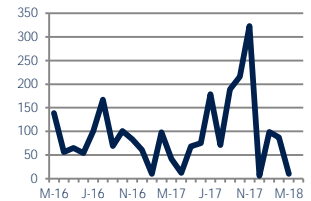
\$140,000



Down  
Vs. Year Ago

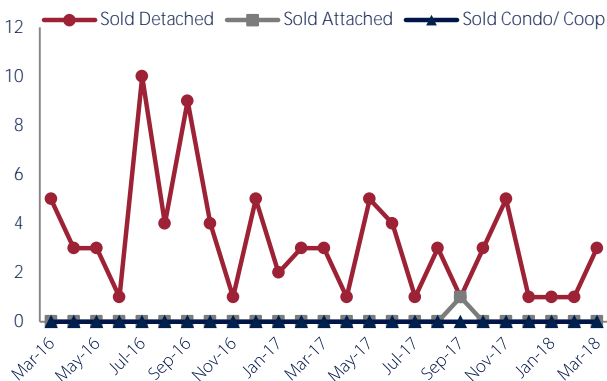
Days On Market

10



Down  
Vs. Year Ago

Units Sold\*



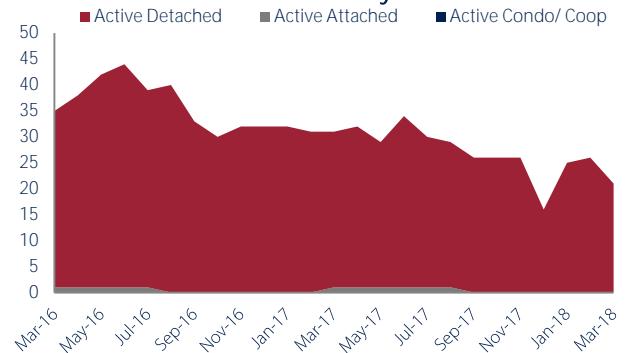
Units Sold

There was an increase in total units sold in March, with 3 sold this month in Surry County, an increase of 200%. This month's total units sold is similar compared to a year ago.

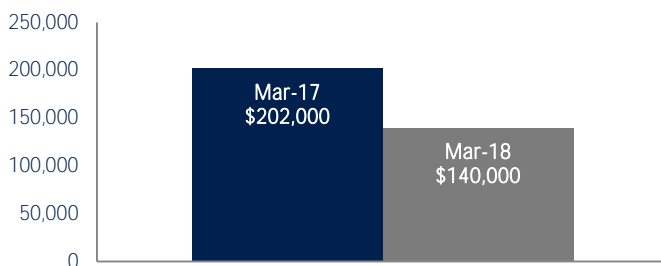
Active Inventory

Versus last year, the total number of homes available this month is lower by 10 units or 32%. The total number of active inventory this March was 21 compared to 31 in March 2017. This month's total of 21 is lower than the previous month's total supply of available inventory of 26, a decrease of 19%.

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 Surry County Homes was \$202,000. This March, the median sale price was \$140,000, a decrease of \$62,000 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.

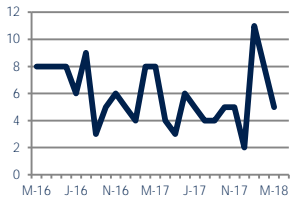


\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by REIN and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



### New Listings

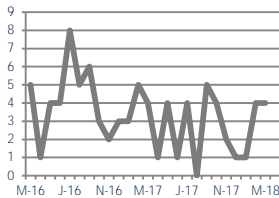
5



**Down -38%**  
Vs. Year Ago

### Current Contracts

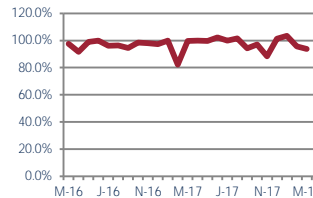
4



**No Change**  
Vs. Year Ago

### Sold Vs. List Price

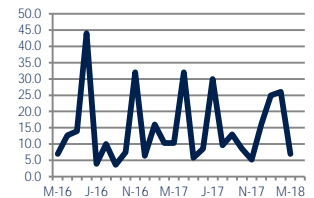
93.7%



**Down**  
Vs. Year Ago

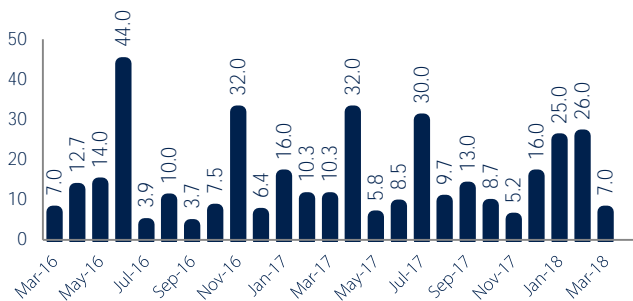
### Months of Supply

7.0



**Down -32%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

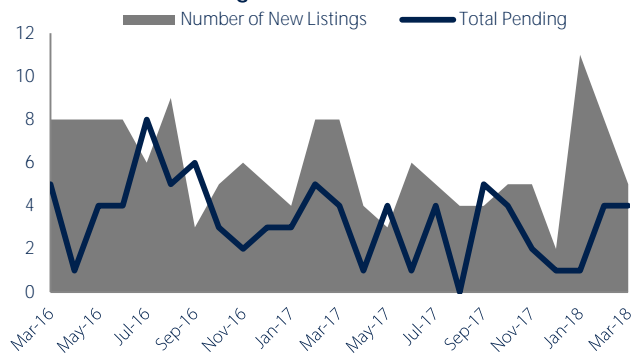
In March, there was 7.0 months of supply available in Surry County, compared to 10.3 in March 2017. That is a decrease of 32% versus a year ago.

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.

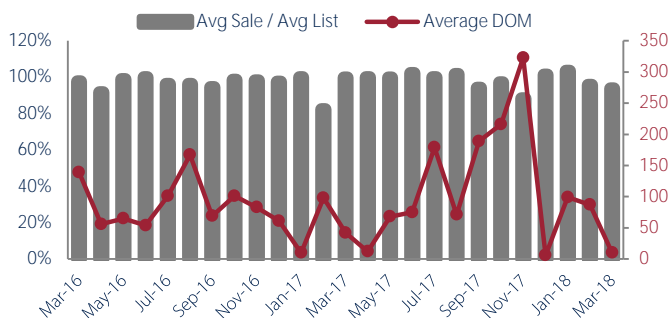
### New Listings & Current Contracts

This month there were 5 homes newly listed for sale in Surry County compared to 8 in March 2017, a decrease of 38%. There were 4 current contracts pending sale this March, approximately the same as a year ago. The number of current contracts is also similar as compared to the previous month.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In March, the average sale price in Surry County was 93.7% of the average list price, which is lower than at this time last year.

### Days On Market

This month, the average number of days on market was 10, lower than the average last year, which was 42. This decrease was impacted by the limited number of sales.



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