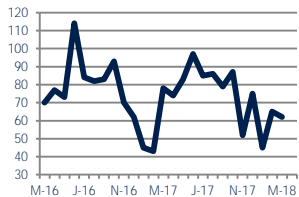




Units Sold

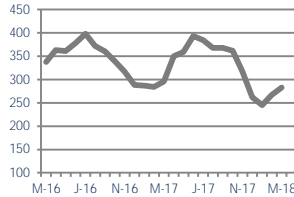
62



Down -21%
Vs. Year Ago

Active Inventory

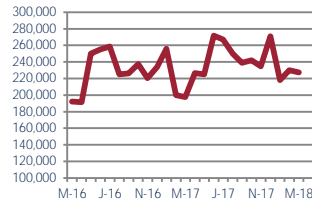
283



Down -4%
Vs. Year Ago

Median Sale Price

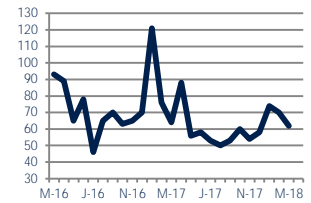
\$227,500



Up 15%
Vs. Year Ago

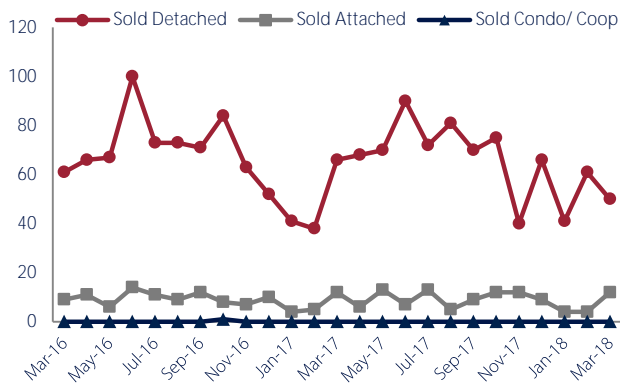
Days On Market

62



Down -3%
Vs. Year Ago

Units Sold*



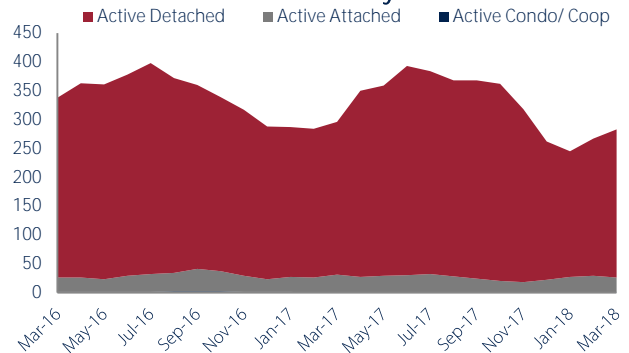
Units Sold

There was a decrease in total units sold in March, with 62 sold this month in Jefferson County versus 65 last month, a decrease of 5%. This month's total units sold was lower than at this time last year, a decrease of 21% versus March 2017.

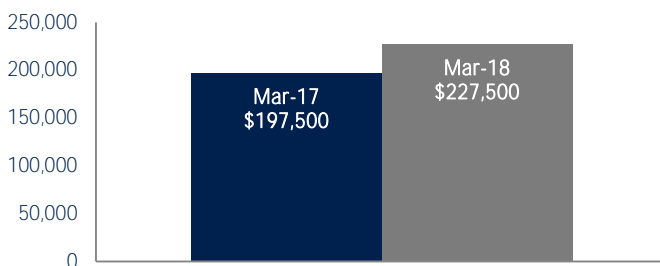
Active Inventory

Versus last year, the total number of homes available this month is lower by 13 units or 4%. The total number of active inventory this March was 283 compared to 296 in March 2017. This month's total of 283 is higher than the previous month's total supply of available inventory of 267, an increase of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Jefferson County Homes was \$197,500. This March, the median sale price was \$227,500, an increase of 15% or \$30,000 compared to last year. The current median sold price is 1% 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.



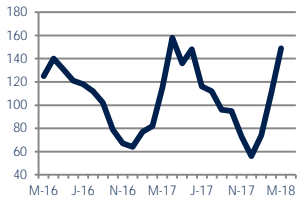
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

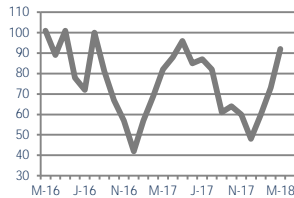
149



Up 30%
Vs. Year Ago

Current Contracts

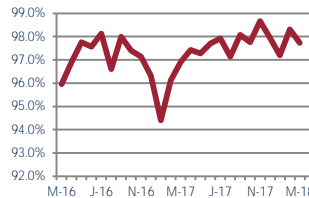
92



Up 12%
Vs. Year Ago

Sold Vs. List Price

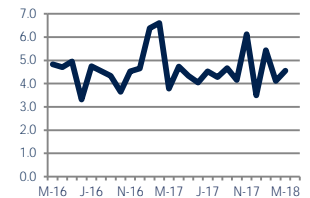
97.7%



Up 0.9%
Vs. Year Ago

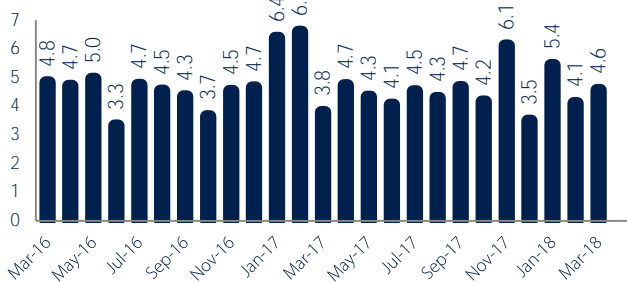
Months of Supply

4.6



Up 20%
Vs. Year Ago

Months Of Supply



Months of Supply

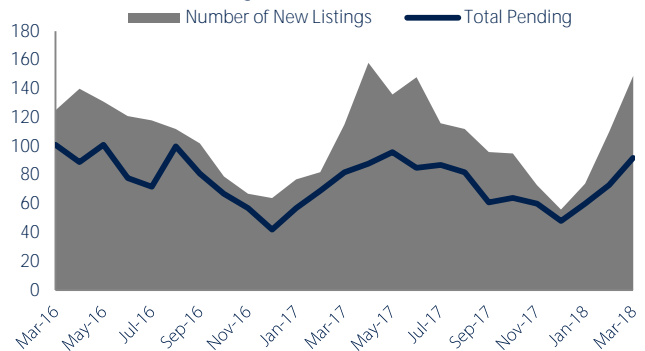
In March, there was 4.6 months of supply available in Jefferson County, compared to 3.8 in March 2017. That is an increase of 20% versus a year ago.

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.

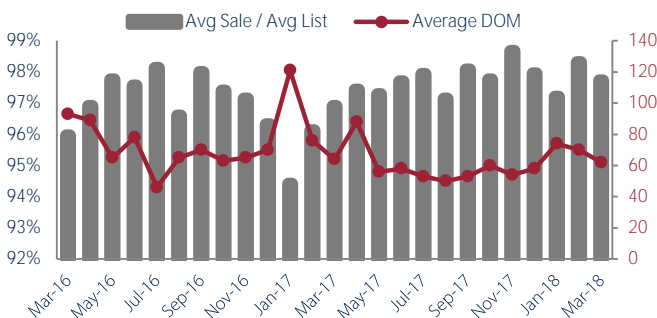
New Listings & Current Contracts

This month there were 149 homes newly listed for sale in Jefferson County compared to 115 in March 2017, an increase of 30%. There were 92 current contracts pending sale this March compared to 82 a year ago. The number of current contracts is 12% 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 Jefferson County was 97.7% of the average list price, which is 0.8% higher than at this time last year.

Days On Market

This month, the average number of days on market was 62, lower than the average last year, which was 64, a decrease of 3%.



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