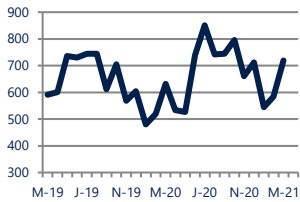




Focus On: **Guilford County Housing Market**

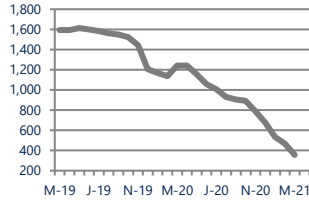
March 2021

Units Sold
719



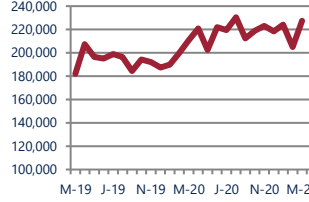
Up 14%
Vs. Year Ago

Active Inventory
356



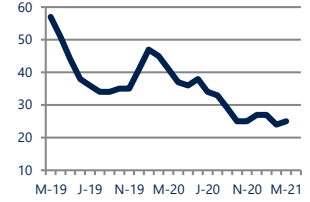
Down -71%
Vs. Year Ago

Median Sale Price
\$227,320



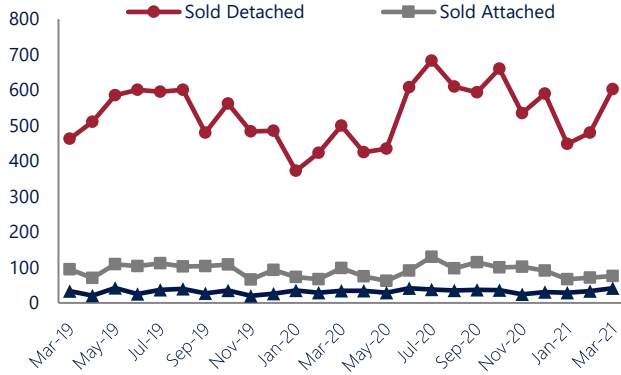
Up 8%
Vs. Year Ago

Days On Market
25



Down -39%
Vs. Year Ago

Units Sold*



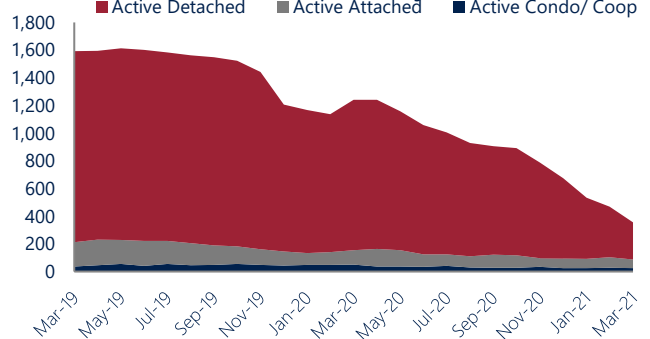
Units Sold

There was an increase in total units sold in March, with 719 sold this month in Guilford County versus 584 last month, an increase of 23%. This month's total units sold was higher than at this time last year, an increase of 14% versus March 2020.

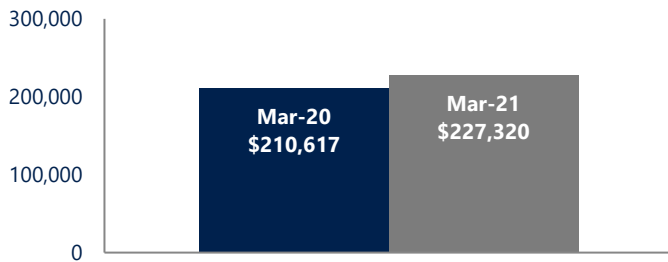
Active Inventory

Versus last year, the total number of homes available this month is lower by 884 units or 71%. The total number of active inventory this March was 356 compared to 1,240 in March 2020. This month's total of 356 is lower than the previous month's total supply of available inventory of 469, a decrease of 24%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Guilford County Homes was \$210,617. This March, the median sale price was \$227,320, an increase of 8% or \$16,703 compared to last year. The current median sold price is 11% 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.



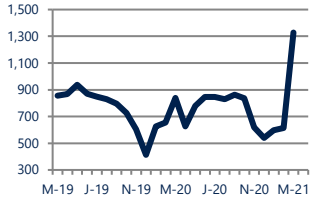
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by TRIAD and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





New Listings

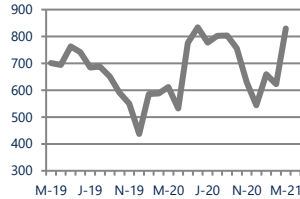
1,328



Up 58%
Vs. Year Ago

Current Contracts

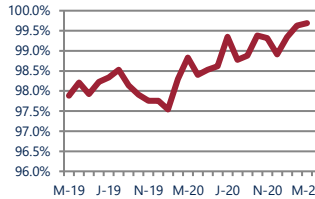
830



Up 36%
Vs. Year Ago

Sold Vs. List Price

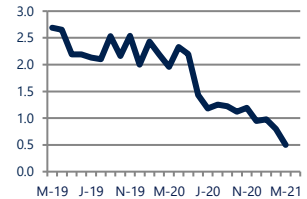
99.7%



Up 0.9%
Vs. Year Ago

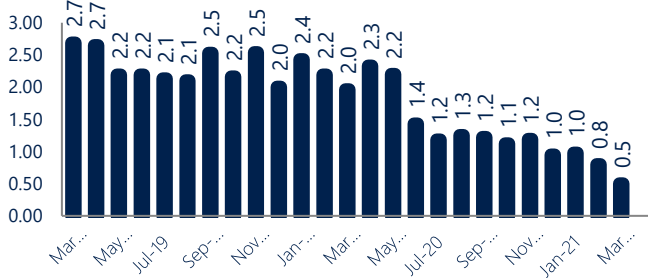
Months of Supply

0.5



Down -74%
Vs. Year Ago

Months of Supply



Months of Supply

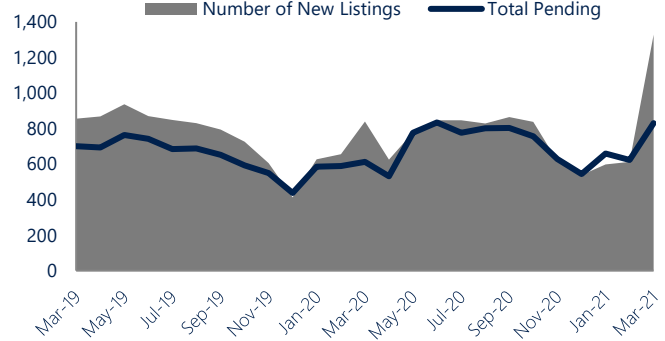
In March, there was 0.5 months of supply available in Guilford County, compared to 2.0 in March 2020. That is a decrease of 75% versus a year ago.

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.

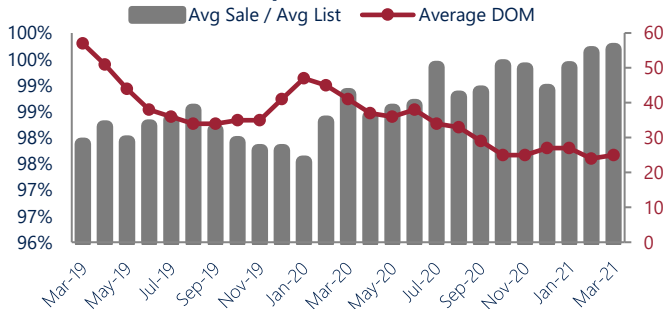
New Listings & Current Contracts

This month there were 1,328 homes newly listed for sale in Guilford County compared to 840 in March 2020, an increase of 58%. There were 830 current contracts pending sale this March compared to 612 a year ago. The number of current contracts is 36% 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 Guilford County was 99.7% of the average list price, which is 0.9% higher than at this time last year.

Days On Market

This month, the average number of days on market was 25, lower than the average last year, which was 41, a decrease of 39%.



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