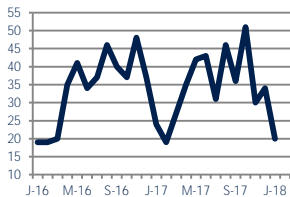




### Units Sold

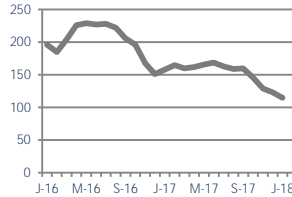
20



**Down**  
Vs. Year Ago

### Active Inventory

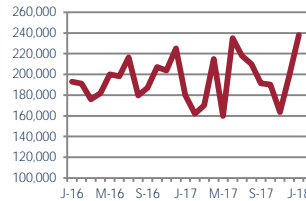
115



**Down -27%**  
Vs. Year Ago

### Median Sale Price

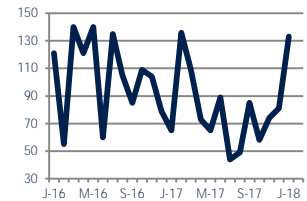
\$237,900



**Up**  
Vs. Year Ago

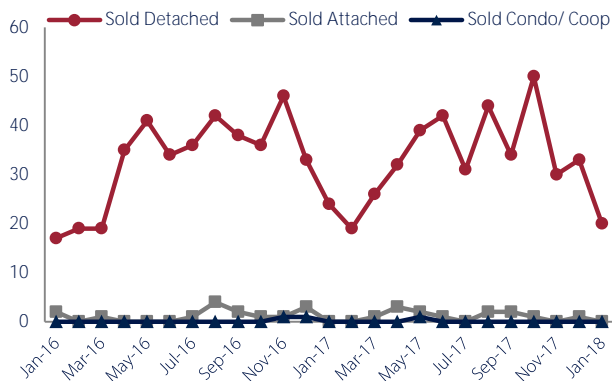
### Days On Market

133



**Up**  
Vs. Year Ago

### Units Sold\*



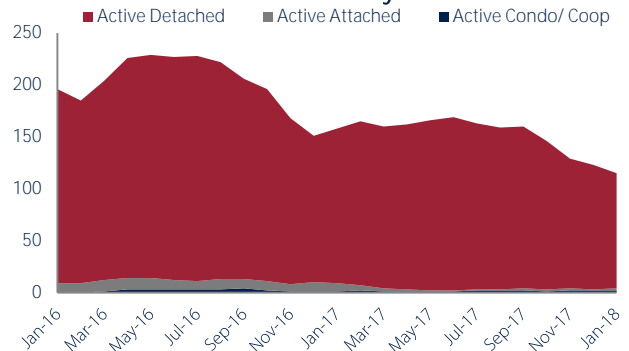
### Units Sold

With relatively few transactions, there was a decrease in total units sold in January, with 20 sold this month in Augusta County. This month's total units sold was lower than at this time last year, a decrease from January 2017.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 43 units or 27%. The total number of active inventory this January was 115 compared to 158 in January 2017. This month's total of 115 is lower than the previous month's total supply of available inventory of 123, a decrease of 7%.

### 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 January, the median sale price for Augusta County Homes was \$179,950. This January, the median sale price was \$237,900, an increase of \$57,950 compared to last year. The current median sold price is higher than in December.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



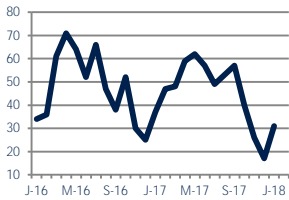
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

Information included in this report is based on data supplied by GAARVA 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 GAARVA or Long & Foster Real Estate, Inc.



### New Listings

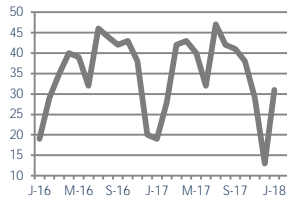
31



**Down -16%**  
Vs. Year Ago

### Current Contracts

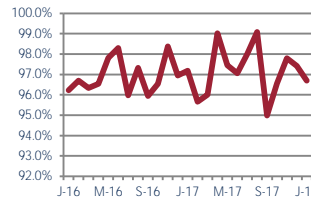
31



**Up 63%**  
Vs. Year Ago

### Sold Vs. List Price

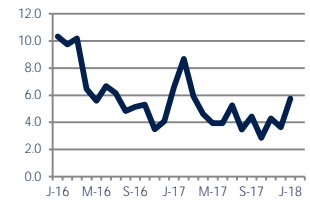
96.7%



**Down -0.5%**  
Vs. Year Ago

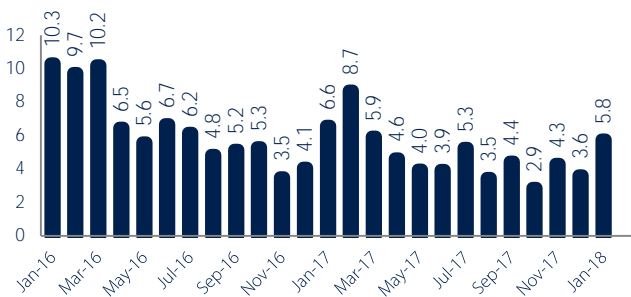
### Months of Supply

5.8



**Down -13%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

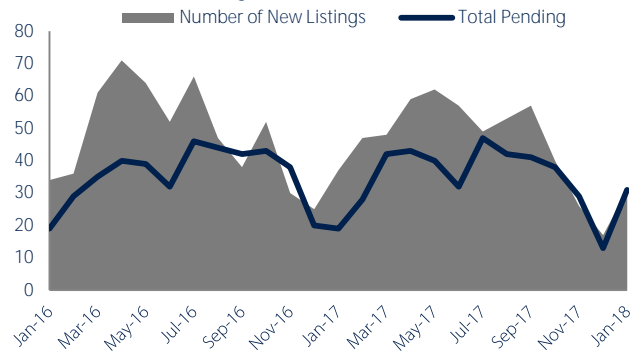
In January, there was 5.8 months of supply available in Augusta County, compared to 6.6 in January 2017. That is a decrease of 13% versus a year ago.

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.

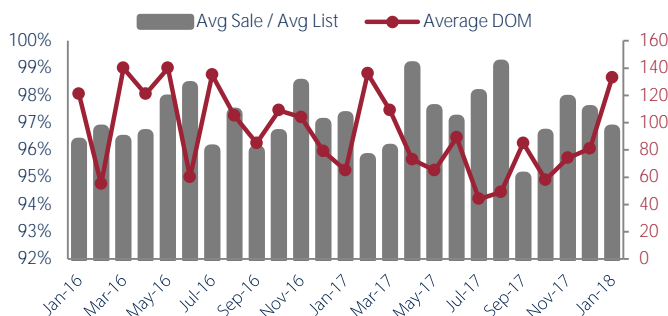
### New Listings & Current Contracts

This month there were 31 homes newly listed for sale in Augusta County compared to 37 in January 2017, a decrease of 16%. There were 31 current contracts pending sale this January compared to 19 a year ago. The number of current contracts is 63% higher than last January.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In January, the average sale price in Augusta County was 96.7% of the average list price, which is 0.5% lower than at this time last year.

### Days On Market

This month, the average number of days on market was 133, higher than the average last year, which was 65. This increase was impacted by the limited number of sales.



\*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 GAARVA 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 GAARVA or Long & Foster Real Estate, Inc.

