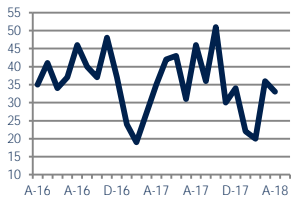




Units Sold

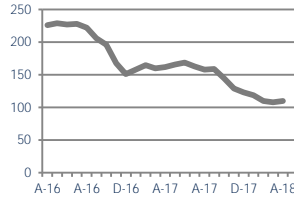
33



Down -6%
Vs. Year Ago

Active Inventory

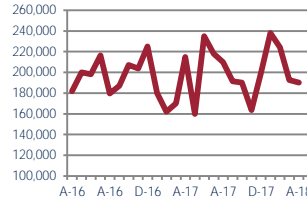
110



Down -32%
Vs. Year Ago

Median Sale Price

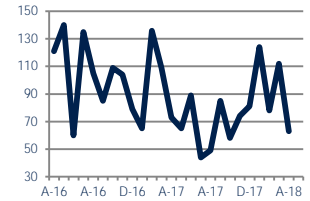
\$190,000



Down -12%
Vs. Year Ago

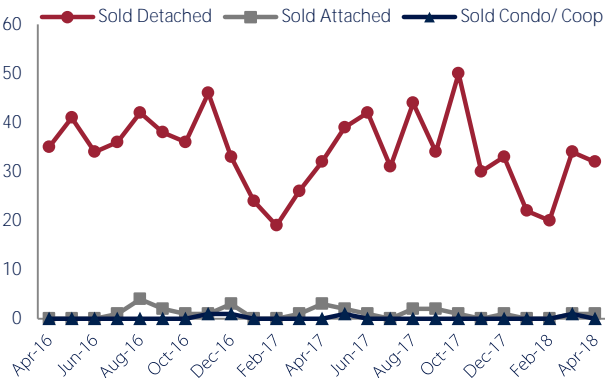
Days On Market

63



Down -14%
Vs. Year Ago

Units Sold*



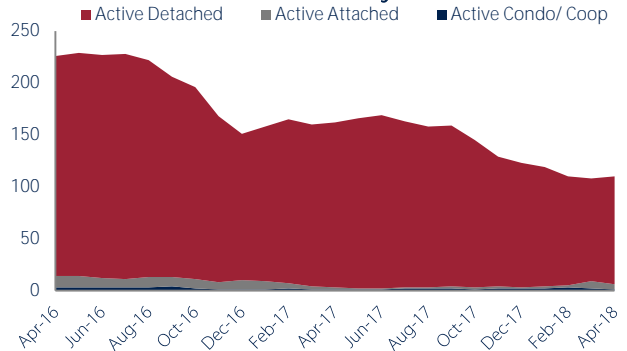
Units Sold

There was a decrease in total units sold in April, with 33 sold this month in Augusta County versus 36 last month, a decrease of 8%. This month's total units sold was lower than at this time last year, a decrease of 6% versus April 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 52 units or 32%. The total number of active inventory this April was 110 compared to 162 in April 2017. This month's total of 110 is higher than the previous month's total supply of available inventory of 108, an increase of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Augusta County Homes was \$214,900. This April, the median sale price was \$190,000, a decrease of 12% or \$24,900 compared to last year. The current median sold price is 1% lower than in March.

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



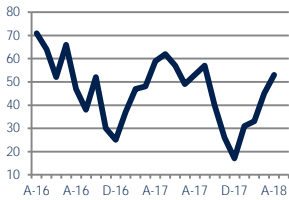
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by GAARVA and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

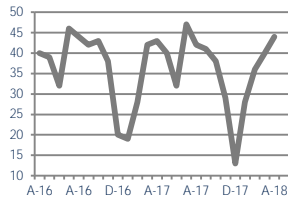
53



Down -10%
Vs. Year Ago

Current Contracts

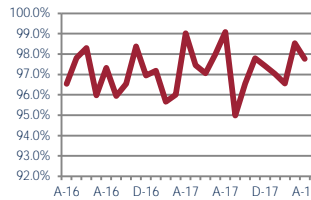
44



Up 2%
Vs. Year Ago

Sold Vs. List Price

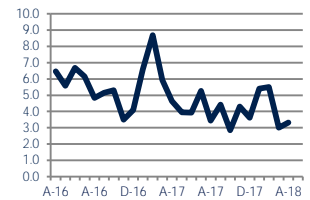
97.8%



Down -1.3%
Vs. Year Ago

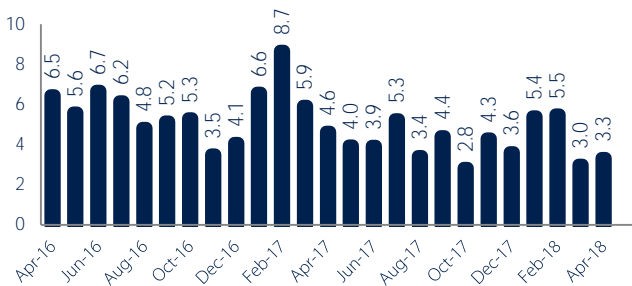
Months of Supply

3.3



Down -28%
Vs. Year Ago

Months Of Supply



Months of Supply

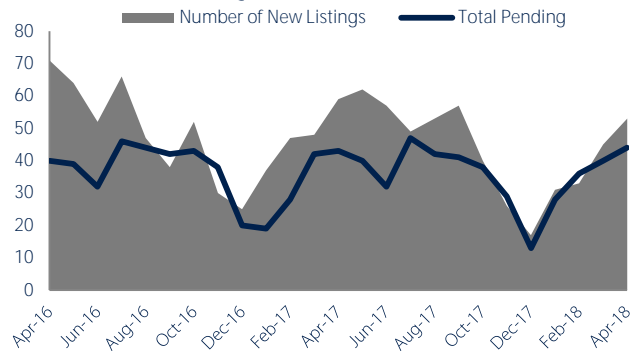
In April, there was 3.3 months of supply available in Augusta County, compared to 4.6 in April 2017. That is a decrease of 28% versus a year ago.

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.

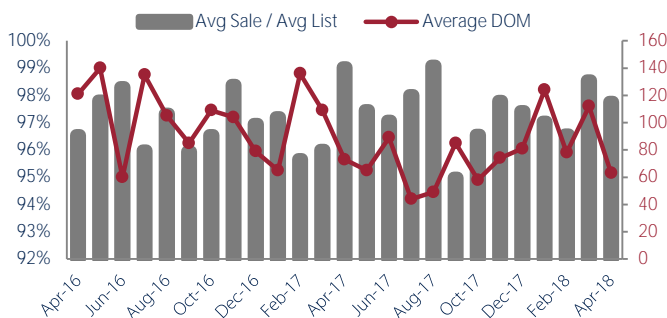
New Listings & Current Contracts

This month there were 53 homes newly listed for sale in Augusta County compared to 59 in April 2017, a decrease of 10%. There were 44 current contracts pending sale this April compared to 43 a year ago. The number of current contracts is 2% higher than last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Augusta County was 97.8% of the average list price, which is 1.3% lower than at this time last year.

Days On Market

This month, the average number of days on market was 63, lower than the average last year, which was 73, a decrease of 14%.



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