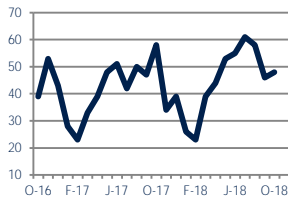


Units Sold

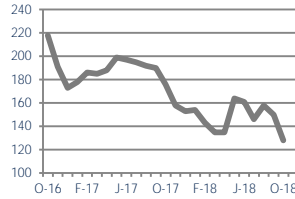
48



Down -17%
Vs. Year Ago

Active Inventory

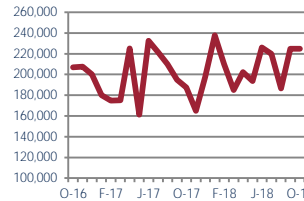
128



Down -27%
Vs. Year Ago

Median Sale Price

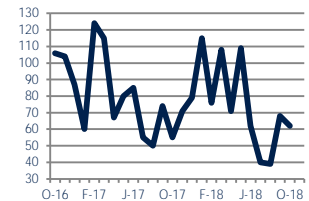
\$224,750



Up 20%
Vs. Year Ago

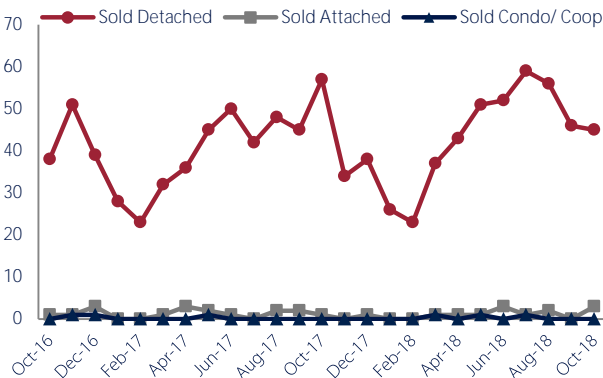
Days On Market

62



Up 13%
Vs. Year Ago

Units Sold*



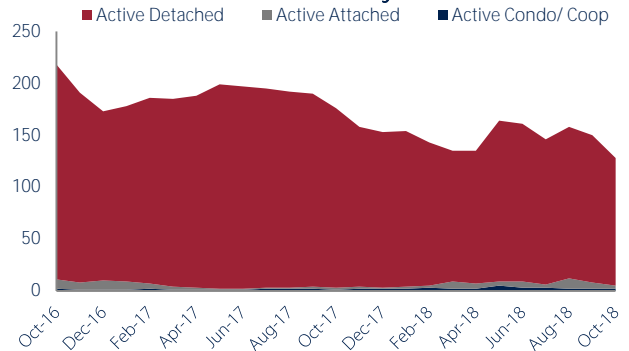
Units Sold

There was an increase in total units sold in October, with 48 sold this month in Augusta County versus 46 last month, an increase of 4%. This month's total units sold was lower than at this time last year, a decrease of 17% versus October 2017.

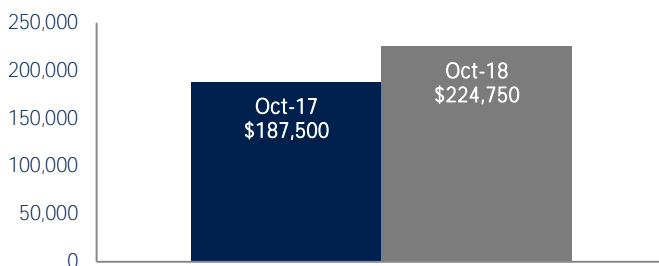
Active Inventory

Versus last year, the total number of homes available this month is lower by 48 units or 27%. The total number of active inventory this October was 128 compared to 176 in October 2017. This month's total of 128 is lower than the previous month's total supply of available inventory of 150, a decrease of 15%.

Active Inventory*



Median Sale Price



Median Sale Price

Last October, the median sale price for Augusta County Homes was \$187,500. This October, the median sale price was \$224,750, an increase of 20% or \$37,250 compared to last year. The current median sold price is approximately the same as the median price in September.

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



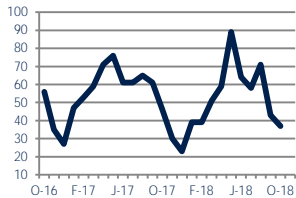
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CGARH and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





New Listings

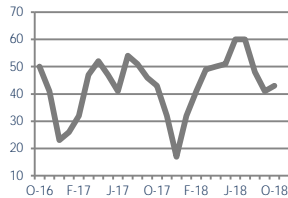
37



Down -20%
Vs. Year Ago

Current Contracts

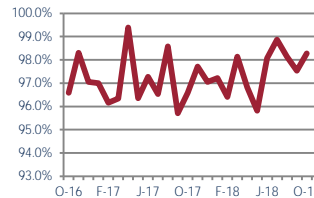
43



No Change
Vs. Year Ago

Sold Vs. List Price

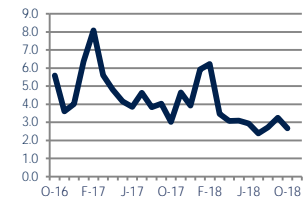
98.3%



Up 1.7%
Vs. Year Ago

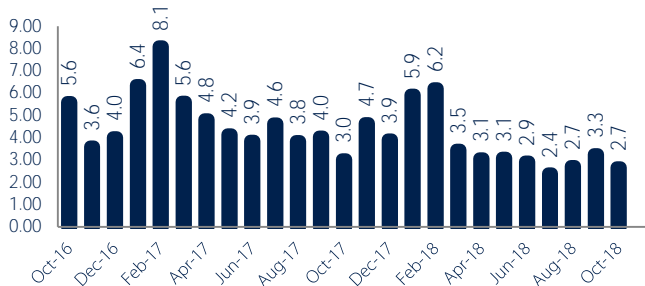
Months of Supply

2.7



Down -12%
Vs. Year Ago

Months Of Supply



Months of Supply

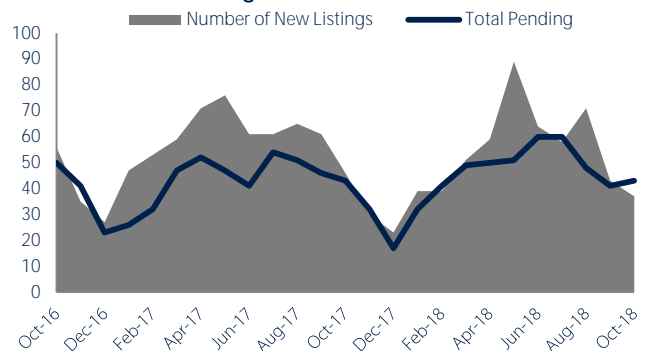
In October, there was 2.7 months of supply available in Augusta County, compared to 3.0 in October 2017. That is a decrease of 12% versus a year ago.

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.

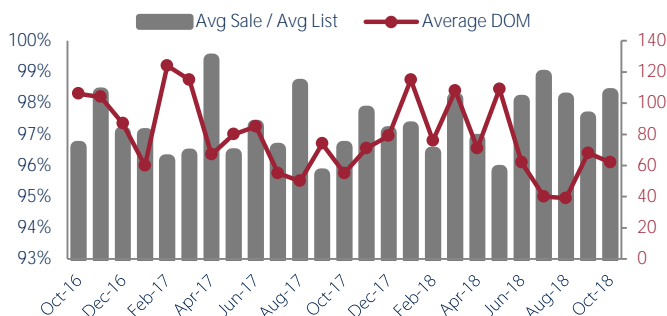
New Listings & Current Contracts

This month there were 37 homes newly listed for sale in Augusta County compared to 46 in October 2017, a decrease of 20%. There were 43 current contracts pending sale this October, consistent with the volume a year ago. The number of current contracts is 5% higher than last month.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In October, the average sale price in Augusta County was 98.3% of the average list price, which is 1.7% higher than at this time last year.

Days On Market

This month, the average number of days on market was 62, higher than the average last year, which was 55, an increase of 13%.



*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 CGARH 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 CGARH or Long & Foster Real Estate, Inc.

