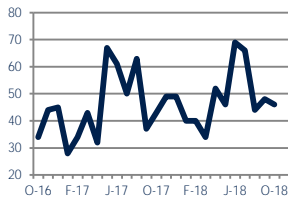


### Units Sold

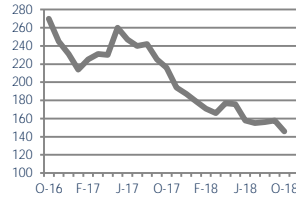
46



Up 7%  
Vs. Year Ago

### Active Inventory

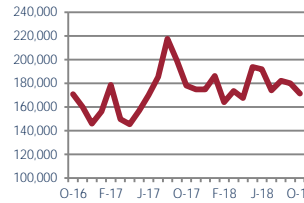
146



Down -32%  
Vs. Year Ago

### Median Sale Price

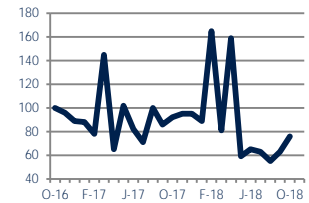
\$171,500



Down -4%  
Vs. Year Ago

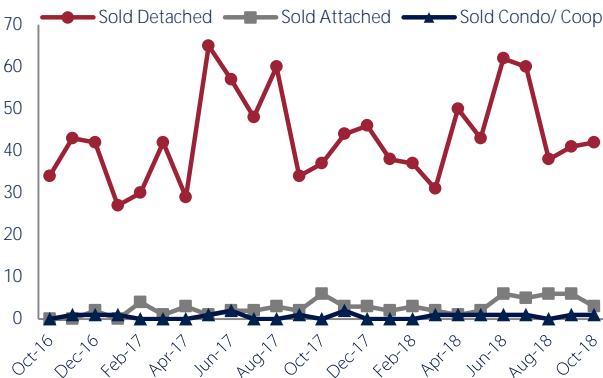
### Days On Market

76



Down -17%  
Vs. Year Ago

### Units Sold\*



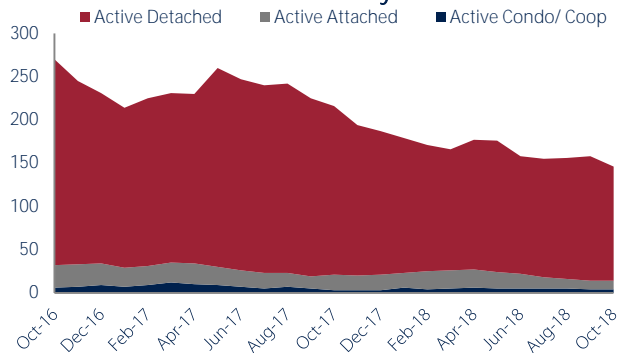
### Units Sold

There was a decrease in total units sold in October, with 46 sold this month in City of Staunton versus 48 last month, a decrease of 4%. This month's total units sold was higher than at this time last year, an increase of 7% versus October 2017.

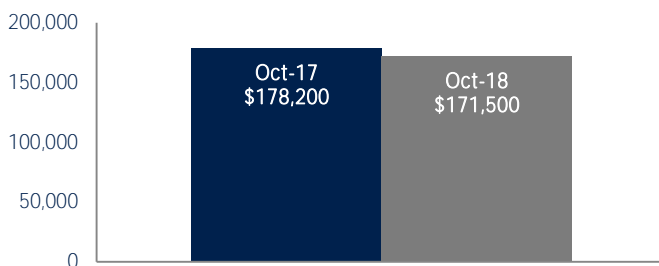
### Active Inventory

Versus last year, the total number of homes available this month is lower by 70 units or 32%. The total number of active inventory this October was 146 compared to 216 in October 2017. This month's total of 146 is lower than the previous month's total supply of available inventory of 158, a decrease of 8%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last October, the median sale price for City of Staunton Homes was \$178,200. This October, the median sale price was \$171,500, a decrease of 4% or \$6,700 compared to last year. The current median sold price is 5% lower than in September.

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



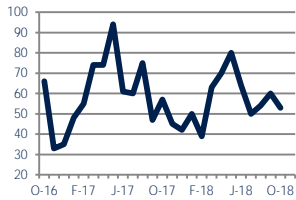
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CGARH and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

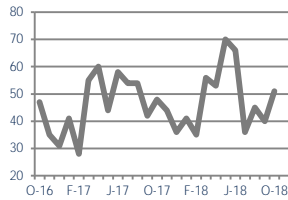
53



Down -7%  
Vs. Year Ago

### Current Contracts

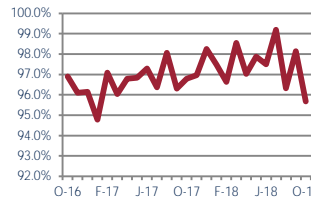
51



Up 6%  
Vs. Year Ago

### Sold Vs. List Price

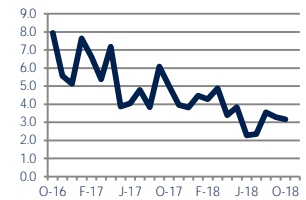
95.7%



Down -1.2%  
Vs. Year Ago

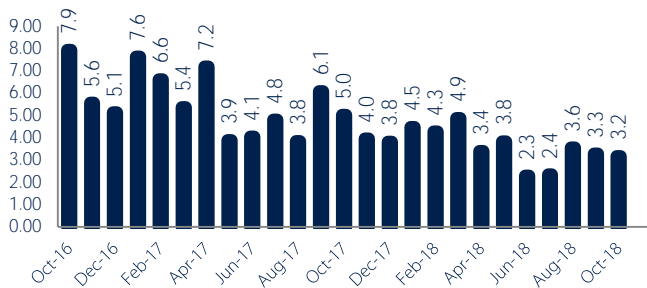
### Months of Supply

3.2



Down -37%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

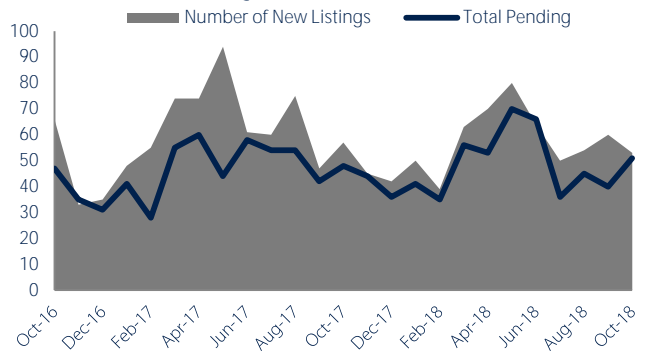
In October, there was 3.2 months of supply available in City of Staunton, compared to 5.0 in October 2017. That is a decrease of 37% versus a year ago.

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.

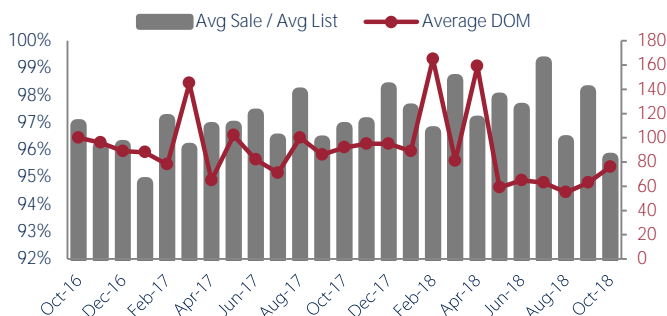
### New Listings & Current Contracts

This month there were 53 homes newly listed for sale in City of Staunton compared to 57 in October 2017, a decrease of 7%. There were 51 current contracts pending sale this October compared to 48 a year ago. The number of current contracts is 6% higher than last October.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In October, the average sale price in City of Staunton was 95.7% of the average list price, which is 1.1% lower than at this time last year.

### Days On Market

This month, the average number of days on market was 76, lower than the average last year, which was 92, a decrease of 17%.



\*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.  
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