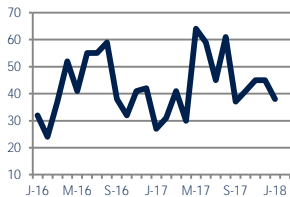




Units Sold

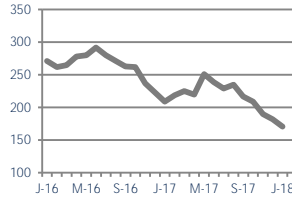
38



Up
Vs. Year Ago

Active Inventory

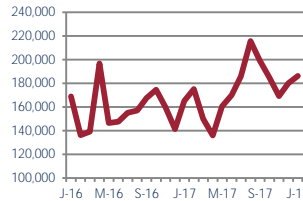
171



Down -18%
Vs. Year Ago

Median Sale Price

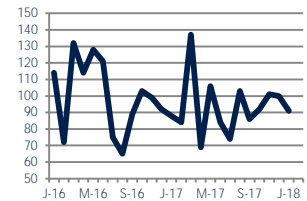
\$186,250



Up 13%
Vs. Year Ago

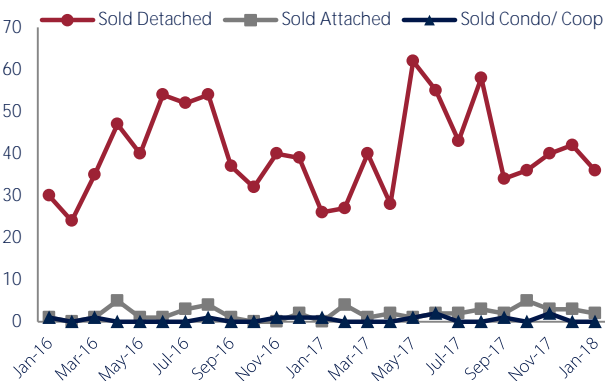
Days On Market

91



Up 3%
Vs. Year Ago

Units Sold*



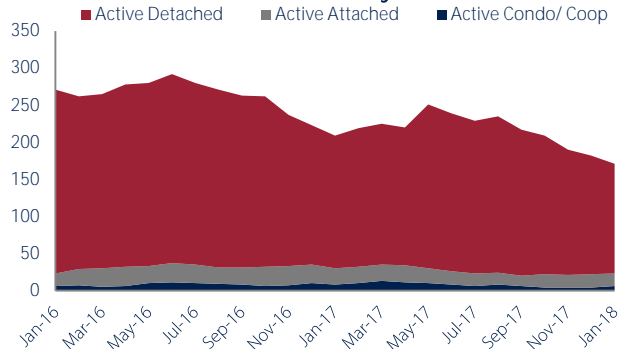
Units Sold

With relatively few transactions, there was a decrease in total units sold in January, with 38 sold this month in City of Staunton. This month's total units sold was higher than at this time last year, an increase from January 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 38 units or 18%. The total number of active inventory this January was 171 compared to 209 in January 2017. This month's total of 171 is lower than the previous month's total supply of available inventory of 182, a decrease of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for City of Staunton Homes was \$165,000. This January, the median sale price was \$186,250, an increase of 13% or \$21,250 compared to last year. The current median sold price is 4% 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.



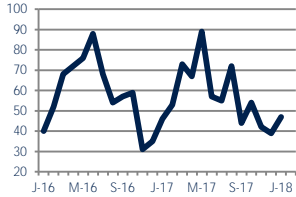
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by GAARVA and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

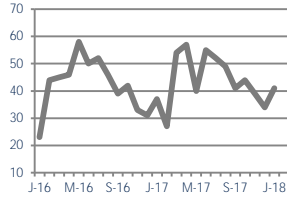
47



Up 2%
Vs. Year Ago

Current Contracts

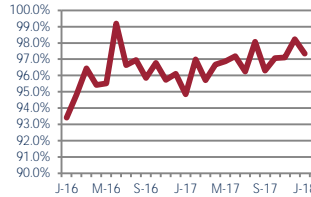
41



Up 11%
Vs. Year Ago

Sold Vs. List Price

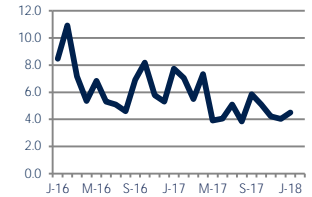
97.4%



Up 2.6%
Vs. Year Ago

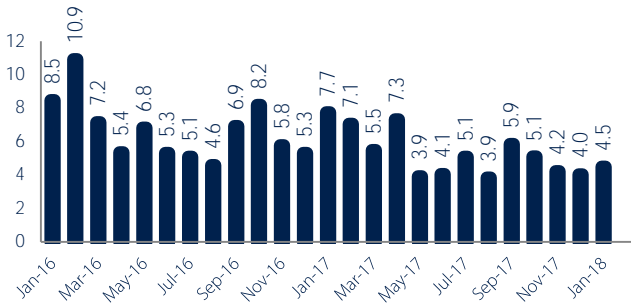
Months of Supply

4.5



Down -42%
Vs. Year Ago

Months Of Supply



Months of Supply

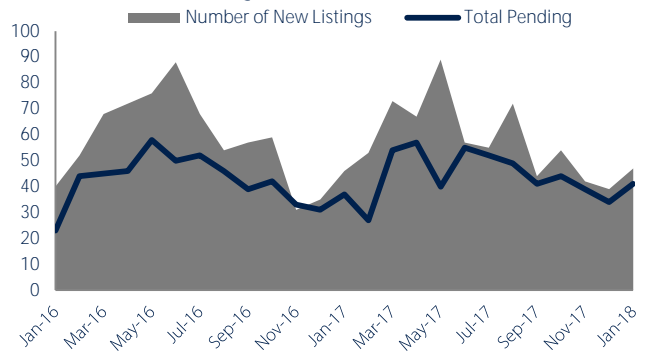
In January, there was 4.5 months of supply available in City of Staunton, compared to 7.7 in January 2017. That is a decrease of 42% versus a year ago.

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.

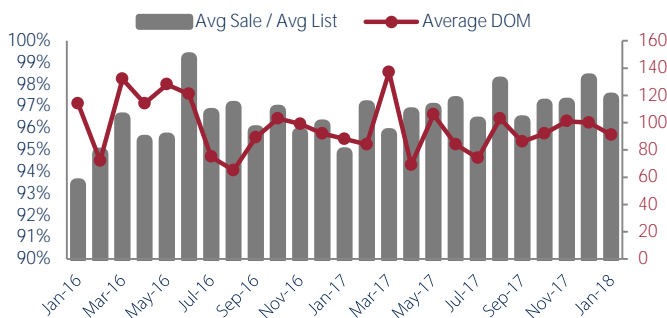
New Listings & Current Contracts

This month there were 47 homes newly listed for sale in City of Staunton compared to 46 in January 2017, an increase of 2%. There were 41 current contracts pending sale this January compared to 37 a year ago. The number of current contracts is 11% 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 City of Staunton was 97.4% of the average list price, which is 2.5% higher than at this time last year.

Days On Market

This month, the average number of days on market was 91, higher than the average last year, which was 88, an increase of 3%.



*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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