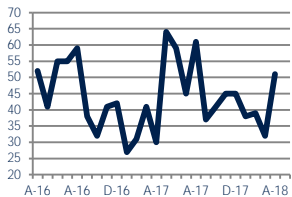




Units Sold

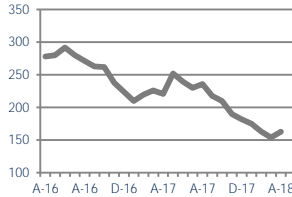
51



Up
Vs. Year Ago

Active Inventory

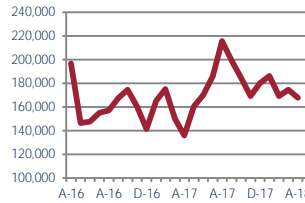
163



Down -26%
Vs. Year Ago

Median Sale Price

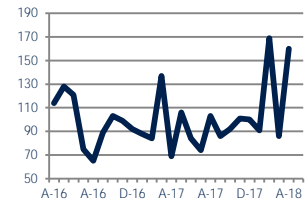
\$167,900



Up 24%
Vs. Year Ago

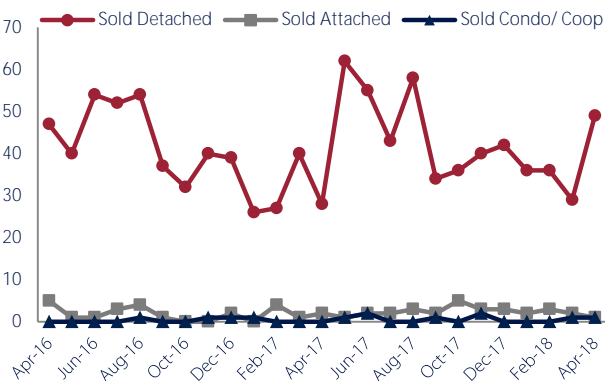
Days On Market

160



Up
Vs. Year Ago

Units Sold*



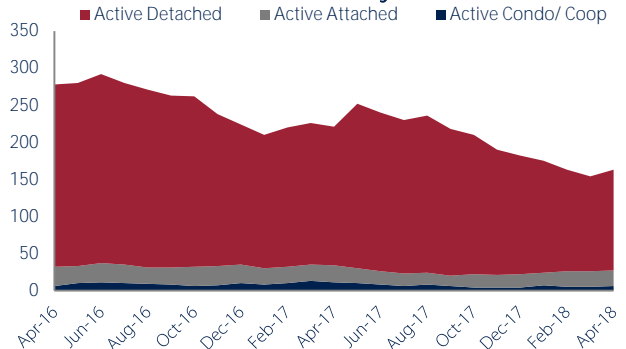
Units Sold

There was an increase in total units sold in April, with 51 sold this month in City of Staunton. This month's total units sold was higher than at this time last year.

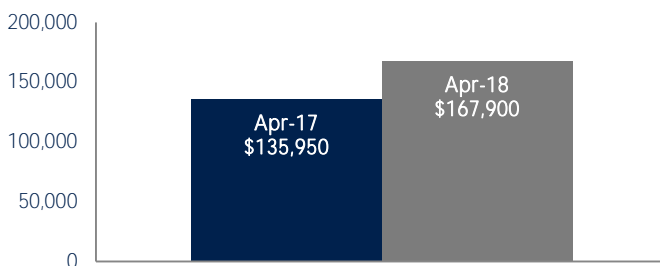
Active Inventory

Versus last year, the total number of homes available this month is lower by 58 units or 26%. The total number of active inventory this April was 163 compared to 221 in April 2017. This month's total of 163 is higher than the previous month's total supply of available inventory of 154, an increase of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for City of Staunton Homes was \$135,950. This April, the median sale price was \$167,900, an increase of 24% or \$31,950 compared to last year. The current median sold price is 4% 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.



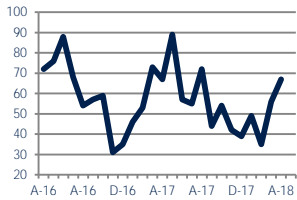
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

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

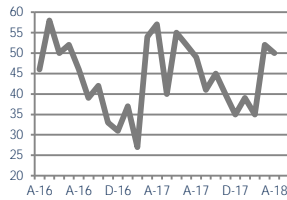
67



No Change
Vs. Year Ago

Current Contracts

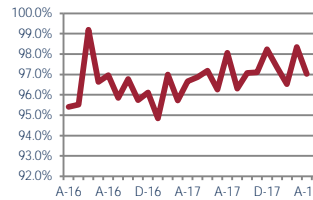
50



Down -12%
Vs. Year Ago

Sold Vs. List Price

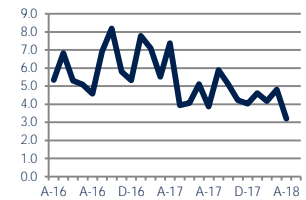
97.0%



No Change
Vs. Year Ago

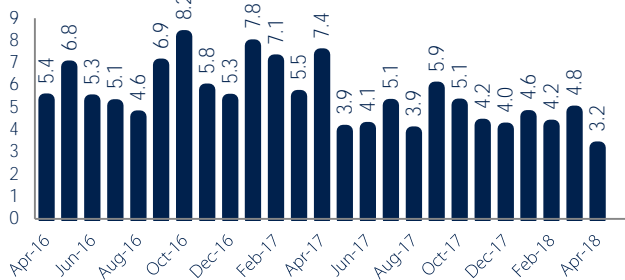
Months of Supply

3.2



Down -57%
Vs. Year Ago

Months Of Supply



Months of Supply

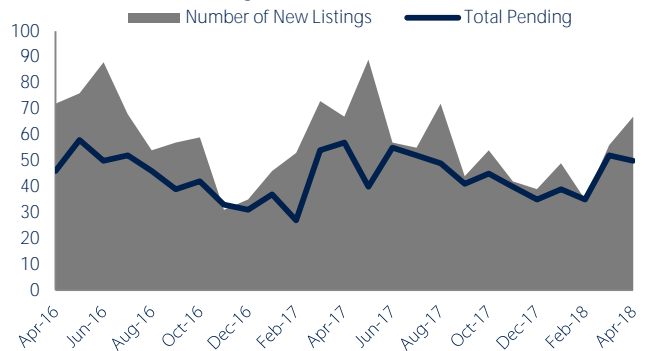
In April, there was 3.2 months of supply available in City of Staunton, compared to 7.4 in April 2017. That is a decrease of 57% versus a year ago.

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.

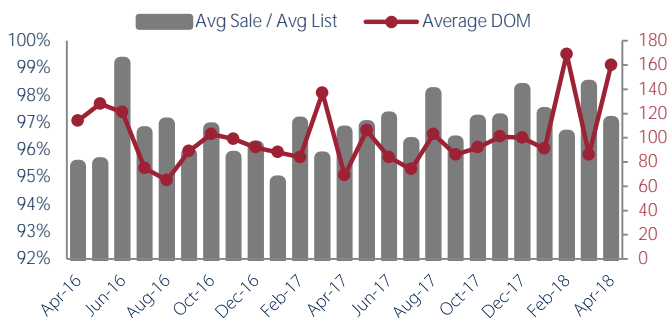
New Listings & Current Contracts

This month there were 67 homes newly listed for sale in City of Staunton, which is similar to the amount in April 2017. There were 50 current contracts pending sale this April compared to 57 a year ago. The number of current contracts is 12% lower 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 City of Staunton was 97.0% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 160, higher than the average last year, which was 69.



*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.

