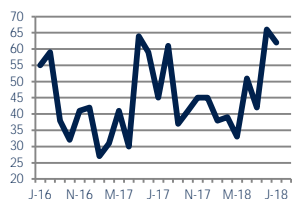
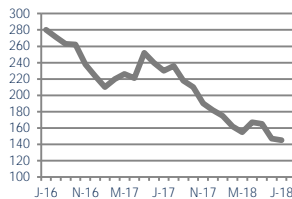


Units Sold 62



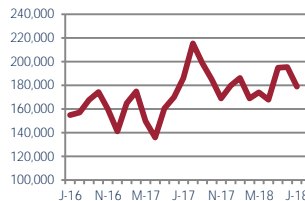
Up
Vs. Year Ago

Active Inventory 145



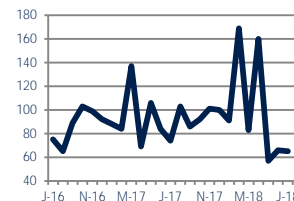
Down -37%
Vs. Year Ago

Median Sale Price \$178,900



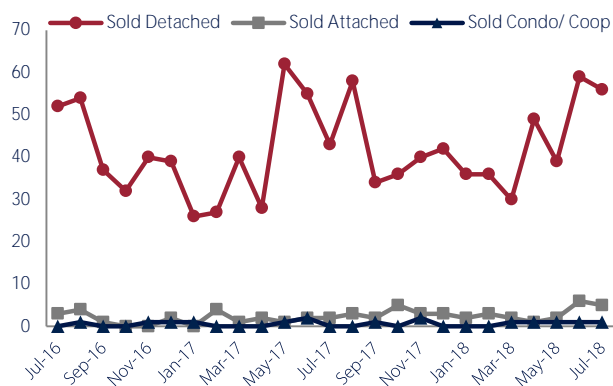
Down -4%
Vs. Year Ago

Days On Market 65



Down -12%
Vs. Year Ago

Units Sold*



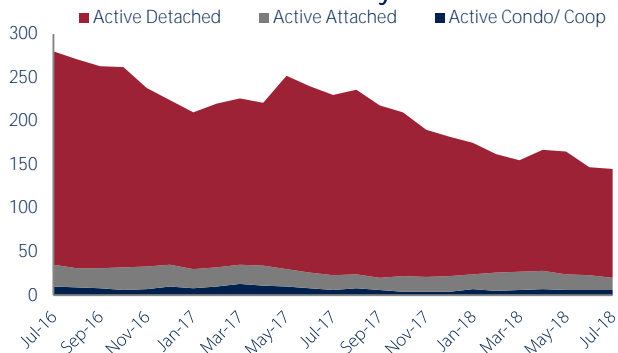
Units Sold

There was a decrease in total units sold in July, with 62 sold this month in City of Staunton. This month's total units sold was higher than at this time last year.

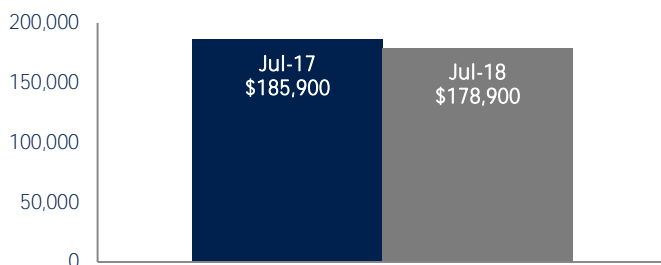
Active Inventory

Versus last year, the total number of homes available this month is lower by 85 units or 37%. The total number of active inventory this July was 145 compared to 230 in July 2017. This month's total of 145 is lower than the previous month's total supply of available inventory of 147, a decrease of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for City of Staunton Homes was \$185,900. This July, the median sale price was \$178,900, a decrease of 4% or \$7,000 compared to last year. The current median sold price is 8% lower than in June.

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



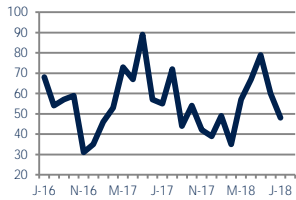
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by GAARVA and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

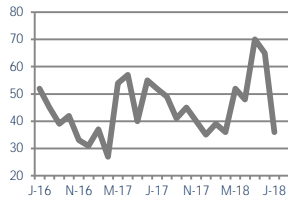
48



Down -13%
Vs. Year Ago

Current Contracts

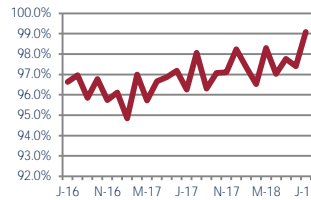
36



Down -31%
Vs. Year Ago

Sold Vs. List Price

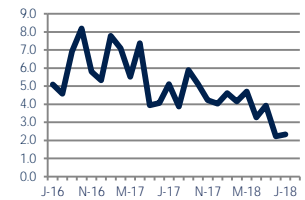
99.1%



Up 2.9%
Vs. Year Ago

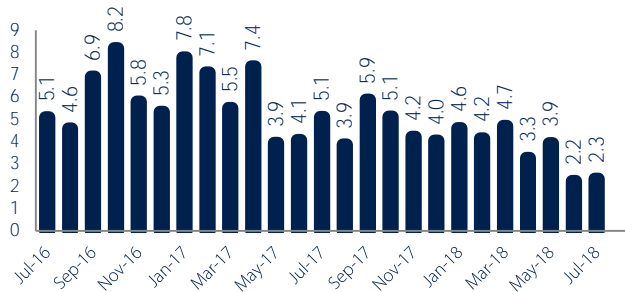
Months of Supply

2.3



Down -54%
Vs. Year Ago

Months Of Supply



Months of Supply

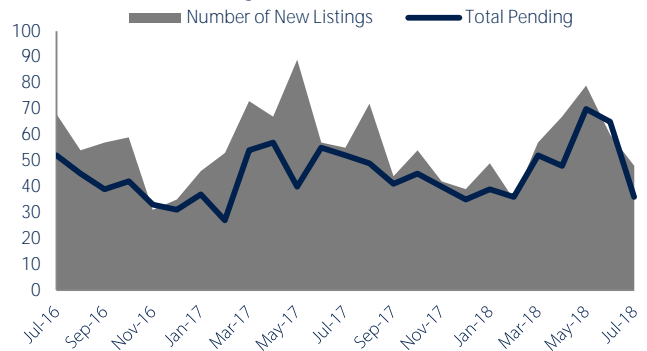
In July, there was 2.3 months of supply available in City of Staunton, compared to 5.1 in July 2017. That is a decrease of 54% versus a year ago.

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.

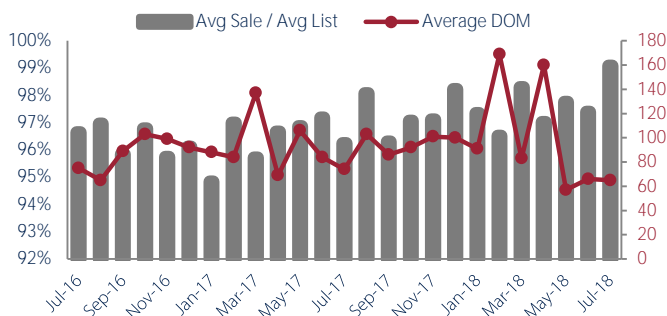
New Listings & Current Contracts

This month there were 48 homes newly listed for sale in City of Staunton compared to 55 in July 2017, a decrease of 13%. There were 36 current contracts pending sale this July compared to 52 a year ago. The number of current contracts is 31% lower than last July.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In July, the average sale price in City of Staunton was 99.1% of the average list price, which is 2.8% higher than at this time last year.

Days On Market

This month, the average number of days on market was 65, lower than the average last year, which was 74, a decrease of 12%.



*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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