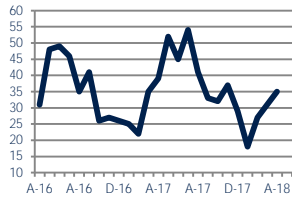




Units Sold

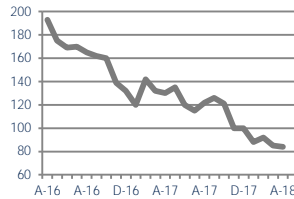
35



Down -10%
Vs. Year Ago

Active Inventory

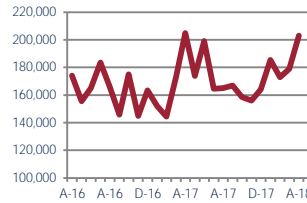
84



Down -35%
Vs. Year Ago

Median Sale Price

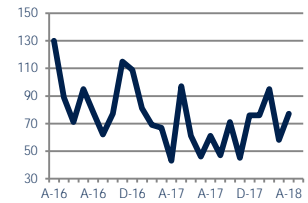
\$203,000



Down -1%
Vs. Year Ago

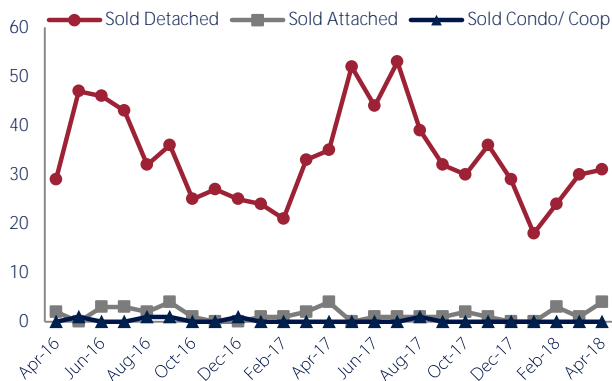
Days On Market

77



Up
Vs. Year Ago

Units Sold*



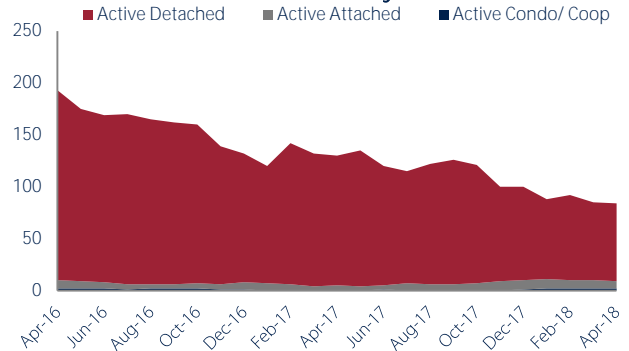
Units Sold

There was an increase in total units sold in April, with 35 sold this month in City of Waynesboro versus 31 last month, an increase of 13%. This month's total units sold was lower than at this time last year, a decrease of 10% versus April 2017.

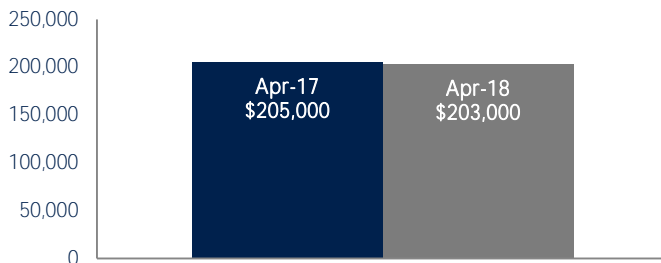
Active Inventory

Versus last year, the total number of homes available this month is lower by 46 units or 35%. The total number of active inventory this April was 84 compared to 130 in April 2017. This month's total of 84 is lower than the previous month's total supply of available inventory of 85, a decrease of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for City of Waynesboro Homes was \$205,000. This April, the median sale price was \$203,000, a decrease of 1% or \$2,000 compared to last year. The current median sold price is 13% higher 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.

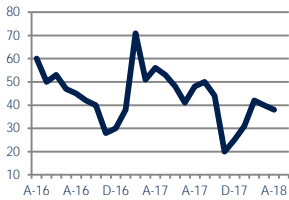


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by GAARVA and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

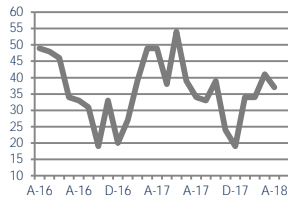
38



Down -32%
Vs. Year Ago

Current Contracts

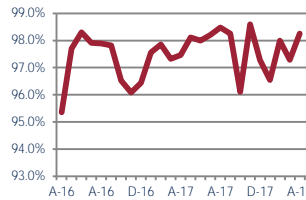
37



Down -24%
Vs. Year Ago

Sold Vs. List Price

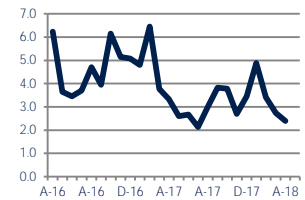
98.3%



Up 0.8%
Vs. Year Ago

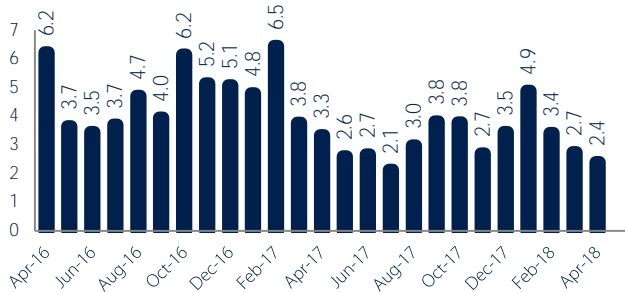
Months of Supply

2.4



Down -28%
Vs. Year Ago

Months Of Supply



Months of Supply

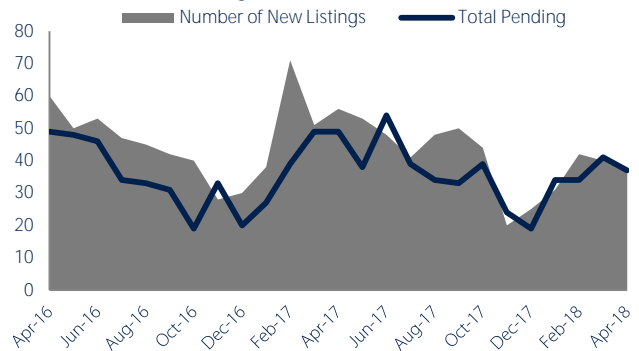
In April, there was 2.4 months of supply available in City of Waynesboro, compared to 3.3 in April 2017. That is a decrease of 28% versus a year ago.

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.

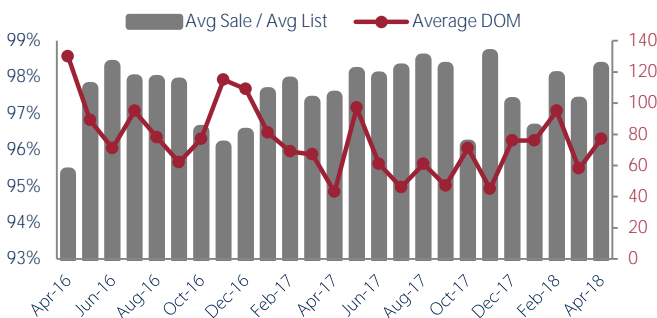
New Listings & Current Contracts

This month there were 38 homes newly listed for sale in City of Waynesboro compared to 56 in April 2017, a decrease of 32%. There were 37 current contracts pending sale this April compared to 49 a year ago. The number of current contracts is 24% 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 Waynesboro was 98.3% of the average list price, which is 0.8% higher than at this time last year.

Days On Market

This month, the average number of days on market was 77, higher than the average last year, which was 43. This increase was impacted by the limited number of sales.



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