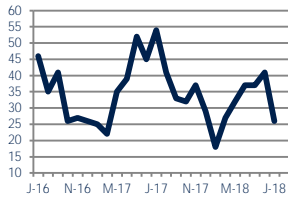


Units Sold

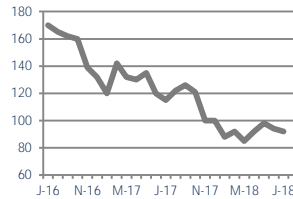
26



Down
Vs. Year Ago

Active Inventory

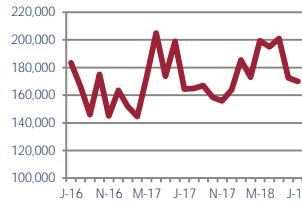
92



Down -20%
Vs. Year Ago

Median Sale Price

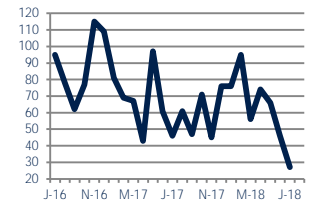
\$170,000



Up 3%
Vs. Year Ago

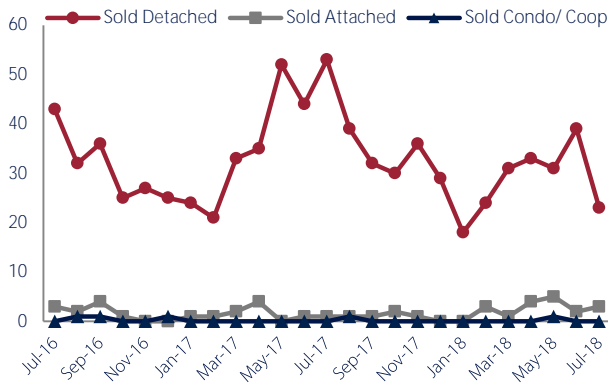
Days On Market

27



Down -41%
Vs. Year Ago

Units Sold*



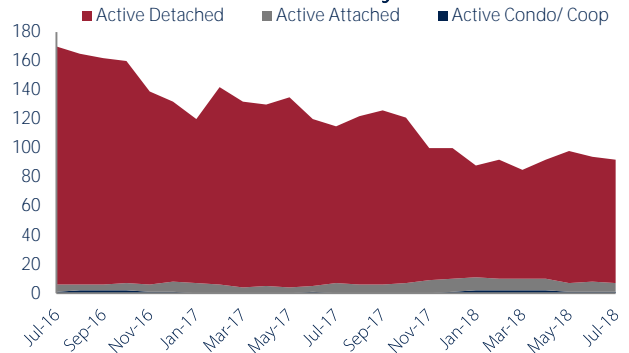
Units Sold

With relatively few transactions, there was a decrease in total units sold in July, with 26 sold this month in City of Waynesboro. This month's total units sold was lower than at this time last year, a decrease from July 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 23 units or 20%. The total number of active inventory this July was 92 compared to 115 in July 2017. This month's total of 92 is lower than the previous month's total supply of available inventory of 94, a decrease of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for City of Waynesboro Homes was \$164,500. This July, the median sale price was \$170,000, an increase of 3% or \$5,500 compared to last year. The current median sold price is 1% 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.

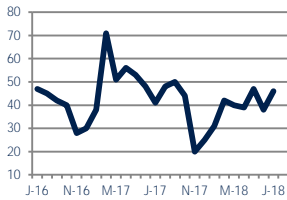


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by GAARVA and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

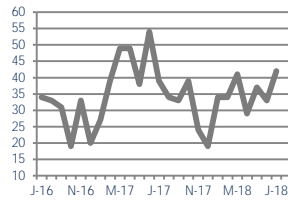
46



Up 12%
Vs. Year Ago

Current Contracts

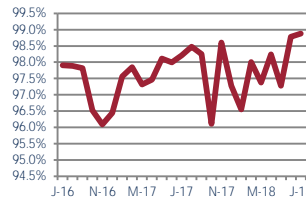
42



Up 8%
Vs. Year Ago

Sold Vs. List Price

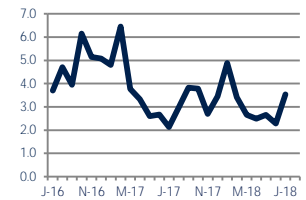
98.9%



Up 0.7%
Vs. Year Ago

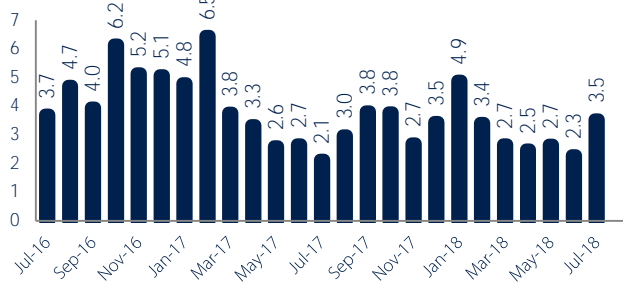
Months of Supply

3.5



Up 66%
Vs. Year Ago

Months Of Supply



Months of Supply

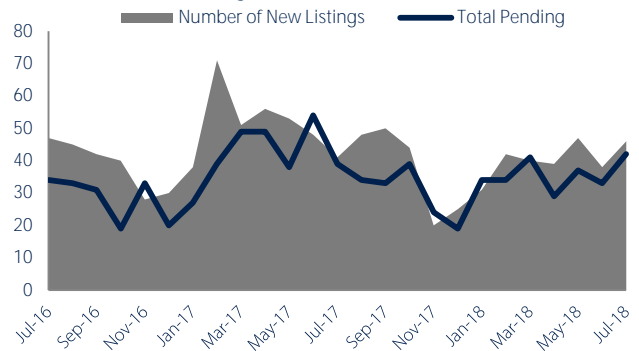
In July, there was 3.5 months of supply available in City of Waynesboro, compared to 2.1 in July 2017. That is an increase of 66% versus a year ago.

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.

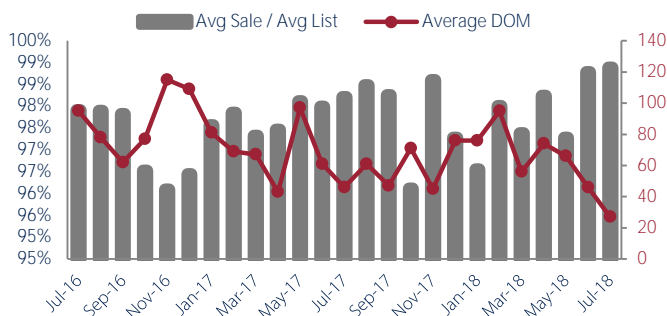
New Listings & Current Contracts

This month there were 46 homes newly listed for sale in City of Waynesboro compared to 41 in July 2017, an increase of 12%. There were 42 current contracts pending sale this July compared to 39 a year ago. The number of current contracts is 8% higher 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 Waynesboro was 98.9% of the average list price, which is 0.7% higher than at this time last year.

Days On Market

This month, the average number of days on market was 27, lower than the average last year, which was 46, a decrease of 41%.



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