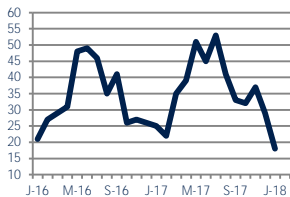




Units Sold

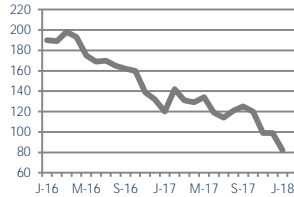
18



Down
Vs. Year Ago

Active Inventory

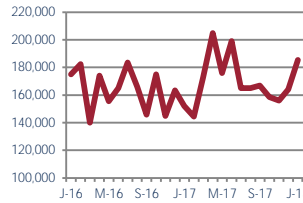
82



Down -32%
Vs. Year Ago

Median Sale Price

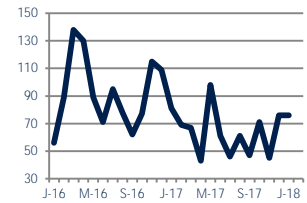
\$185,500



Up 22%
Vs. Year Ago

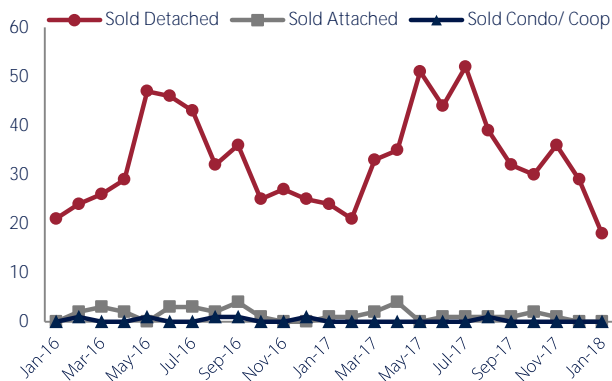
Days On Market

76



Down -6%
Vs. Year Ago

Units Sold*



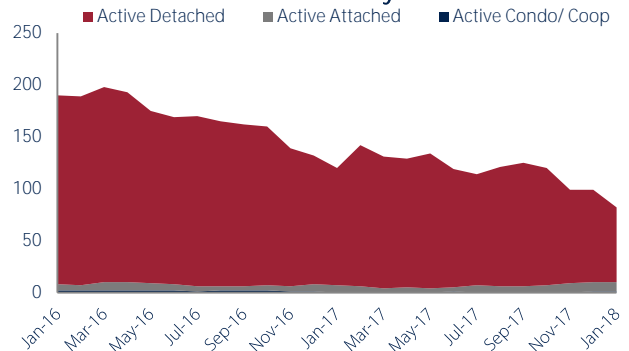
Units Sold

With relatively few transactions, there was a decrease in total units sold in January, with 18 sold this month in City of Waynesboro. This month's total units sold was lower than at this time last year, a decrease from January 2017.

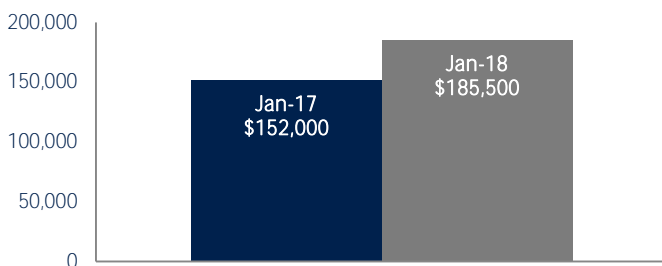
Active Inventory

Versus last year, the total number of homes available this month is lower by 38 units or 32%. The total number of active inventory this January was 82 compared to 120 in January 2017. This month's total of 82 is lower than the previous month's total supply of available inventory of 99, a decrease of 17%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for City of Waynesboro Homes was \$152,000. This January, the median sale price was \$185,500, an increase of 22% or \$33,500 compared to last year. The current median sold price is 13% 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.

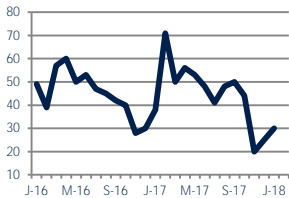


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by GAARVA and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

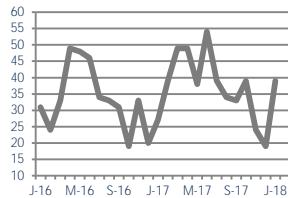
30



Down -21%
Vs. Year Ago

Current Contracts

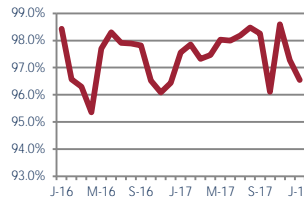
39



Up 44%
Vs. Year Ago

Sold Vs. List Price

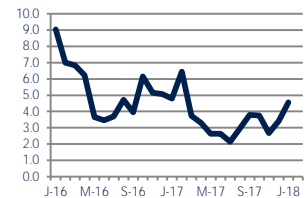
96.6%



Down -1%
Vs. Year Ago

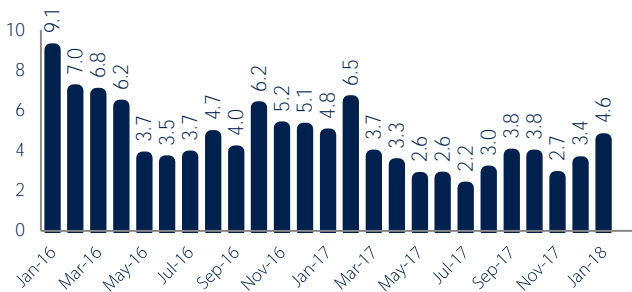
Months of Supply

4.6



Down -5%
Vs. Year Ago

Months Of Supply



Months of Supply

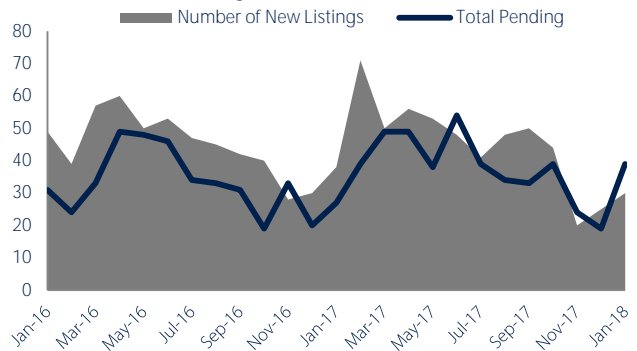
In January, there was 4.6 months of supply available in City of Waynesboro, compared to 4.8 in January 2017. That is a decrease of 5% versus a year ago.

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.

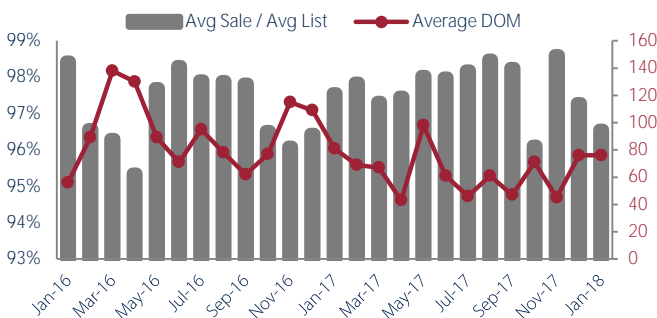
New Listings & Current Contracts

This month there were 30 homes newly listed for sale in City of Waynesboro compared to 38 in January 2017, a decrease of 21%. There were 39 current contracts pending sale this January compared to 27 a year ago. The number of current contracts is 44% 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 Waynesboro was 96.6% of the average list price, which is 1.0% lower than at this time last year.

Days On Market

This month, the average number of days on market was 76, lower than the average last year, which was 81, a decrease of 6%.



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