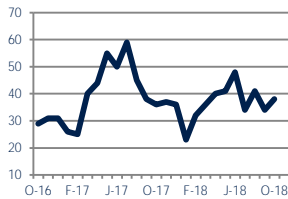
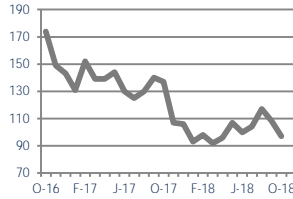


### Units Sold 38



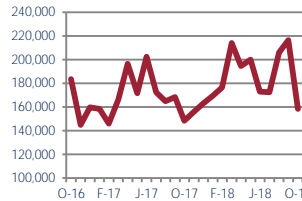
Up 6%  
Vs. Year Ago

### Active Inventory 97



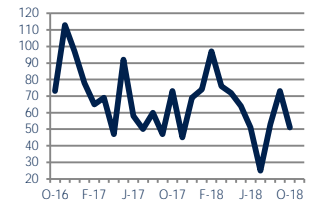
Down -29%  
Vs. Year Ago

### Median Sale Price \$158,500



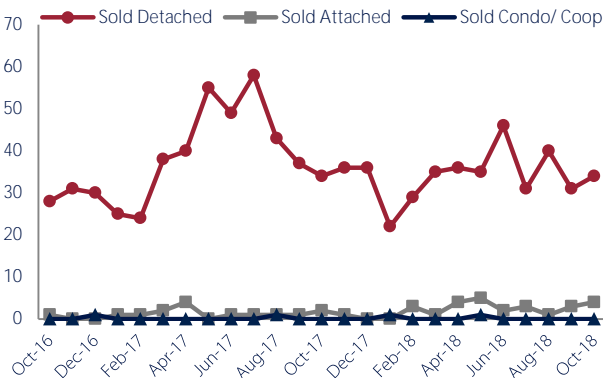
Up  
Vs. Year Ago

### Days On Market 51



Down -30%  
Vs. Year Ago

### Units Sold\*



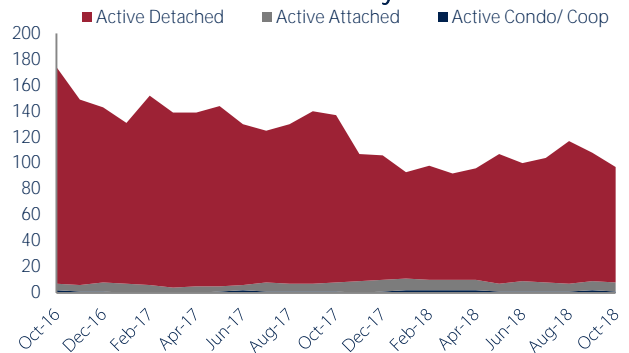
### Units Sold

There was an increase in total units sold in October, with 38 sold this month in City of Waynesboro versus 34 last month, an increase of 12%. This month's total units sold was higher than at this time last year, an increase of 6% versus October 2017.

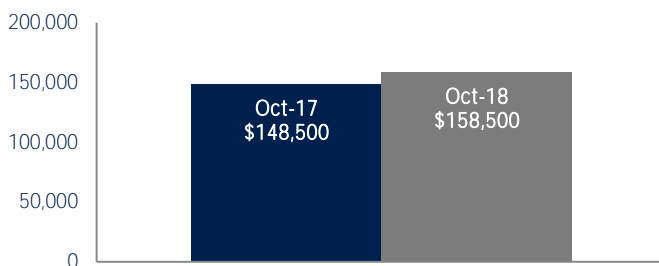
### Active Inventory

Versus last year, the total number of homes available this month is lower by 40 units or 29%. The total number of active inventory this October was 97 compared to 137 in October 2017. This month's total of 97 is lower than the previous month's total supply of available inventory of 108, a decrease of 10%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last October, the median sale price for City of Waynesboro Homes was \$148,500. This October, the median sale price was \$158,500, an increase of \$10,000 compared to last year. The current median sold price is lower than in September.

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

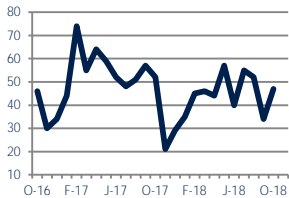


\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CGARH and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



### New Listings

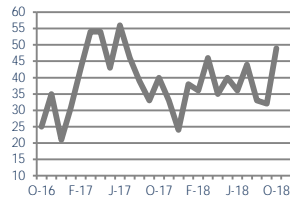
47



Down -10%  
Vs. Year Ago

### Current Contracts

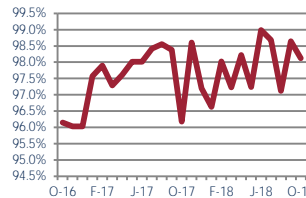
49



Up 23%  
Vs. Year Ago

### Sold Vs. List Price

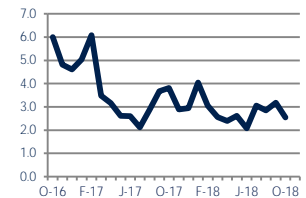
98.1%



Up 2%  
Vs. Year Ago

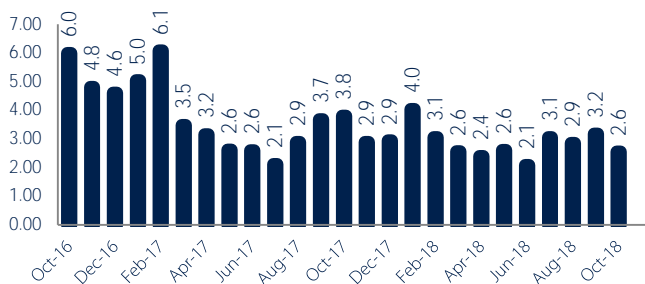
### Months of Supply

2.6



Down -33%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

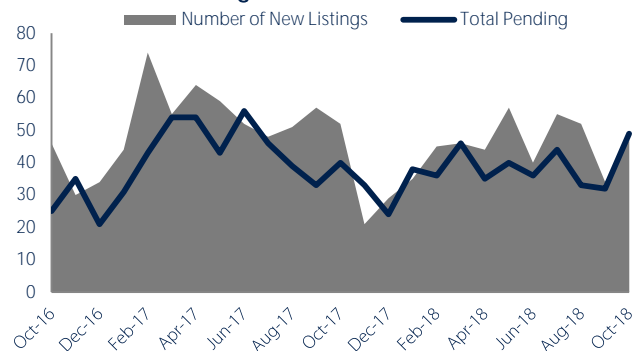
In October, there was 2.6 months of supply available in City of Waynesboro, compared to 3.8 in October 2017. That is a decrease of 33% versus a year ago.

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.

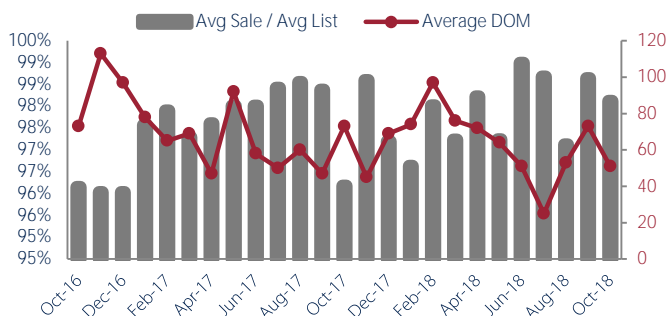
### New Listings & Current Contracts

This month there were 47 homes newly listed for sale in City of Waynesboro compared to 52 in October 2017, a decrease of 10%. There were 49 current contracts pending sale this October compared to 40 a year ago. The number of current contracts is 23% higher than last October.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In October, the average sale price in City of Waynesboro was 98.1% of the average list price, which is 1.9% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 51, lower than the average last year, which was 73, a decrease of 30%.



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