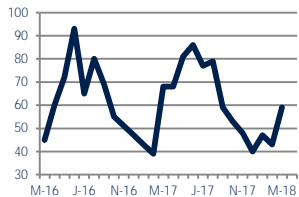




Units Sold

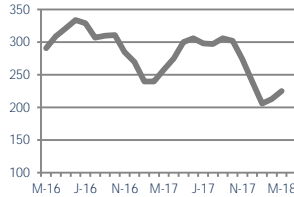
59



Down -13%
Vs. Year Ago

Active Inventory

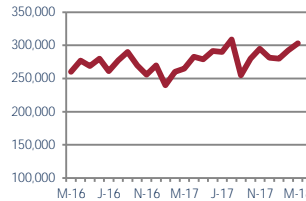
225



Down -13%
Vs. Year Ago

Median Sale Price

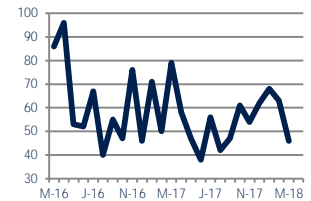
\$303,000



Up 14%
Vs. Year Ago

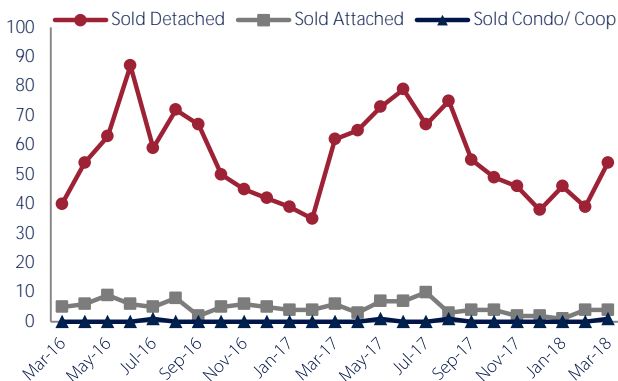
Days On Market

46



Down -42%
Vs. Year Ago

Units Sold*



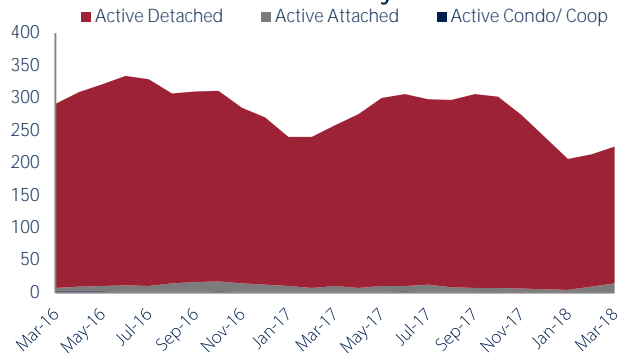
Units Sold

There was an increase in total units sold in March, with 59 sold this month in Culpeper County. This month's total units sold was lower than at this time last year.

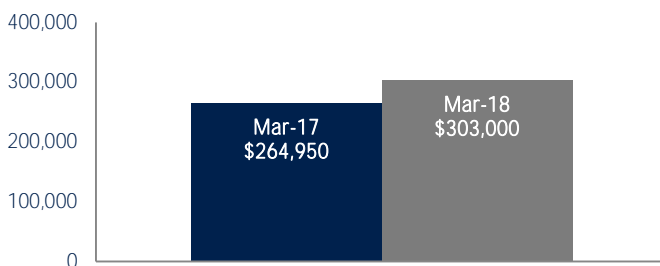
Active Inventory

Versus last year, the total number of homes available this month is lower by 33 units or 13%. The total number of active inventory this March was 225 compared to 258 in March 2017. This month's total of 225 is higher than the previous month's total supply of available inventory of 213, an increase of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Culpeper County Homes was \$264,950. This March, the median sale price was \$303,000, an increase of 14% or \$38,050 compared to last year. The current median sold price is 4% higher than in February.

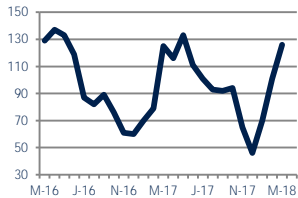
Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



*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.
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New Listings

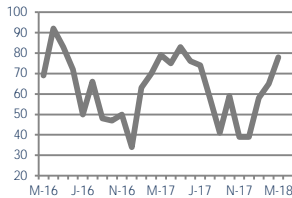
126



Up 1%
Vs. Year Ago

Current Contracts

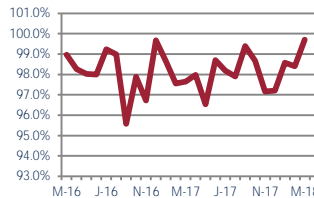
78



Down -1%
Vs. Year Ago

Sold Vs. List Price

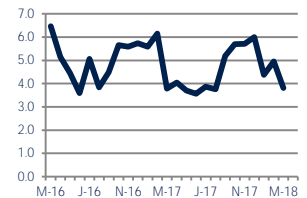
99.7%



Up 2.1%
Vs. Year Ago

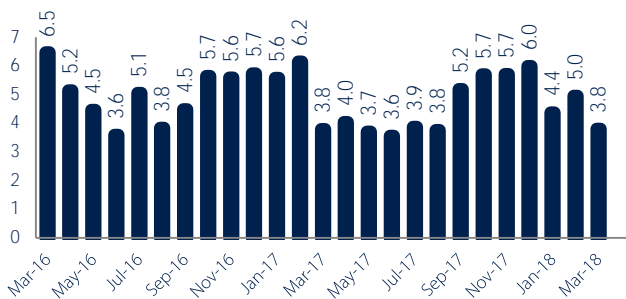
Months of Supply

3.8



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

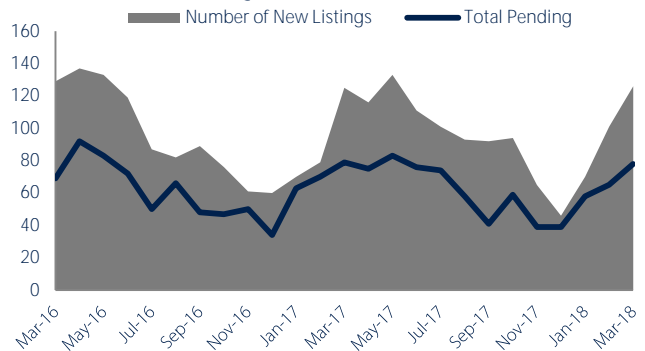
In March, there was 3.8 months of supply available in Culpeper County. The amount of supply is similar compared to a year ago.

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.

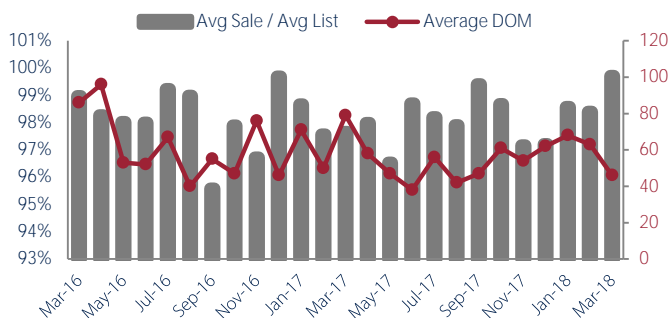
New Listings & Current Contracts

This month there were 126 homes newly listed for sale in Culpeper County compared to 125 in March 2017, an increase of 1%. There were 78 current contracts pending sale this March compared to 79 a year ago. The number of current contracts is 1% lower than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Culpeper County was 99.7% of the average list price, which is 2.1% higher than at this time last year.

Days On Market

This month, the average number of days on market was 46, lower than the average last year, which was 79, a decrease of 42%.



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