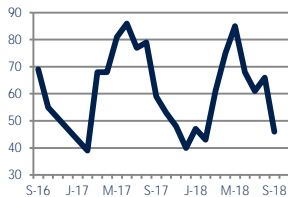




### Units Sold

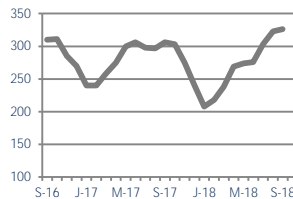
46



Down -22%  
Vs. Year Ago

### Active Inventory

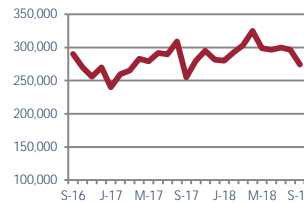
326



Up 7%  
Vs. Year Ago

### Median Sale Price

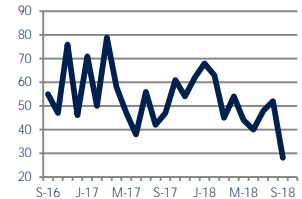
\$274,400



Up 8%  
Vs. Year Ago

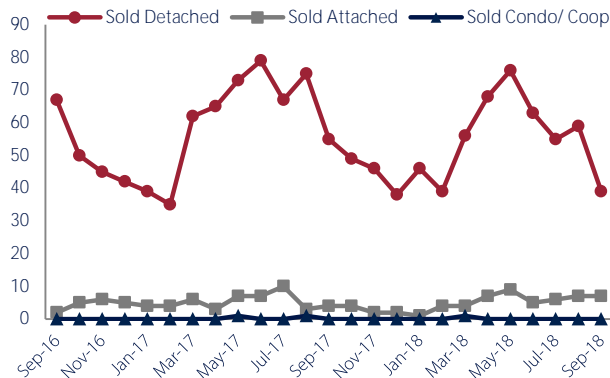
### Days On Market

28



Down -40%  
Vs. Year Ago

### Units Sold\*



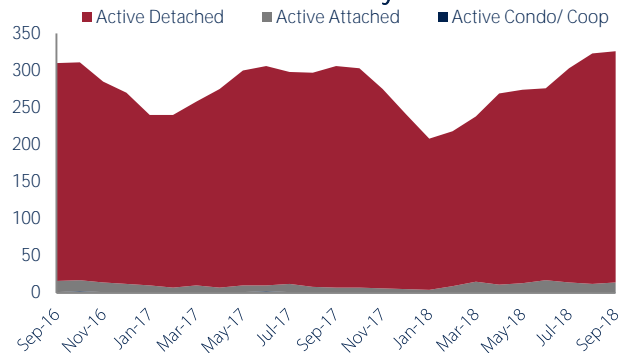
### Units Sold

There was a decrease in total units sold in September, with 46 sold this month in Culpeper County versus 66 last month, a decrease of 30%. This month's total units sold was lower than at this time last year, a decrease of 22% versus September 2017.

### Active Inventory

Versus last year, the total number of homes available this month is higher by 20 units or 7%. The total number of active inventory this September was 326 compared to 306 in September 2017. This month's total of 326 is higher than the previous month's total supply of available inventory of 323, an increase of 1%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last September, the median sale price for Culpeper County Homes was \$255,000. This September, the median sale price was \$274,400, an increase of 8% or \$19,400 compared to last year. The current median sold price is 7% lower than in August.

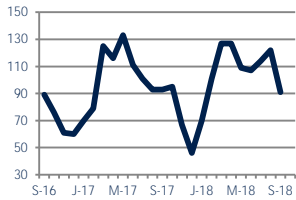
Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



\*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 MRIS 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 MRIS or Long & Foster Real Estate, Inc.

### New Listings

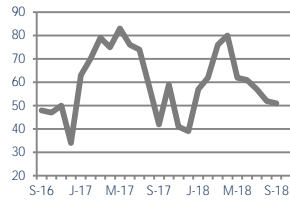
91



Down -2%  
Vs. Year Ago

### Current Contracts

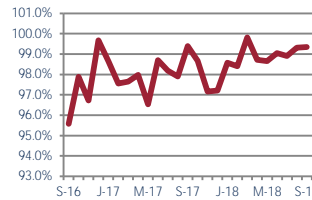
51



Up 21%  
Vs. Year Ago

### Sold Vs. List Price

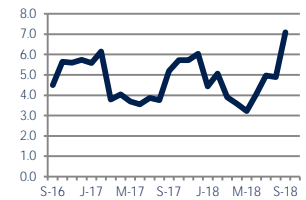
99.3%



No Change  
Vs. Year Ago

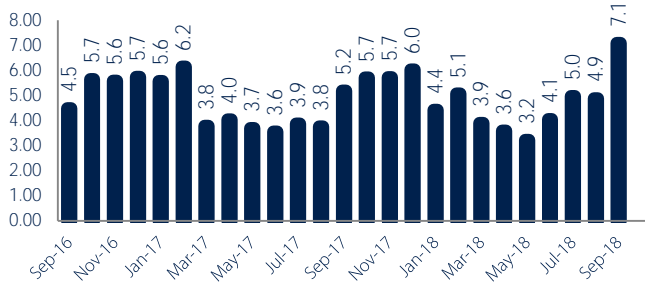
### Months of Supply

7.1



Up 37%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

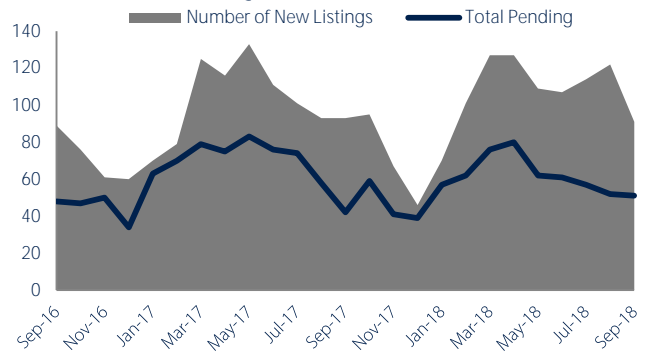
In September, there was 7.1 months of supply available in Culpeper County, compared to 5.2 in September 2017. That is an increase of 37% versus a year ago.

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.

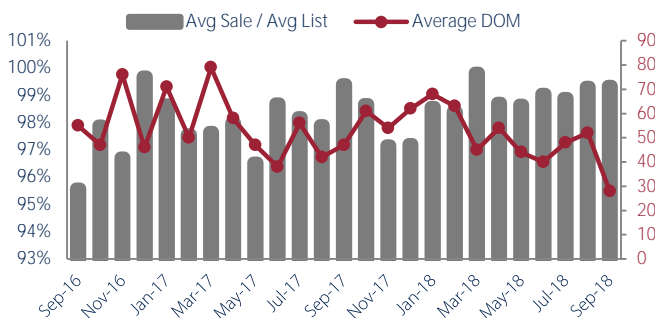
### New Listings & Current Contracts

This month there were 91 homes newly listed for sale in Culpeper County compared to 93 in September 2017, a decrease of 2%. There were 51 current contracts pending sale this September compared to 42 a year ago. The number of current contracts is 21% higher than last September.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In September, the average sale price in Culpeper County was 99.3% of the average list price, which is similar compared to a year ago.

### Days On Market

This month, the average number of days on market was 28, lower than the average last year, which was 47, a decrease of 40%.



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