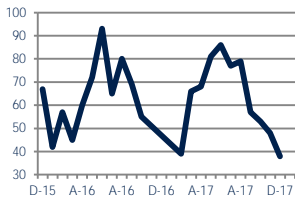




### Units Sold

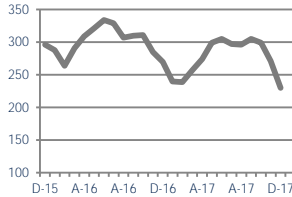
38



Down -19%  
Vs. Year Ago

### Active Inventory

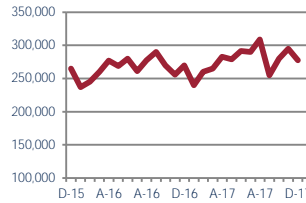
230



Down -15%  
Vs. Year Ago

### Median Sale Price

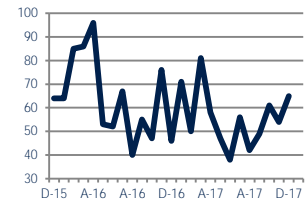
\$277,450



Up 3%  
Vs. Year Ago

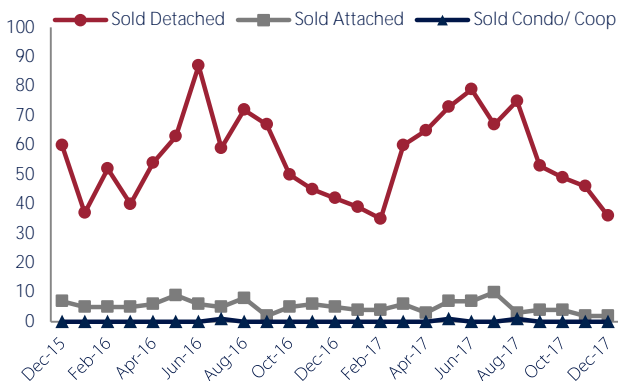
### Days On Market

65



Up 41%  
Vs. Year Ago

### Units Sold\*



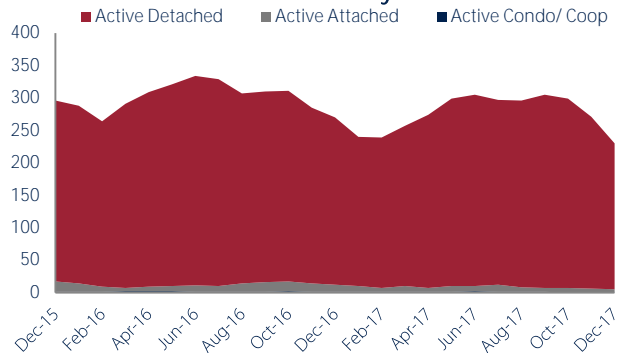
### Units Sold

There was a decrease in total units sold in December, with 38 sold this month in Culpeper County versus 48 last month, a decrease of 21%. This month's total units sold was lower than at this time last year, a decrease of 19% versus December 2016.

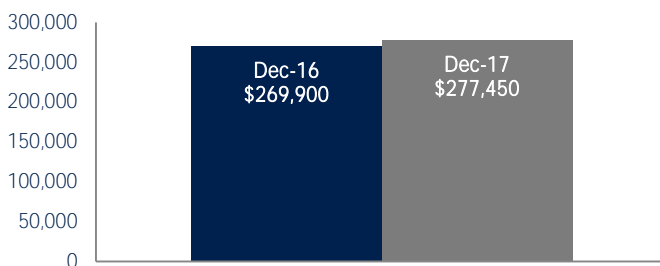
### Active Inventory

Versus last year, the total number of homes available this month is lower by 40 units or 15%. The total number of active inventory this December was 230 compared to 270 in December 2016. This month's total of 230 is lower than the previous month's total supply of available inventory of 271, a decrease of 15%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last December, the median sale price for Culpeper County Homes was \$269,900. This December, the median sale price was \$277,450, an increase of 3% or \$7,550 compared to last year. The current median sold price is 6% lower than in November.

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

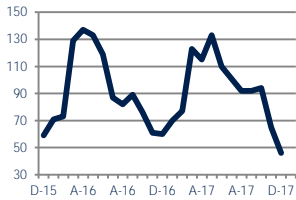


\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

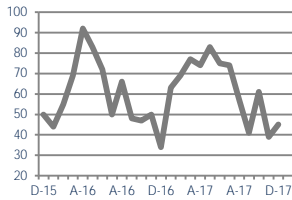
46



Down -23%  
Vs. Year Ago

### Current Contracts

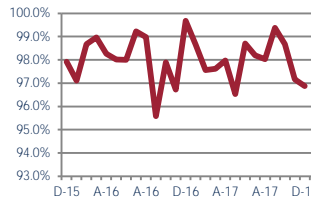
45



Up 32%  
Vs. Year Ago

### Sold Vs. List Price

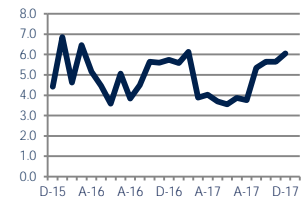
96.9%



Down -2.8%  
Vs. Year Ago

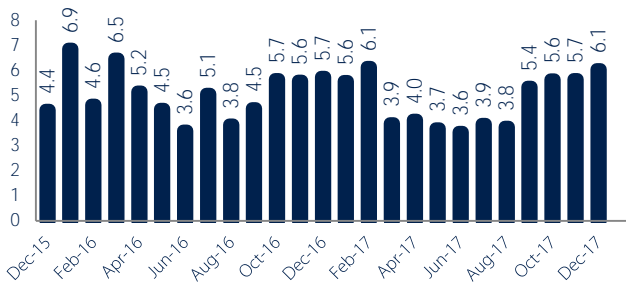
### Months of Supply

6.1



Up 5%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

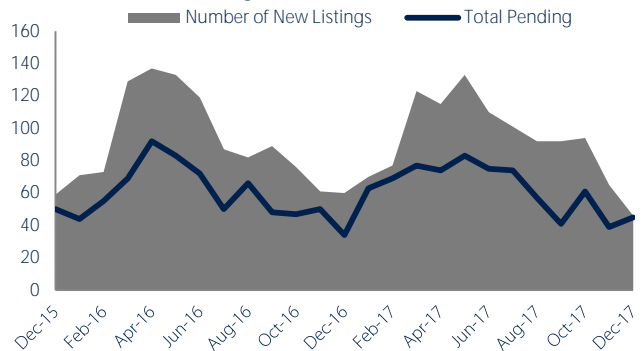
In December, there was 6.1 months of supply available in Culpeper County, compared to 5.7 in December 2016. That is an increase of 5% versus a year ago.

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.

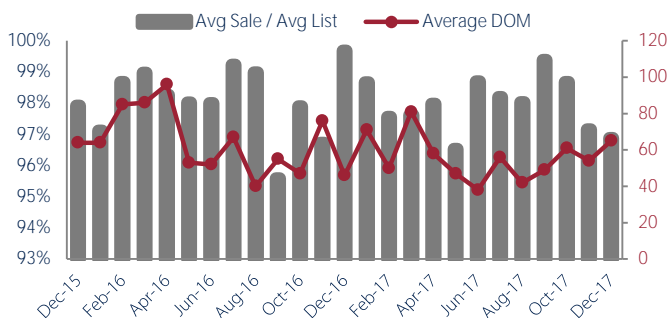
### New Listings & Current Contracts

This month there were 46 homes newly listed for sale in Culpeper County compared to 60 in December 2016, a decrease of 23%. There were 45 current contracts pending sale this December compared to 34 a year ago. The number of current contracts is 32% higher than last December.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In December, the average sale price in Culpeper County was 96.9% of the average list price, which is 2.8% lower than at this time last year.

### Days On Market

This month, the average number of days on market was 65, higher than the average last year, which was 46, an increase of 41%.



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