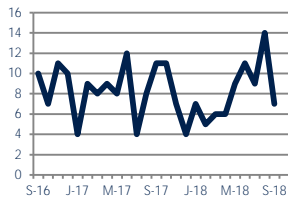


Units Sold

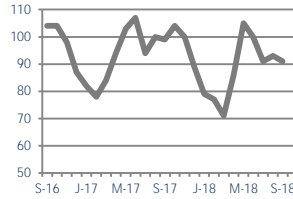
7



Down
Vs. Year Ago

Active Inventory

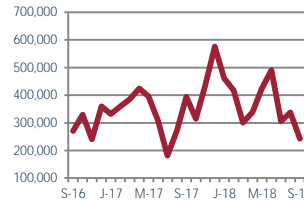
91



Down -8%
Vs. Year Ago

Median Sale Price

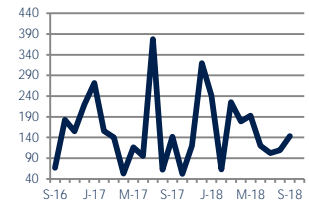
\$243,000



Down
Vs. Year Ago

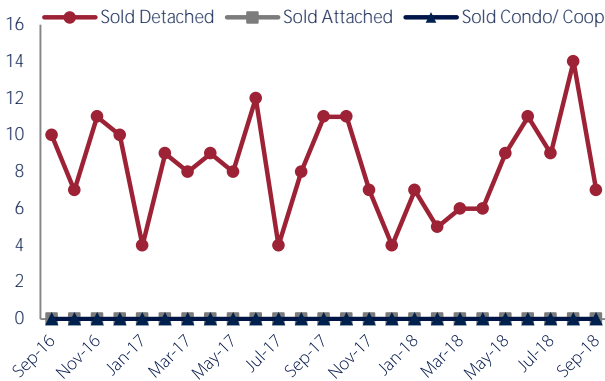
Days On Market

143



Up 1%
Vs. Year Ago

Units Sold*



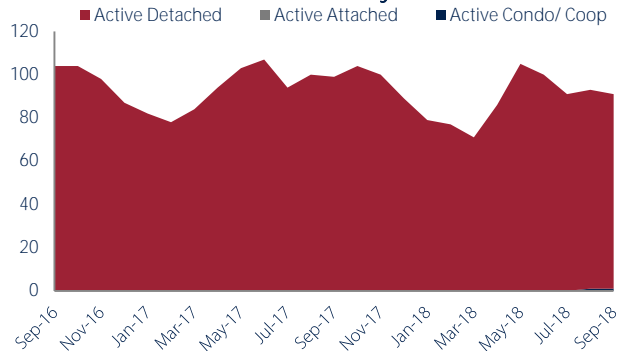
Units Sold

With relatively few transactions, there was a decrease in total units sold in September, with 7 sold this month in Rappahannock County. This month's total units sold was lower than at this time last year, a decrease from September 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 8 units or 8%. The total number of active inventory this September was 91 compared to 99 in September 2017. This month's total of 91 is lower than the previous month's total supply of available inventory of 93, a decrease of 2%.

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 September, the median sale price for Rappahannock County Homes was \$395,000. This September, the median sale price was \$243,000, a decrease of \$152,000 compared to last year. The current median sold price is 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.

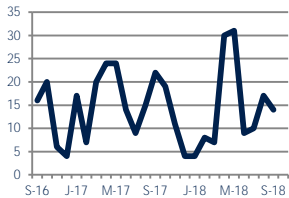


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

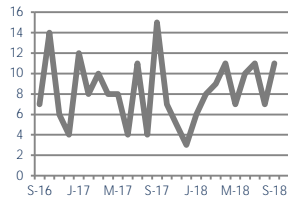
14



Down -36%
Vs. Year Ago

Current Contracts

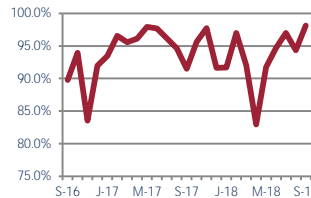
11



Down -27%
Vs. Year Ago

Sold Vs. List Price

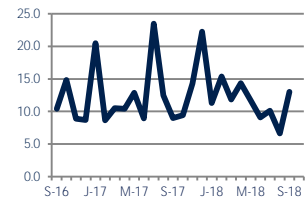
98.1%



Up
Vs. Year Ago

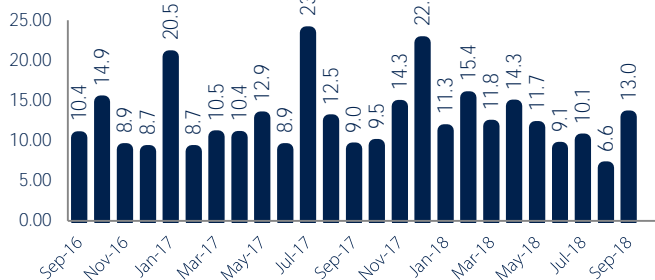
Months of Supply

13.0



Up 44%
Vs. Year Ago

Months Of Supply



Months of Supply

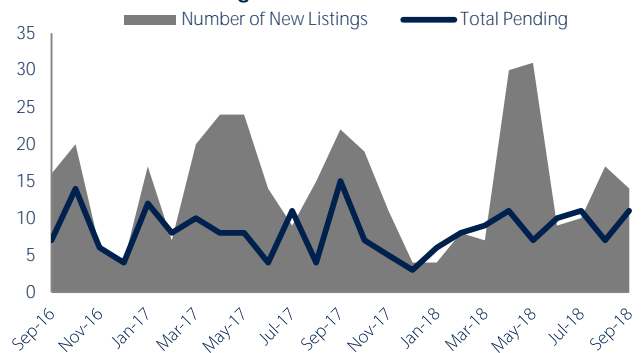
In September, there was 13.0 months of supply available in Rappahannock County, compared to 9.0 in September 2017. That is an increase of 44% versus a year ago.

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.

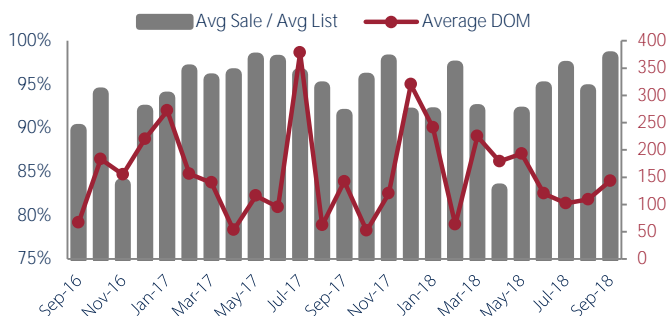
New Listings & Current Contracts

This month there were 14 homes newly listed for sale in Rappahannock County compared to 22 in September 2017, a decrease of 36%. There were 11 current contracts pending sale this September compared to 15 a year ago. The number of current contracts is 27% lower 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 Rappahannock County was 98.1% of the average list price, which is higher than at this time last year.

Days On Market

This month, the average number of days on market was 143, higher than the average last year, which was 142, an increase of 1%.



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