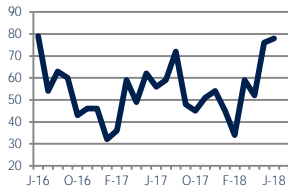


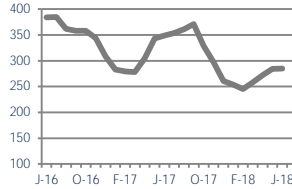


Units Sold
78



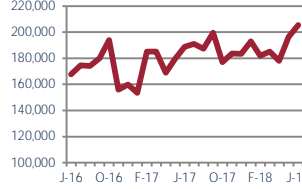
Up
Vs. Year Ago

Active Inventory
285



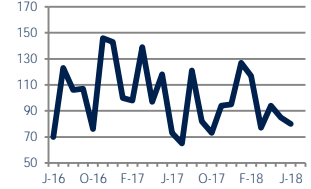
Down -18%
Vs. Year Ago

Median Sale Price
\$205,450



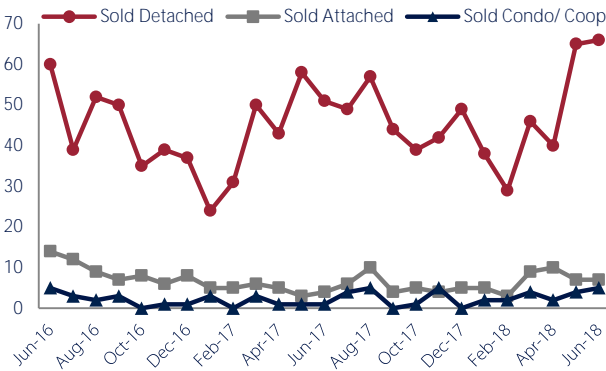
Up 9%
Vs. Year Ago

Days On Market
80



Up 10%
Vs. Year Ago

Units Sold*



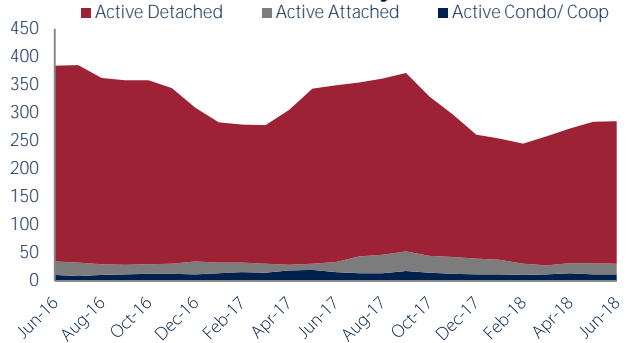
Units Sold

There was an increase in total units sold in June, with 78 sold this month in Shenandoah County. This month's total units sold was higher than at this time last year.

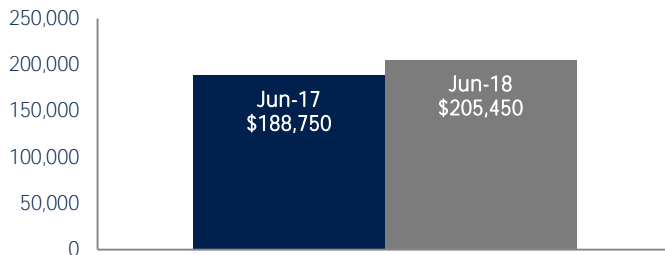
Active Inventory

Versus last year, the total number of homes available this month is lower by 64 units or 18%. The total number of active inventory this June was 285 compared to 349 in June 2017. This month's supply remained stable as compared to last month.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Shenandoah County Homes was \$188,750. This June, the median sale price was \$205,450, an increase of 9% or \$16,700 compared to last year. The current median sold price is 5% higher than in May.

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



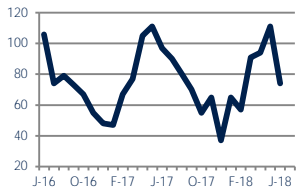
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

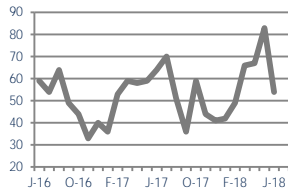
74



Down -24%
Vs. Year Ago

Current Contracts

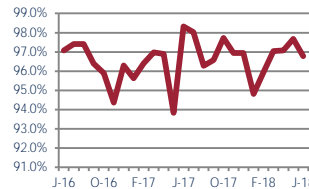
54



Down -16%
Vs. Year Ago

Sold Vs. List Price

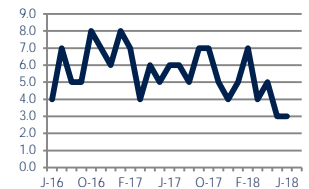
96.8%



Down -1.6%
Vs. Year Ago

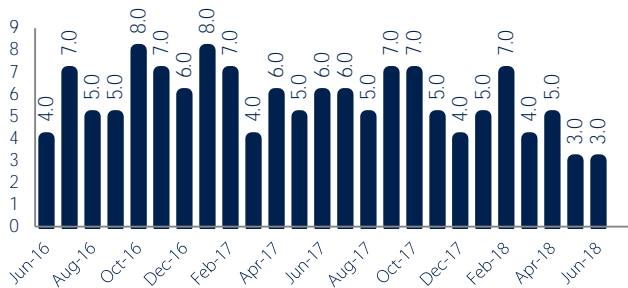
Months of Supply

3.0



Down -50%
Vs. Year Ago

Months Of Supply



Months of Supply

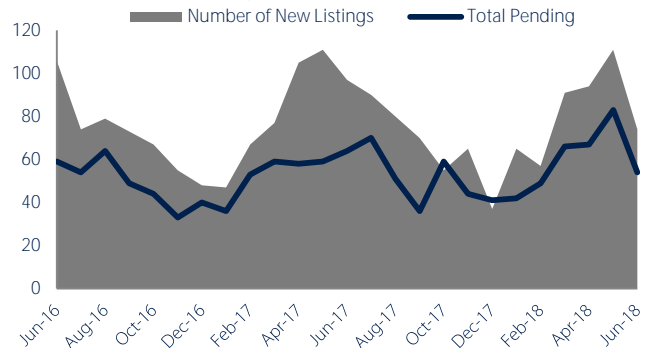
In June, there was 3.7 months of supply available in Shenandoah County, compared to 6.2 in June 2017. That is a decrease of 41% versus a year ago.

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.

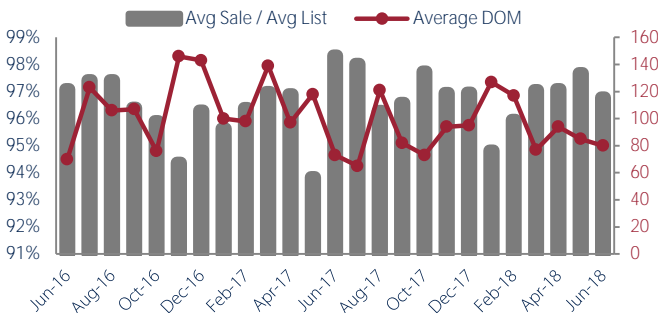
New Listings & Current Contracts

This month there were 74 homes newly listed for sale in Shenandoah County compared to 97 in June 2017, a decrease of 24%. There were 54 current contracts pending sale this June compared to 64 a year ago. The number of current contracts is 16% lower than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Shenandoah County was 96.8% of the average list price, which is 1.5% lower than at this time last year.

Days On Market

This month, the average number of days on market was 80, higher than the average last year, which was 73, an increase of 10%.



*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.

