



The Long & Foster Market Minute™

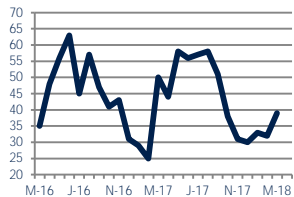
Focus On: **Town of Culpeper Housing Market**

March 2018

Zip Code(s): 22701

Units Sold

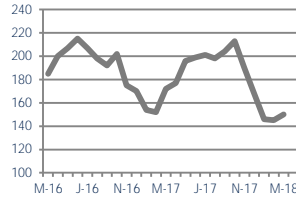
39



Down -22%
Vs. Year Ago

Active Inventory

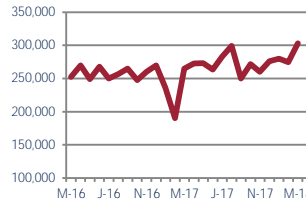
150



Down -13%
Vs. Year Ago

Median Sale Price

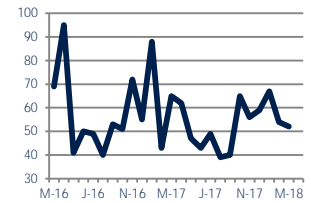
\$303,000



Up 14%
Vs. Year Ago

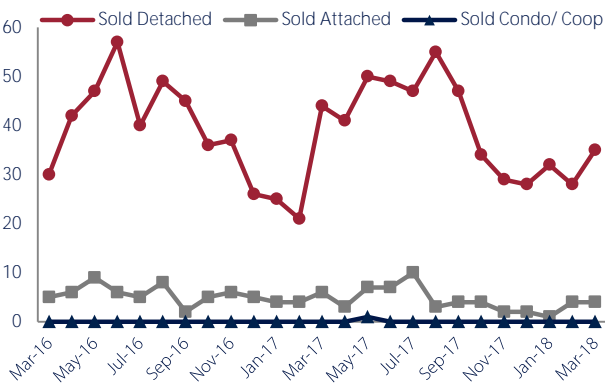
Days On Market

52



Down -20%
Vs. Year Ago

Units Sold*



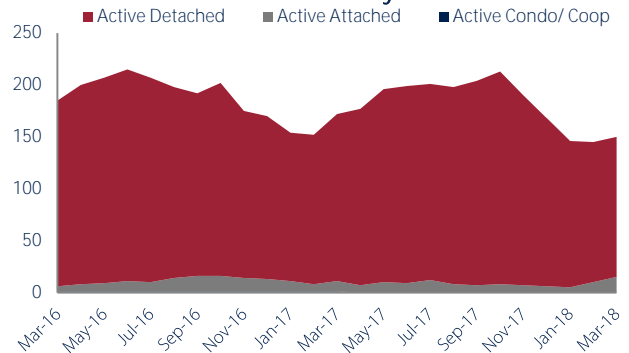
Units Sold

There was an increase in total units sold in March, with 39 sold this month in Town of Culpeper versus 32 last month, an increase of 22%. This month's total units sold was lower than at this time last year, a decrease of 22% versus March 2017.

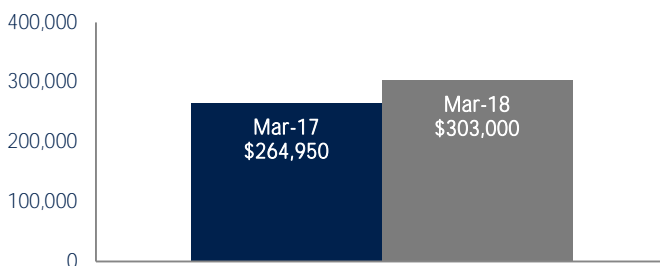
Active Inventory

Versus last year, the total number of homes available this month is lower by 22 units or 13%. The total number of active inventory this March was 150 compared to 172 in March 2017. This month's total of 150 is higher than the previous month's total supply of available inventory of 145, an increase of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Town of Culpeper 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 10% 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.

Town of Culpeper are defined as properties listed in zip code/s 22701.

*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.



CHRISTIE'S
INTERNATIONAL REAL ESTATE



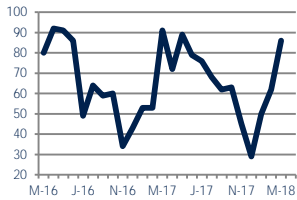
Focus On: Town of Culpeper Housing Market

March 2018

Zip Code(s): 22701

New Listings

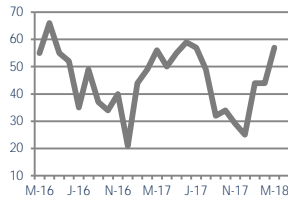
86



Down -5%
Vs. Year Ago

Current Contracts

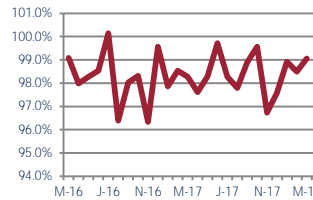
57



Up 2%
Vs. Year Ago

Sold Vs. List Price

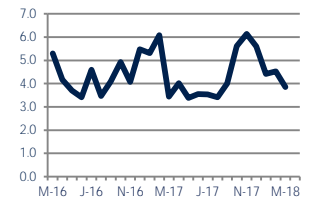
99.1%



Up 0.8%
Vs. Year Ago

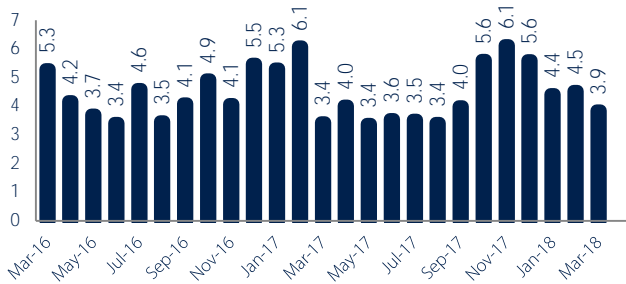
Months of Supply

3.9



Up 12%
Vs. Year Ago

Months Of Supply



Months of Supply

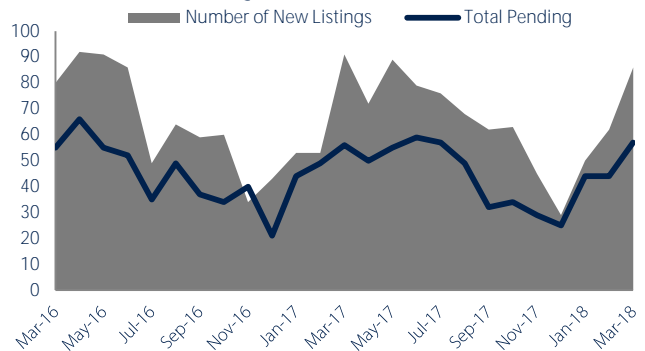
In March, there was 3.8 months of supply available in Town of Culpeper, compared to 3.4 in March 2017. That is an increase of 12% versus a year ago.

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.

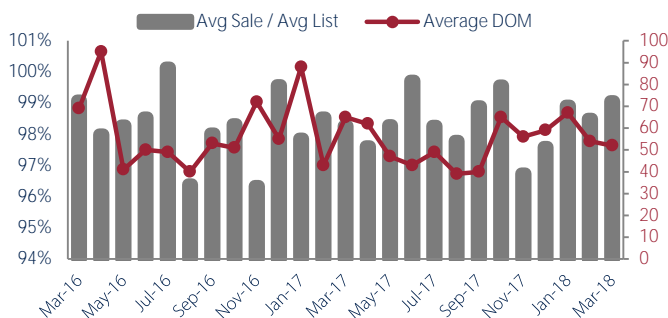
New Listings & Current Contracts

This month there were 86 homes newly listed for sale in Town of Culpeper compared to 91 in March 2017, a decrease of 5%. There were 57 current contracts pending sale this March compared to 56 a year ago. The number of current contracts is 2% higher 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 Town of Culpeper was 99.1% of the average list price, which is 0.8% higher than at this time last year.

Days On Market

This month, the average number of days on market was 52, lower than the average last year, which was 65, a decrease of 20%.



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