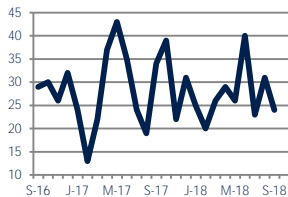




### Units Sold

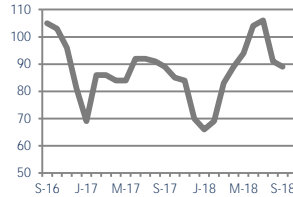
24



Down -29%  
Vs. Year Ago

### Active Inventory

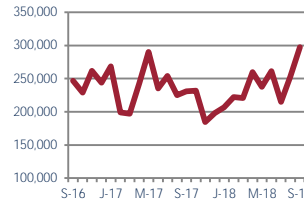
89



No Change  
Vs. Year Ago

### Median Sale Price

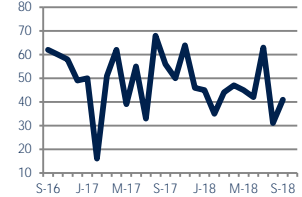
\$297,500



Up  
Vs. Year Ago

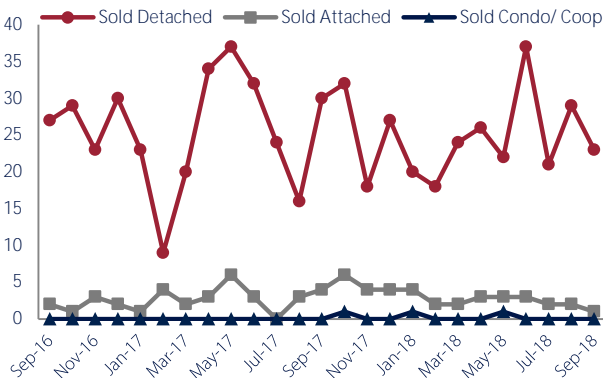
### Days On Market

41



Down -27%  
Vs. Year Ago

### Units Sold\*



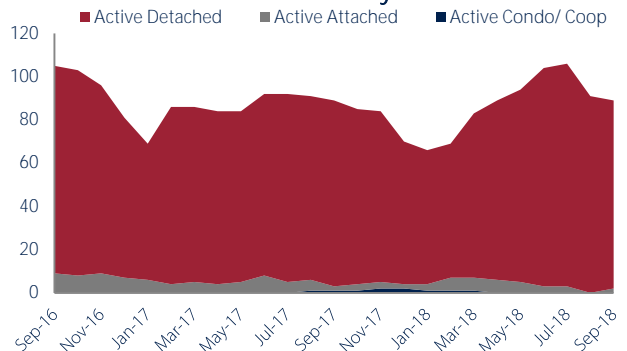
### Units Sold

There was a decrease in total units sold in September, with 24 sold this month in Winchester City versus 31 last month, a decrease of 23%. This month's total units sold was lower than at this time last year, a decrease of 29% versus September 2017.

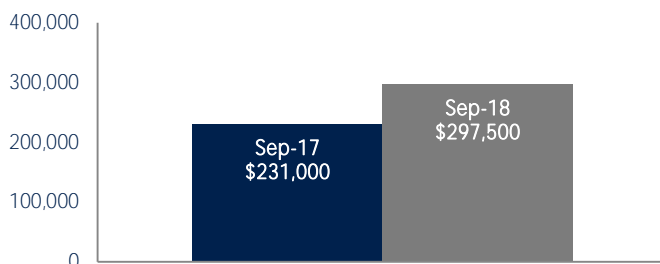
### Active Inventory

The total number of homes available this month is 89 units, which is similar compared to a year ago. This month's total of 89 is lower than the previous month's total supply of available inventory of 91, 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 Winchester City Homes was \$231,000. This September, the median sale price was \$297,500, an increase of \$66,500 compared to last year. The current median sold price is higher than in August.

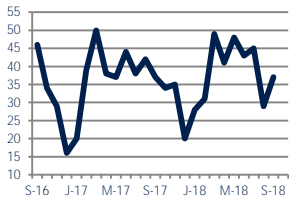
Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



\*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**

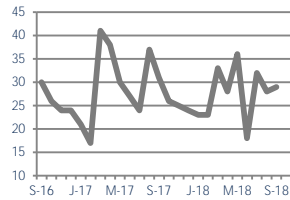
37



No Change  
Vs. Year Ago

**Current Contracts**

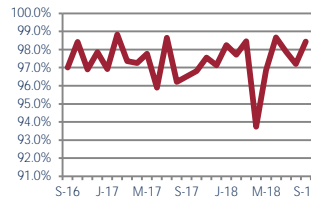
29



Down -6%  
Vs. Year Ago

**Sold Vs. List Price**

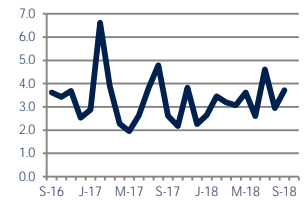
98.4%



Up 2%  
Vs. Year Ago

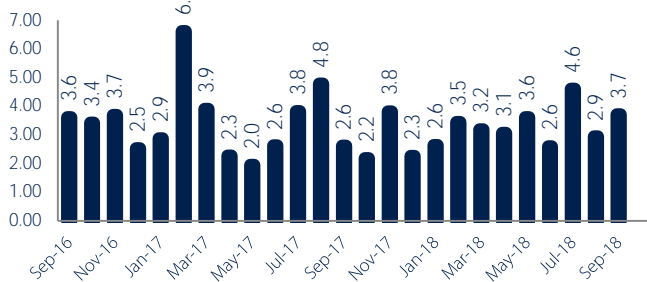
**Months of Supply**

3.7



Up 42%  
Vs. Year Ago

**Months Of Supply**



**Months of Supply**

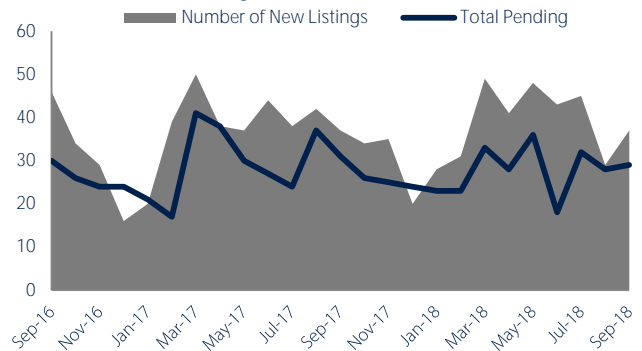
In September, there was 3.7 months of supply available in Winchester City, compared to 2.6 in September 2017. That is an increase of 42% versus a year ago.

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.

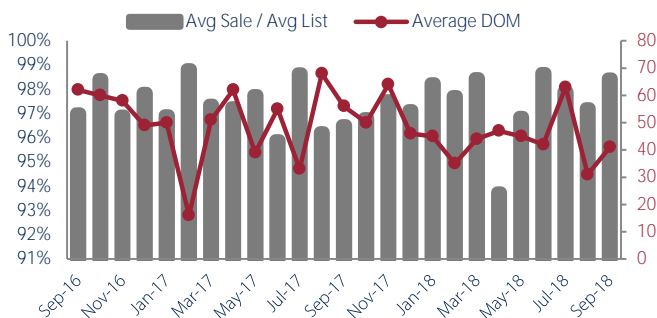
**New Listings & Current Contracts**

This month there were 37 homes newly listed for sale in Winchester City, which is similar to the amount in September 2017. There were 29 current contracts pending sale this September compared to 31 a year ago. The number of current contracts is 6% 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 Winchester City was 98.4% of the average list price, which is 1.9% higher than at this time last year.

**Days On Market**

This month, the average number of days on market was 41, lower than the average last year, which was 56, a decrease of 27%.



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