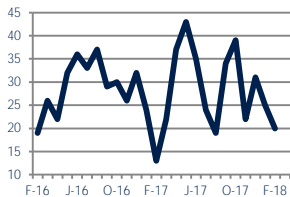




Units Sold

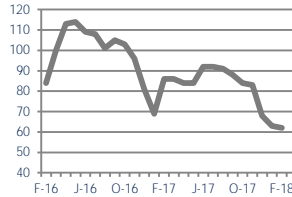
20



Up
Vs. Year Ago

Active Inventory

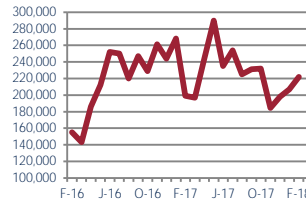
62



Down -28%
Vs. Year Ago

Median Sale Price

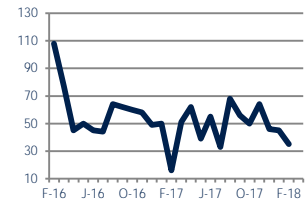
\$222,000



Up 12%
Vs. Year Ago

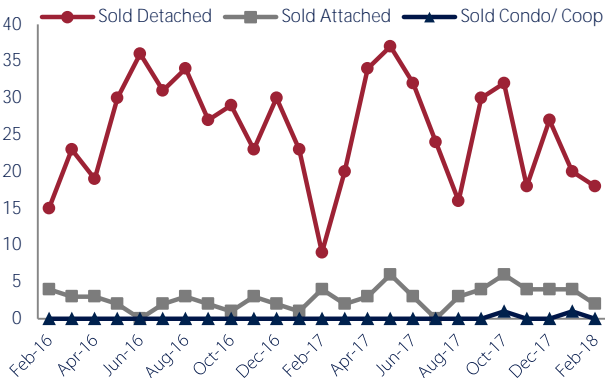
Days On Market

35



Up
Vs. Year Ago

Units Sold*



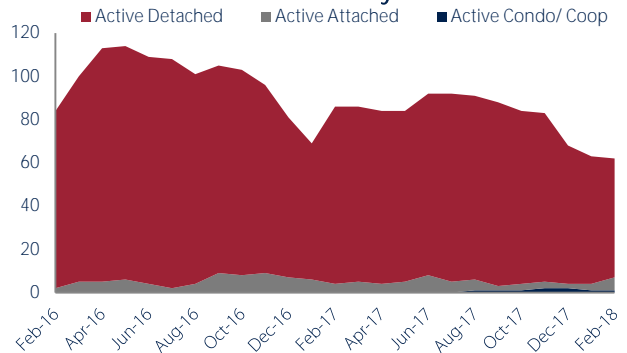
Units Sold

With relatively few transactions, there was a decrease in total units sold in February, with 20 sold this month in Winchester City. This month's total units sold was higher than at this time last year, an increase from February 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 24 units or 28%. The total number of active inventory this February was 62 compared to 86 in February 2017. This month's total of 62 is lower than the previous month's total supply of available inventory of 63, a decrease of 2%.

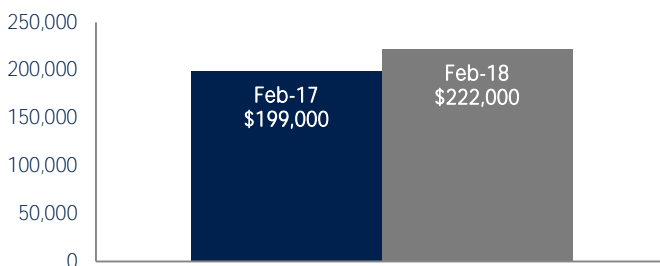
Active Inventory*



Median Sale Price

Last February, the median sale price for Winchester City Homes was \$199,000. This February, the median sale price was \$222,000, an increase of 12% or \$23,000 compared to last year. The current median sold price is 7% higher than in January.

Median Sale Price



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



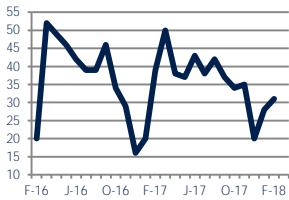
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

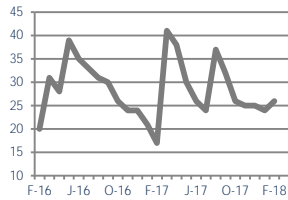
31



Down -21%
Vs. Year Ago

Current Contracts

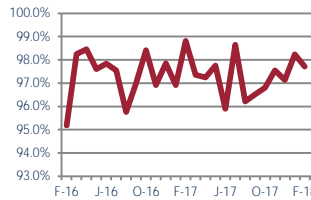
26



Up 53%
Vs. Year Ago

Sold Vs. List Price

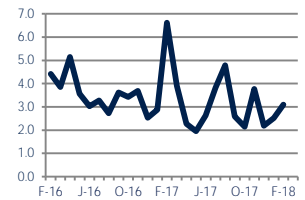
97.7%



Down -1.1%
Vs. Year Ago

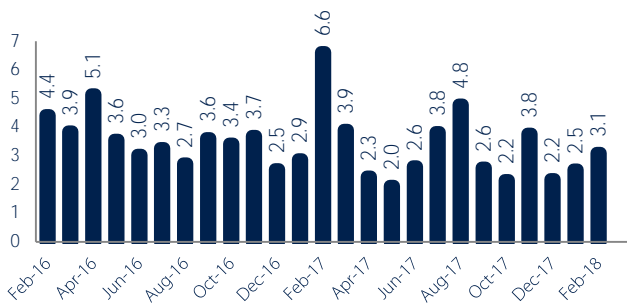
Months of Supply

3.1



Down -53%
Vs. Year Ago

Months Of Supply



Months of Supply

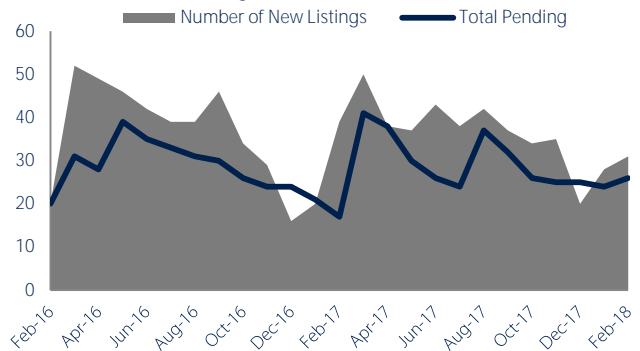
In February, there was 3.1 months of supply available in Winchester City, compared to 6.6 in February 2017. That is a decrease of 53% versus a year ago.

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.

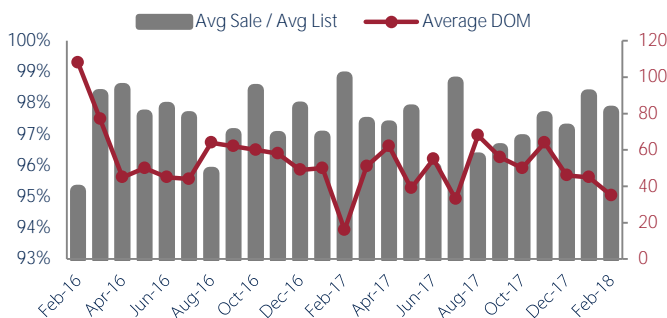
New Listings & Current Contracts

This month there were 31 homes newly listed for sale in Winchester City compared to 39 in February 2017, a decrease of 21%. There were 26 current contracts pending sale this February compared to 17 a year ago. The number of current contracts is 53% higher than last February.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In February, the average sale price in Winchester City was 97.7% of the average list price, which is 1.1% lower than at this time last year.

Days On Market

This month, the average number of days on market was 35, higher than the average last year, which was 16. This increase was impacted by the limited number of sales.



*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.

