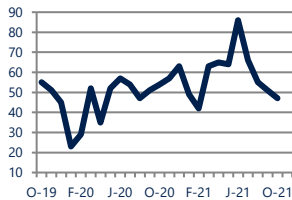




Units Sold

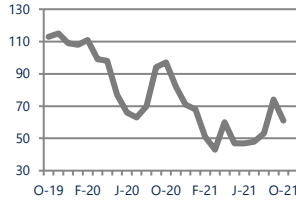
47



Down -13%
Vs. Year Ago

Active Inventory

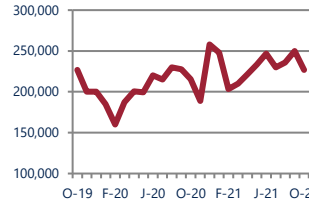
61



Down -37%
Vs. Year Ago

Median Sale Price

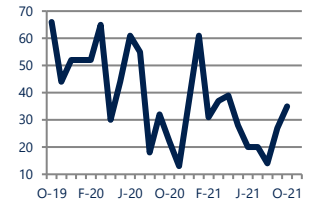
\$227,000



Up 5%
Vs. Year Ago

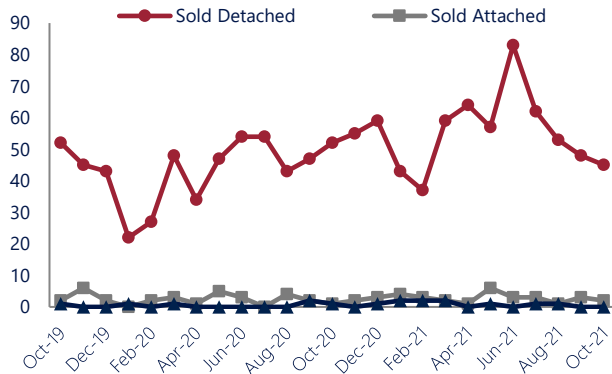
Days On Market

35



Up 59%
Vs. Year Ago

Units Sold*



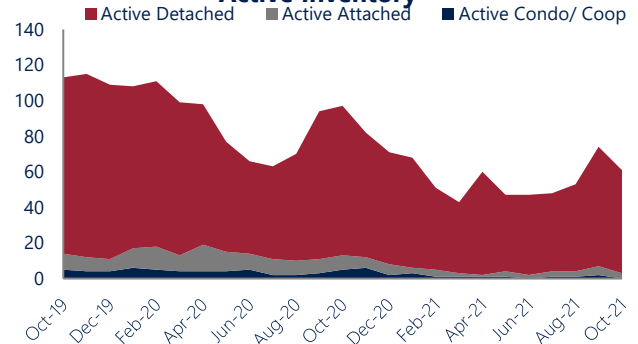
Units Sold

There was a decrease in total units sold in October, with 47 sold this month in City of Staunton versus 51 last month, a decrease of 8%. This month's total units sold was lower than at this time last year, a decrease of 13% versus October 2020.

Active Inventory

Versus last year, the total number of homes available this month is lower by 36 units or 37%. The total number of active inventory this October was 61 compared to 97 in October 2020. This month's total of 61 is lower than the previous month's total supply of available inventory of 74, a decrease of 18%.

Active Inventory*



Median Sale Price



Median Sale Price

Last October, the median sale price for City of Staunton Homes was \$215,500. This October, the median sale price was \$227,000, an increase of 5% or \$11,500 compared to last year. The current median sold price is 9% lower than in September.

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



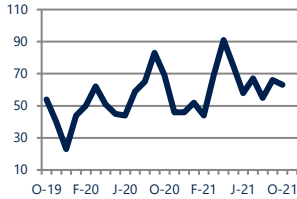
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CGAHR and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





New Listings

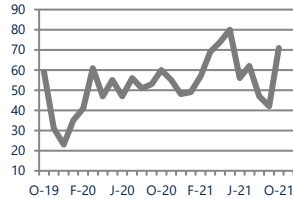
63



Down -9%
Vs. Year Ago

Current Contracts

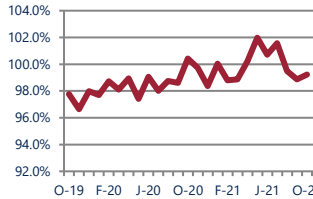
71



Up 18%
Vs. Year Ago

Sold Vs. List Price

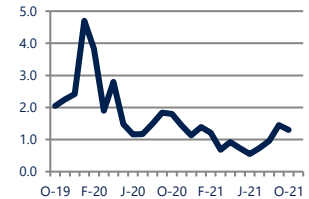
99.2%



Down -1.2%
Vs. Year Ago

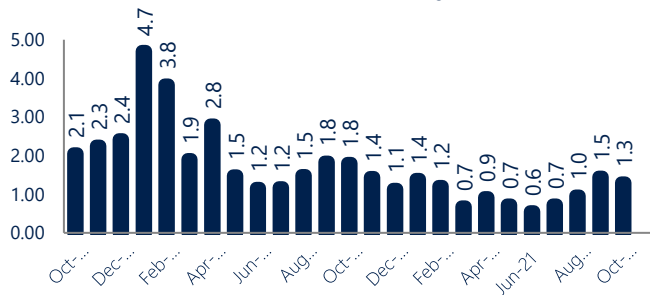
Months of Supply

1.3



Down -28%
Vs. Year Ago

Months of Supply



New Listings & Current Contracts

This month there were 63 homes newly listed for sale in City of Staunton compared to 69 in October 2020, a decrease of 9%.

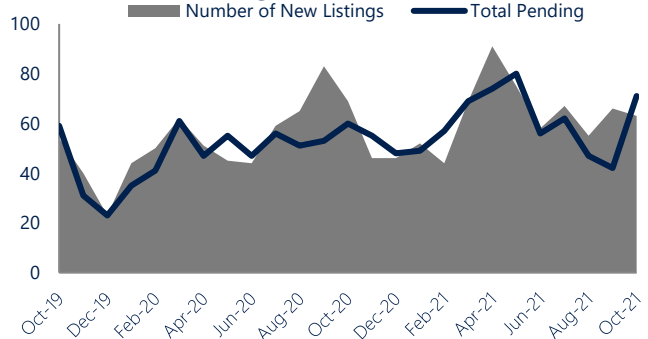
There were 71 current contracts pending sale this October compared to 60 a year ago. The number of current contracts is 18% higher than last October.

Months of Supply

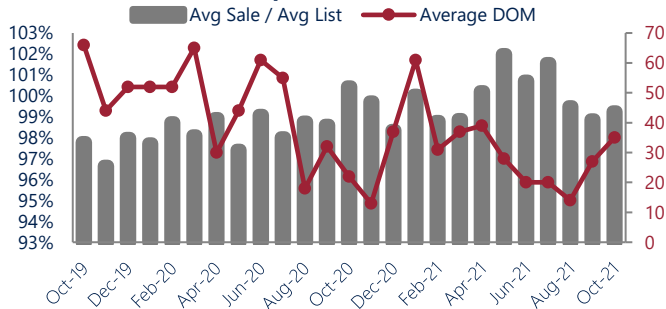
In October, there was 1.3 months of supply available in City of Staunton, compared to 1.8 in October 2020. That is a decrease of 28% versus a year ago.

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



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In October, the average sale price in City of Staunton was 99.2% of the average list price, which is 1.2% 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 22, an increase of 59%.



*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.

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