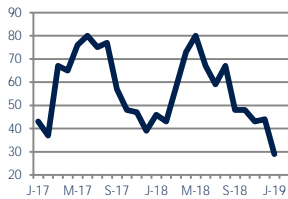


### Units Sold

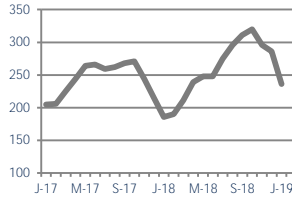
29



**Down**  
Vs. Year Ago

### Active Inventory

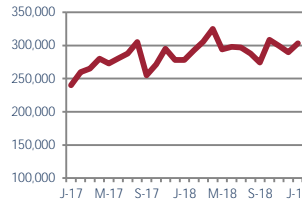
236



**Up 27%**  
Vs. Year Ago

### Median Sale Price

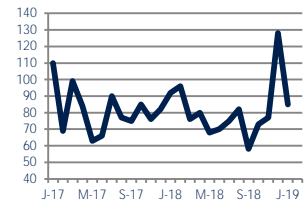
\$303,000



**Up 9%**  
Vs. Year Ago

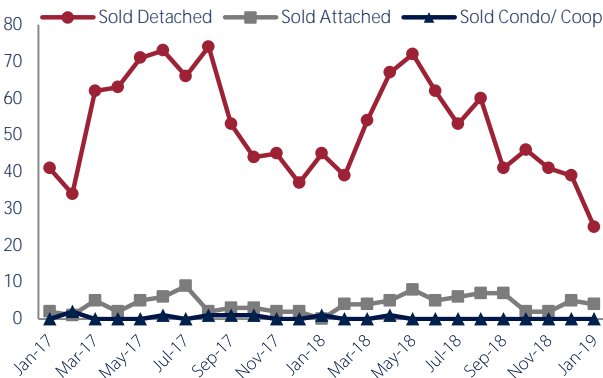
### Days On Market

85



**Down -8%**  
Vs. Year Ago

### Units Sold\*



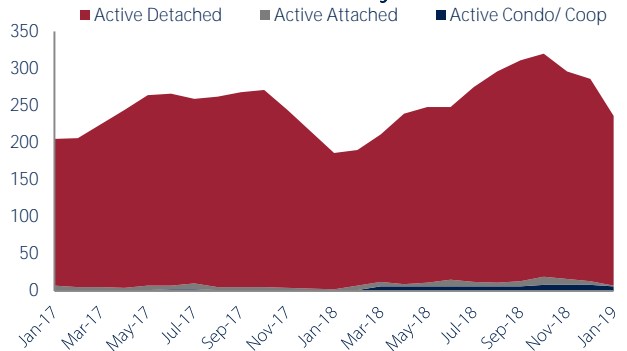
### Units Sold

With relatively few transactions, there was a decrease in total units sold in January, with 29 sold this month in Culpeper County. This month's total units sold was lower than at this time last year, a decrease from January 2018.

### Active Inventory

Versus last year, the total number of homes available this month is higher by 50 units or 27%. The total number of active inventory this January was 236 compared to 186 in January 2018. This month's total of 236 is lower than the previous month's total supply of available inventory of 286, a decrease of 17%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last January, the median sale price for Culpeper County Homes was \$278,000. This January, the median sale price was \$303,000, an increase of 9% or \$25,000 compared to last year. The current median sold price is 5% higher than in December.

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



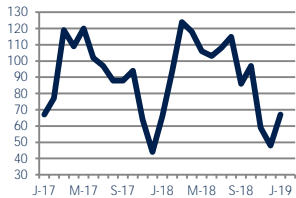
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by BRIGHTMLS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





### New Listings

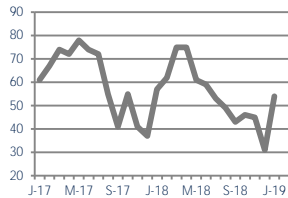
67



Up 2%  
Vs. Year Ago

### Current Contracts

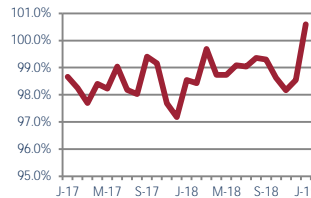
54



Down -5%  
Vs. Year Ago

### Sold Vs. List Price

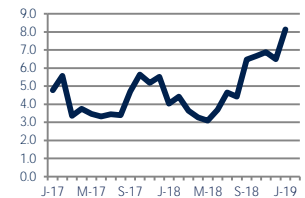
100.6%



Up 2.1%  
Vs. Year Ago

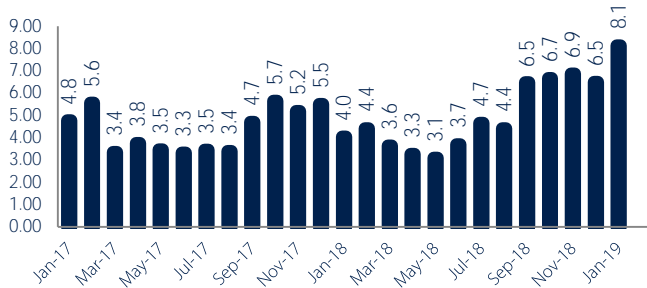
### Months of Supply

8.1



Up 101%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

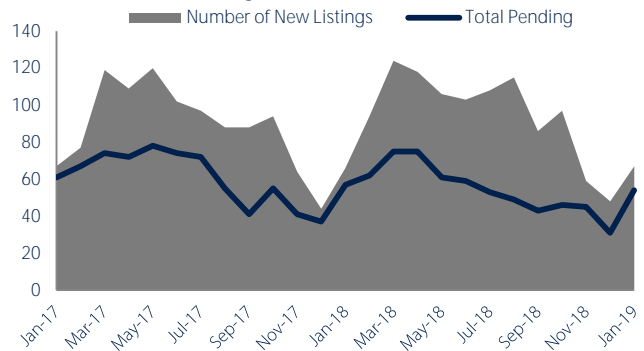
In January, there was 8.1 months of supply available in Culpeper County, compared to 4.0 in January 2018. That is an increase of 101% versus a year ago.

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.

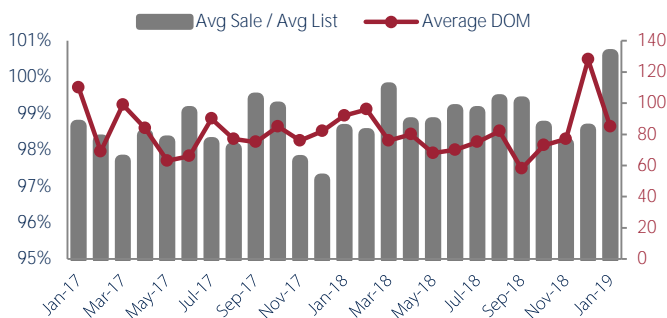
### New Listings & Current Contracts

This month there were 67 homes newly listed for sale in Culpeper County compared to 66 in January 2018, an increase of 2%. There were 54 current contracts pending sale this January compared to 57 a year ago. The number of current contracts is 5% lower than last January.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In January, the average sale price in Culpeper County was 100.6% of the average list price, which is 2.1% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 85, lower than the average last year, which was 92, a decrease of 8%.



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