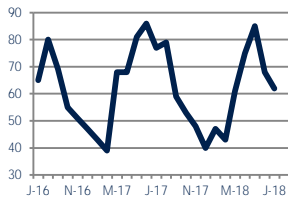




### Units Sold

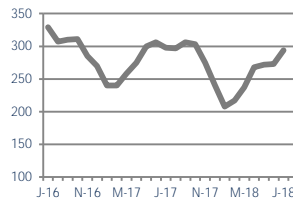
62



Down -19%  
Vs. Year Ago

### Active Inventory

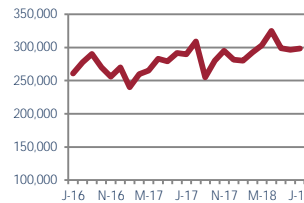
294



Down -1%  
Vs. Year Ago

### Median Sale Price

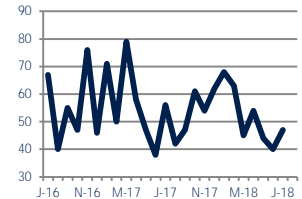
\$298,409



Up 3%  
Vs. Year Ago

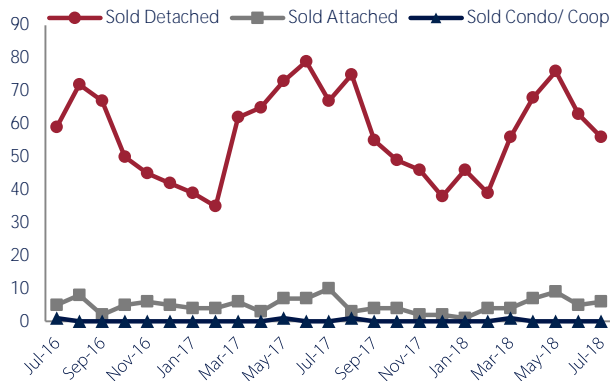
### Days On Market

47



Down -16%  
Vs. Year Ago

### Units Sold\*



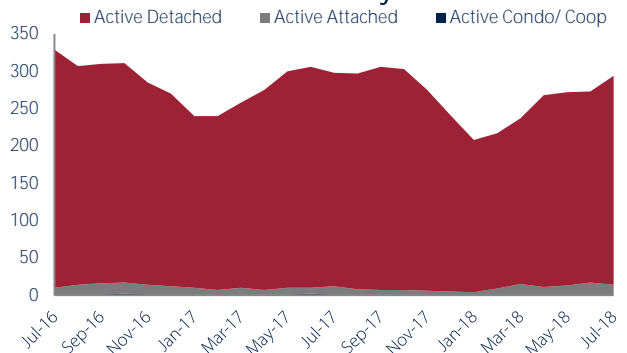
### Units Sold

There was a decrease in total units sold in July, with 62 sold this month in Culpeper County versus 68 last month, a decrease of 9%. This month's total units sold was lower than at this time last year, a decrease of 19% versus July 2017.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 4 units or 1%. The total number of active inventory this July was 294 compared to 298 in July 2017. This month's total of 294 is higher than the previous month's total supply of available inventory of 273, an increase of 8%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last July, the median sale price for Culpeper County Homes was \$289,900. This July, the median sale price was \$298,409, an increase of 3% or \$8,509 compared to last year. The current median sold price is 1% higher than in June.

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

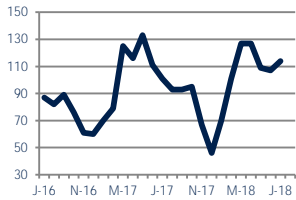


\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

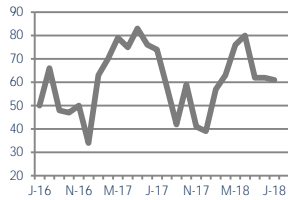
114



Up 13%  
Vs. Year Ago

### Current Contracts

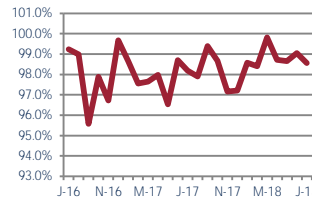
61



Down -18%  
Vs. Year Ago

### Sold Vs. List Price

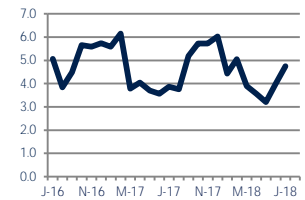
98.6%



No Change  
Vs. Year Ago

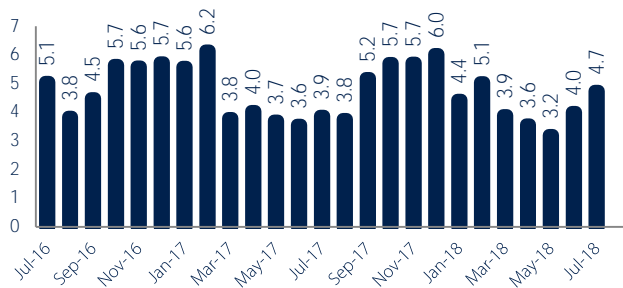
### Months of Supply

4.7



Up 22%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

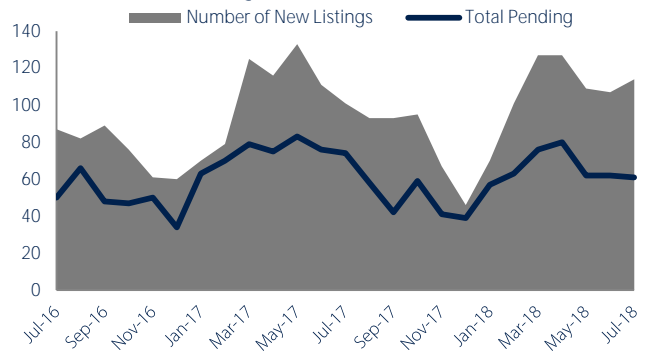
In July, there was 4.7 months of supply available in Culpeper County, compared to 3.9 in July 2017. That is an increase of 23% versus a year ago.

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.

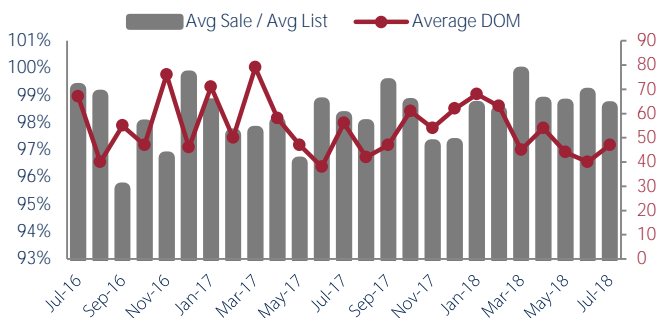
### New Listings & Current Contracts

This month there were 114 homes newly listed for sale in Culpeper County compared to 101 in July 2017, an increase of 13%. There were 61 current contracts pending sale this July compared to 74 a year ago. The number of current contracts is 18% lower than last July.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In July, the average sale price in Culpeper County was 98.6% of the average list price, which is similar compared to a year ago.

### Days On Market

This month, the average number of days on market was 47, lower than the average last year, which was 56, a decrease of 16%.



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