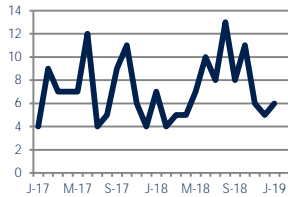


Units Sold

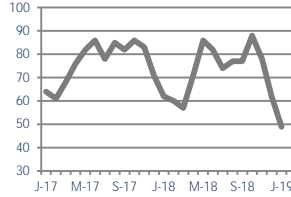
6



Down -14%
Vs. Year Ago

Active Inventory

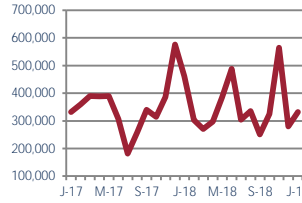
49



Down -21%
Vs. Year Ago

Median Sale Price

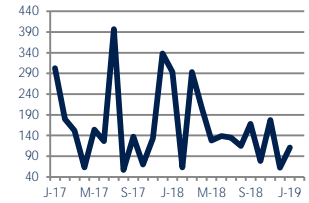
\$331,500



Down
Vs. Year Ago

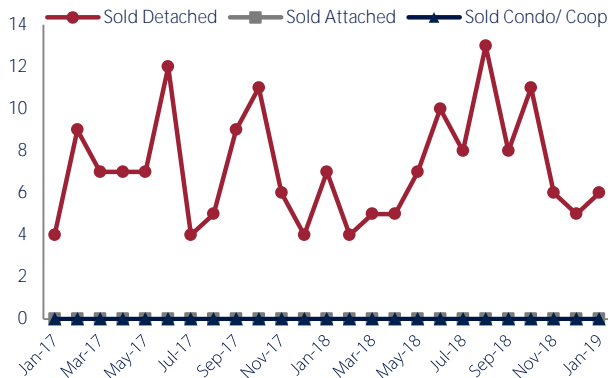
Days On Market

111



Down
Vs. Year Ago

Units Sold*



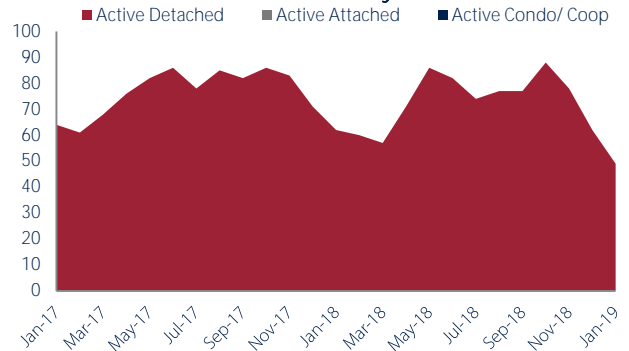
Units Sold

There was an increase in total units sold in January, with 6 sold this month in Rappahannock County versus 5 last month, an increase of 20%. This month's total units sold was lower than at this time last year, a decrease of 14% versus January 2018.

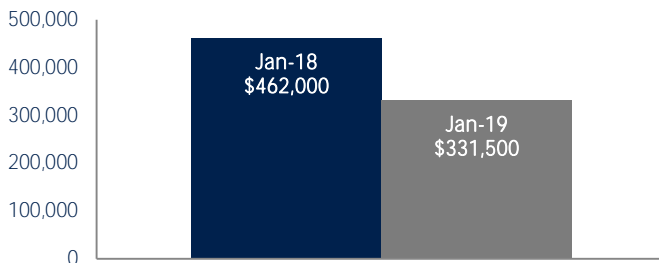
Active Inventory

Versus last year, the total number of homes available this month is lower by 13 units or 21%. The total number of active inventory this January was 49 compared to 62 in January 2018. This month's total of 49 is lower than the previous month's total supply of available inventory of 62, a decrease of 21%.

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 January, the median sale price for Rappahannock County Homes was \$462,000. This January, the median sale price was \$331,500, a decrease of \$130,500 compared to last year. The current median sold price is higher than in December.

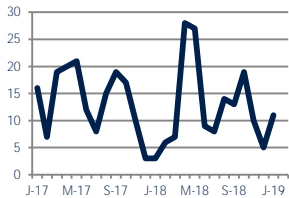
Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



*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

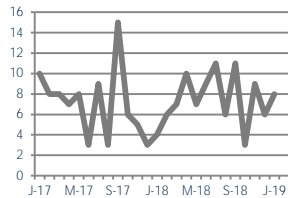
11



Up 267%
Vs. Year Ago

Current Contracts

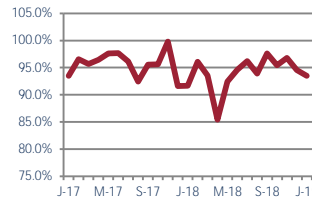
8



Up 100%
Vs. Year Ago

Sold Vs. List Price

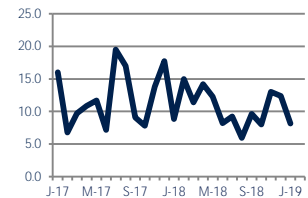
93.5%



Up 2%
Vs. Year Ago

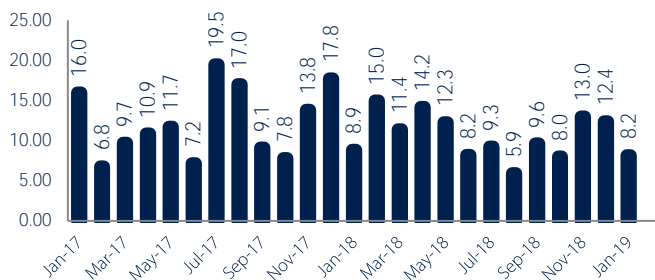
Months of Supply

8.2



Down -8%
Vs. Year Ago

Months Of Supply



Months of Supply

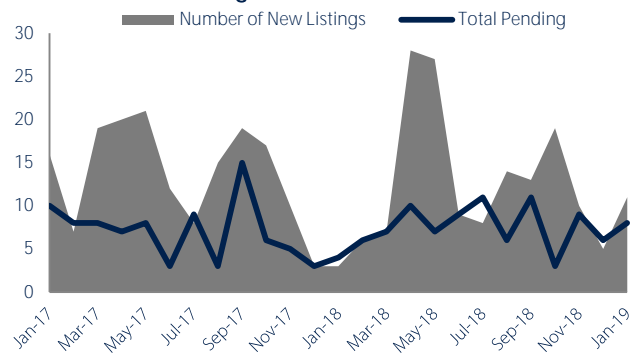
In January, there was 8.2 months of supply available in Rappahannock County, compared to 8.9 in January 2018. That is a decrease of 8% versus a year ago.

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.

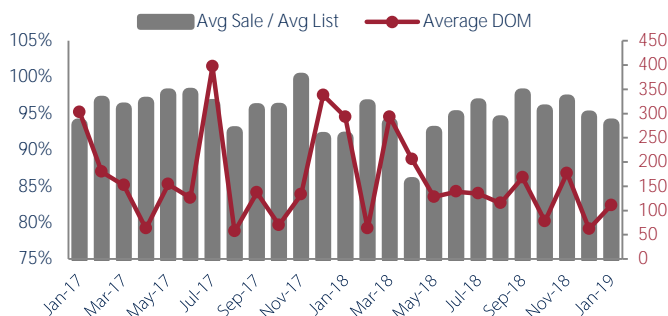
New Listings & Current Contracts

This month there were 11 homes newly listed for sale in Rappahannock County compared to 3 in January 2018, an increase of 267%. There were 8 current contracts pending sale this January compared to 4 a year ago. The number of current contracts is 100% higher 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 Rappahannock County was 93.5% of the average list price, which is 1.8% higher than at this time last year.

Days On Market

This month, the average number of days on market was 111, lower than the average last year, which was 293. This decrease was impacted by the limited number of sales.



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