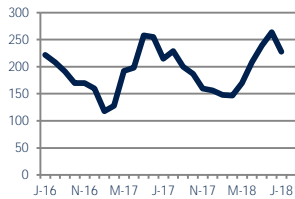


Units Sold

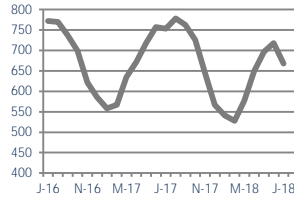
228



Up 6%
Vs. Year Ago

Active Inventory

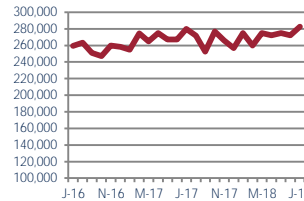
668



Down -11%
Vs. Year Ago

Median Sale Price

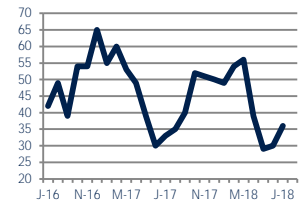
\$282,440



Up 1%
Vs. Year Ago

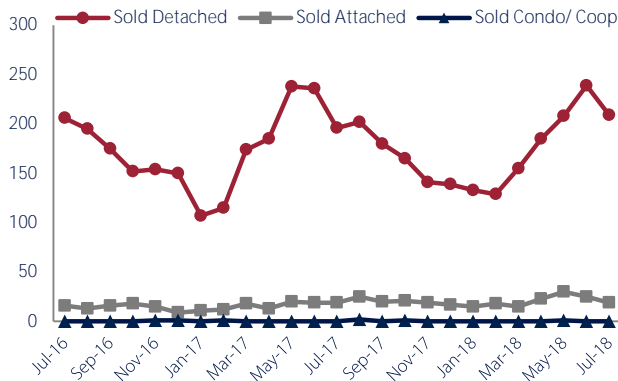
Days On Market

36



Up 9%
Vs. Year Ago

Units Sold*



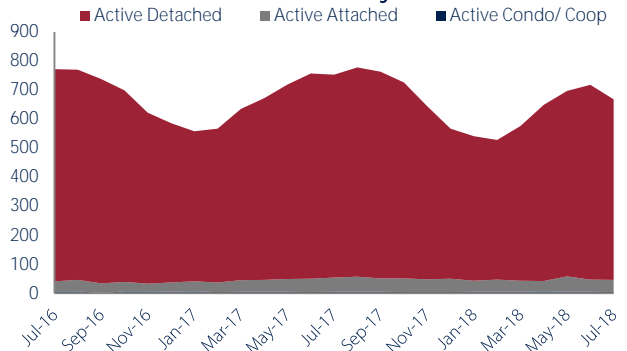
Units Sold

There was a decrease in total units sold in July, with 228 sold this month in Spotsylvania County versus 264 last month, a decrease of 14%. This month's total units sold was higher than at this time last year, an increase of 6% versus July 2017.

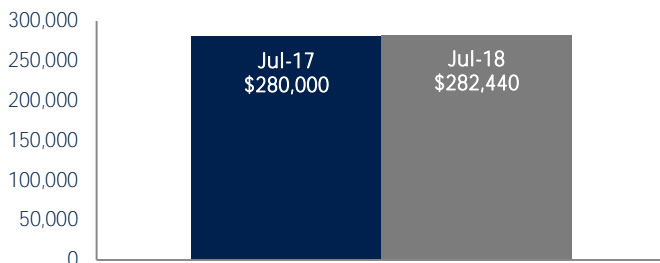
Active Inventory

Versus last year, the total number of homes available this month is lower by 85 units or 11%. The total number of active inventory this July was 668 compared to 753 in July 2017. This month's total of 668 is lower than the previous month's total supply of available inventory of 718, a decrease of 7%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Spotsylvania County Homes was \$280,000. This July, the median sale price was \$282,440, an increase of 1% or \$2,440 compared to last year. The current median sold price is 4% 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.

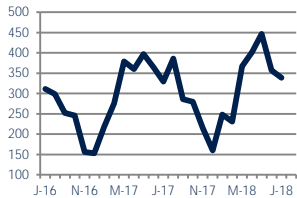


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

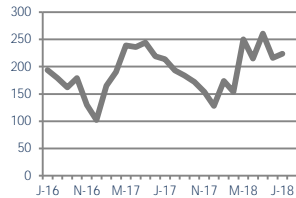
339



Up 3%
Vs. Year Ago

Current Contracts

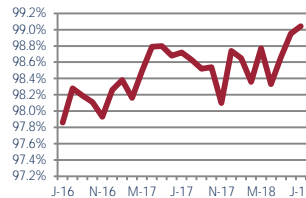
224



Up 5%
Vs. Year Ago

Sold Vs. List Price

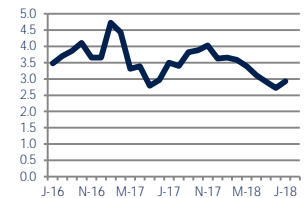
99.0%



No Change
Vs. Year Ago

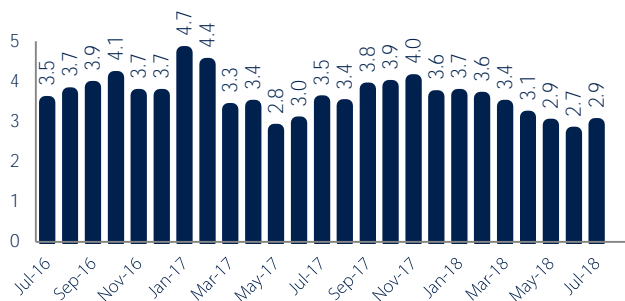
Months of Supply

2.9



Down -16%
Vs. Year Ago

Months Of Supply



Months of Supply

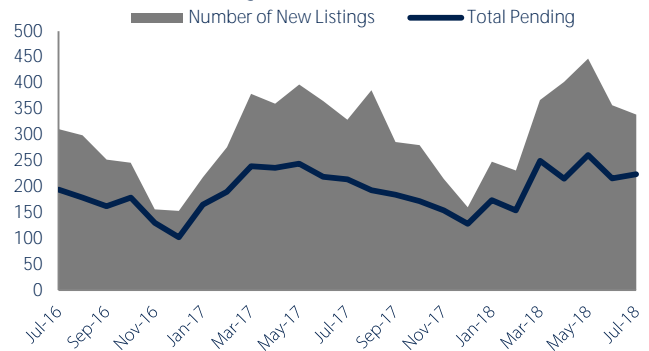
In July, there was 2.9 months of supply available in Spotsylvania County, compared to 3.5 in July 2017. That is a decrease of 16% versus a year ago.

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.

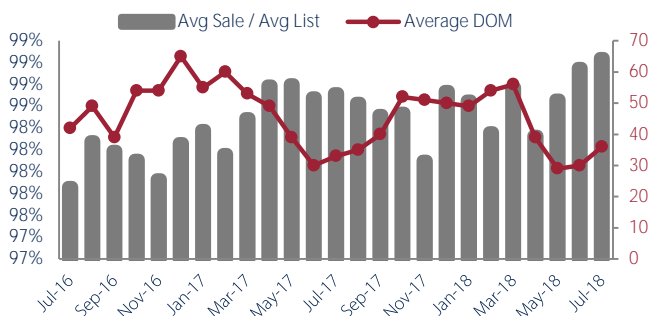
New Listings & Current Contracts

This month there were 339 homes newly listed for sale in Spotsylvania County compared to 329 in July 2017, an increase of 3%. There were 224 current contracts pending sale this July compared to 214 a year ago. The number of current contracts is 5% higher 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 Spotsylvania County was 99.0% 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 36, higher than the average last year, which was 33, an increase of 9%.



*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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