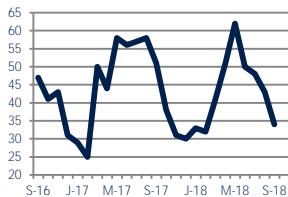




Zip Code(s): 22701

### Units Sold

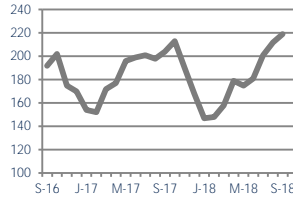
34



Down -33%  
Vs. Year Ago

### Active Inventory

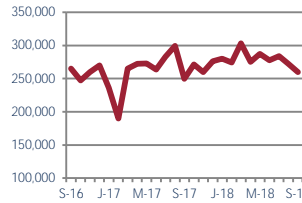
219



Up 7%  
Vs. Year Ago

### Median Sale Price

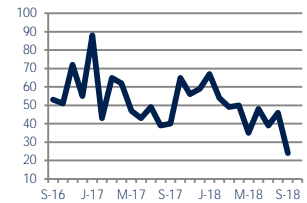
\$259,950



Up 4%  
Vs. Year Ago

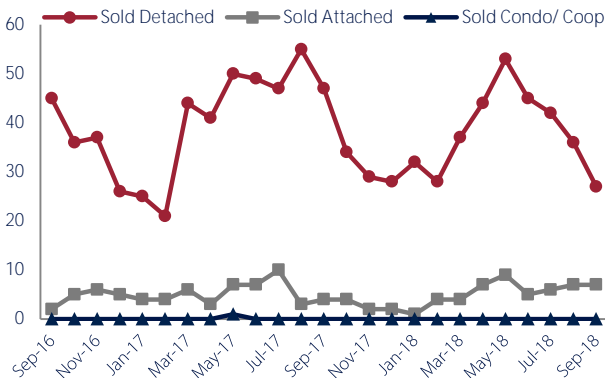
### Days On Market

24



Down -40%  
Vs. Year Ago

### Units Sold\*



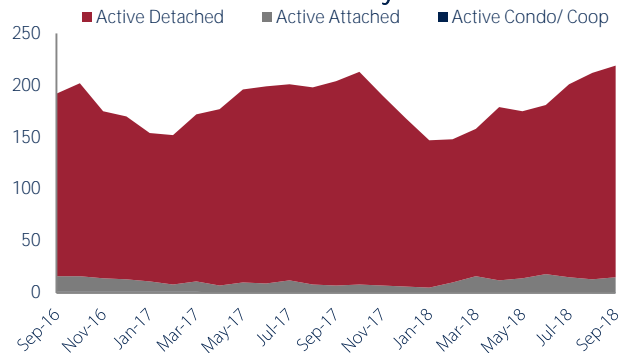
### Units Sold

There was a decrease in total units sold in September, with 34 sold this month in Town of Culpeper versus 43 last month, a decrease of 21%. This month's total units sold was lower than at this time last year, a decrease of 33% versus September 2017.

### Active Inventory

Versus last year, the total number of homes available this month is higher by 15 units or 7%. The total number of active inventory this September was 219 compared to 204 in September 2017. This month's total of 219 is higher than the previous month's total supply of available inventory of 212, an increase of 3%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last September, the median sale price for Town of Culpeper Homes was \$249,900. This September, the median sale price was \$259,950, an increase of 4% or \$10,050 compared to last year. The current median sold price is 5% lower than in August.

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



Town of Culpeper are defined as properties listed in zip code/s 22701.

\*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.

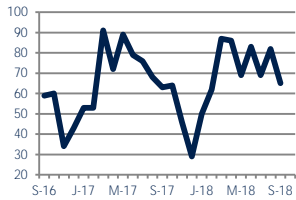
## Focus On: Town of Culpeper Housing Market

September 2018

Zip Code(s): 22701

### New Listings

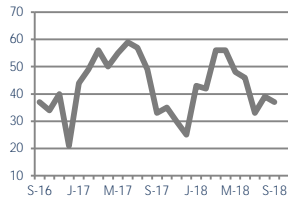
65



Up 3%  
Vs. Year Ago

### Current Contracts

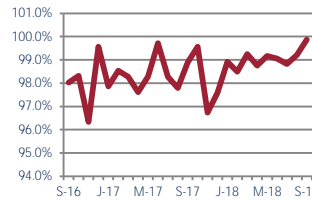
37



Up 12%  
Vs. Year Ago

### Sold Vs. List Price

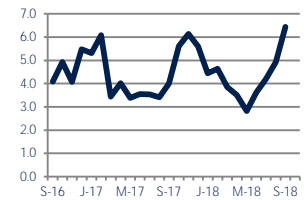
99.9%



Up 1%  
Vs. Year Ago

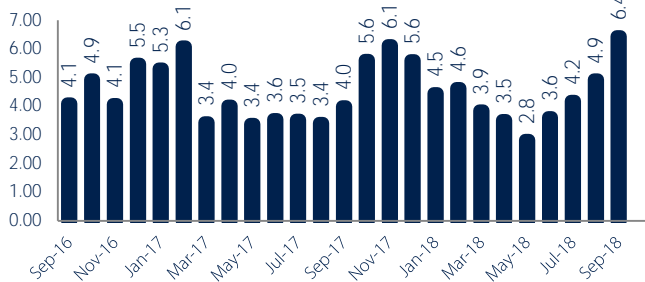
### Months of Supply

6.4



Up 61%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

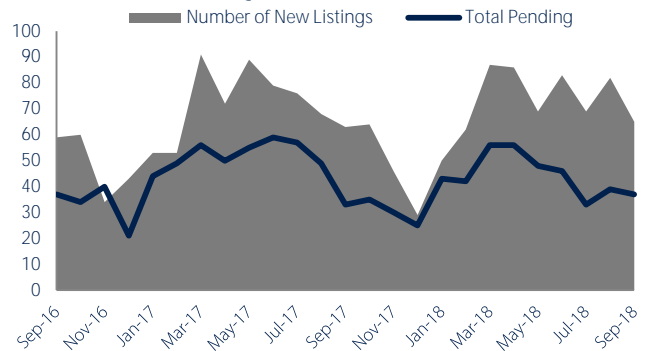
In September, there was 6.4 months of supply available in Town of Culpeper, compared to 4.0 in September 2017. That is an increase of 61% versus a year ago.

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.

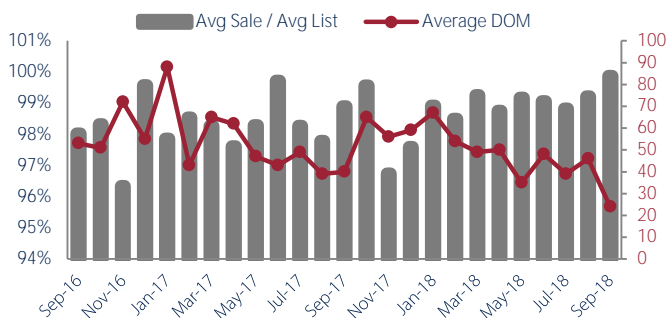
### New Listings & Current Contracts

This month there were 65 homes newly listed for sale in Town of Culpeper compared to 63 in September 2017, an increase of 3%. There were 37 current contracts pending sale this September compared to 33 a year ago. The number of current contracts is 12% higher than last September.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In September, the average sale price in Town of Culpeper was 99.9% of the average list price, which is 1.0% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 24, lower than the average last year, which was 40, a decrease of 40%.



Town of Culpeper are defined as properties listed in zip code/s 22701.

\*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.

