



The Long & Foster Market Minute™

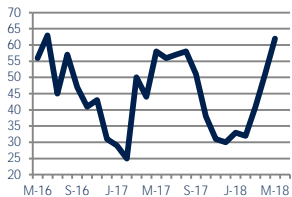
Focus On: **Town of Culpeper Housing Market**

May 2018

Zip Code(s): 22701

Units Sold

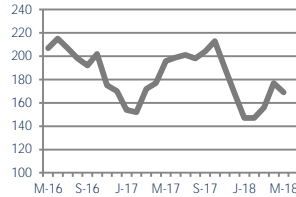
62



Up 7%
Vs. Year Ago

Active Inventory

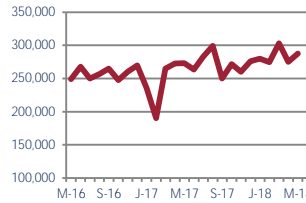
169



Down -14%
Vs. Year Ago

Median Sale Price

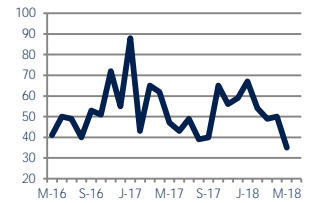
\$287,500



Up 5%
Vs. Year Ago

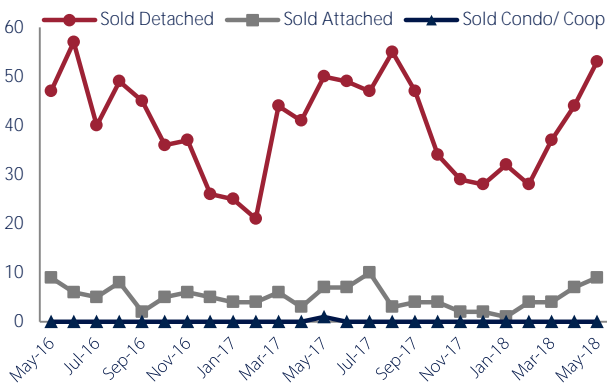
Days On Market

35



Down -26%
Vs. Year Ago

Units Sold*



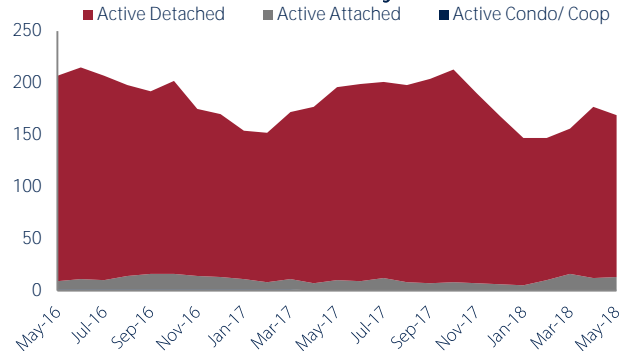
Units Sold

There was an increase in total units sold in May, with 62 sold this month in Town of Culpeper versus 51 last month, an increase of 22%. This month's total units sold was higher than at this time last year, an increase of 7% versus May 2017.

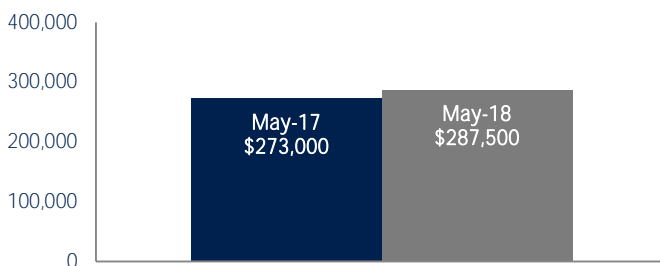
Active Inventory

Versus last year, the total number of homes available this month is lower by 27 units or 14%. The total number of active inventory this May was 169 compared to 196 in May 2017. This month's total of 169 is lower than the previous month's total supply of available inventory of 177, a decrease of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for Town of Culpeper Homes was \$273,000. This May, the median sale price was \$287,500, an increase of 5% or \$14,500 compared to last year. The current median sold price is 5% higher than in April.

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.



CHRISTIE'S
INTERNATIONAL REAL ESTATE



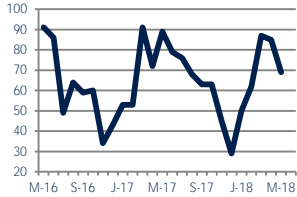
Focus On: Town of Culpeper Housing Market

May 2018

Zip Code(s): 22701

New Listings

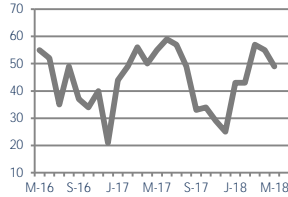
69



Down -22%
Vs. Year Ago

Current Contracts

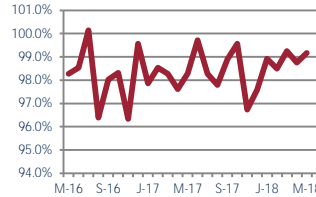
49



Down -11%
Vs. Year Ago

Sold Vs. List Price

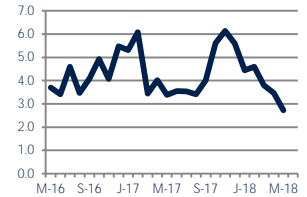
99.2%



Up 0.9%
Vs. Year Ago

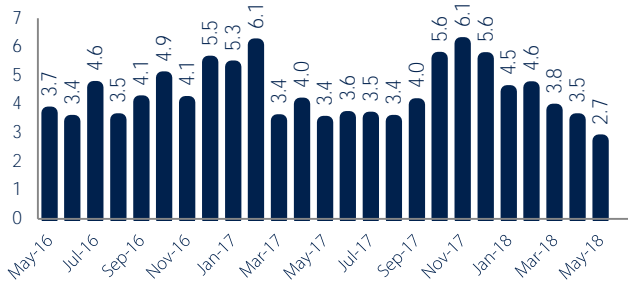
Months of Supply

2.7



Down -19%
Vs. Year Ago

Months Of Supply



Months of Supply

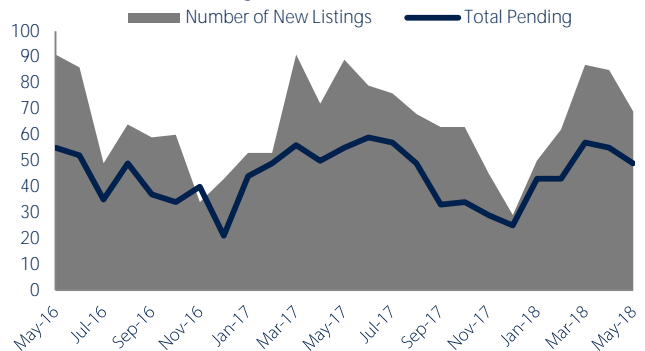
In May, there was 2.7 months of supply available in Town of Culpeper, compared to 3.4 in May 2017. That is a decrease of 19% versus a year ago.

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.

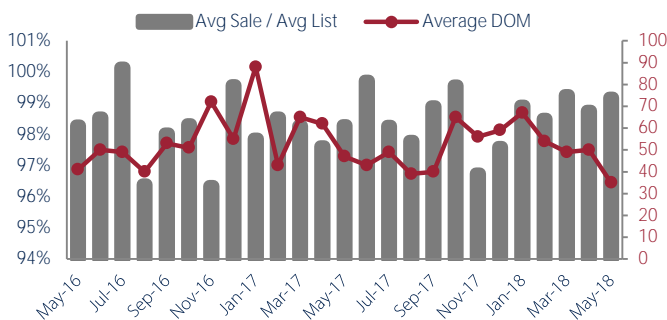
New Listings & Current Contracts

This month there were 69 homes newly listed for sale in Town of Culpeper compared to 89 in May 2017, a decrease of 22%. There were 49 current contracts pending sale this May compared to 55 a year ago. The number of current contracts is 11% lower than last May.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In May, the average sale price in Town of Culpeper was 99.2% of the average list price, which is 0.9% higher than at this time last year.

Days On Market

This month, the average number of days on market was 35, lower than the average last year, which was 47, a decrease of 26%.



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