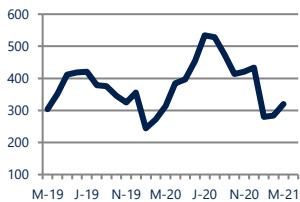




Units Sold

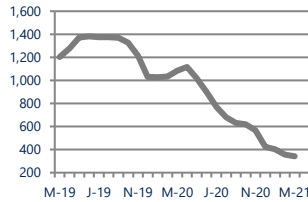
320



Up 2%
Vs. Year Ago

Active Inventory

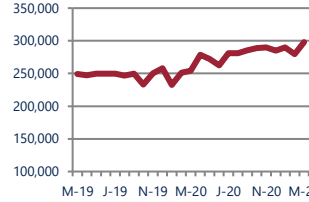
342



Down -68%
Vs. Year Ago

Median Sale Price

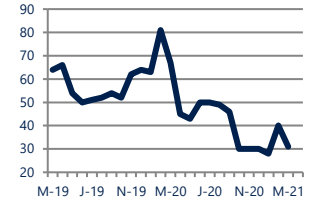
\$297,995



Up 17%
Vs. Year Ago

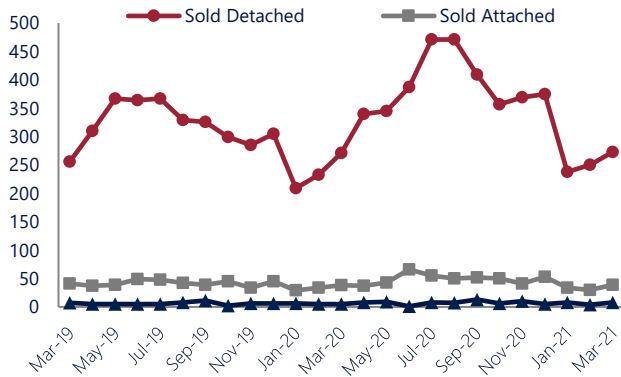
Days On Market

31



Down -54%
Vs. Year Ago

Units Sold*



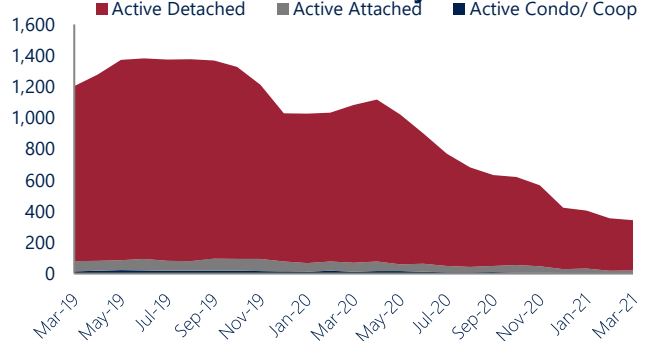
Units Sold

There was an increase in total units sold in March, with 320 sold this month in Shenandoah Valley/Winchester versus 284 last month, an increase of 13%. This month's total units sold was higher than at this time last year, an increase of 2% versus March 2020.

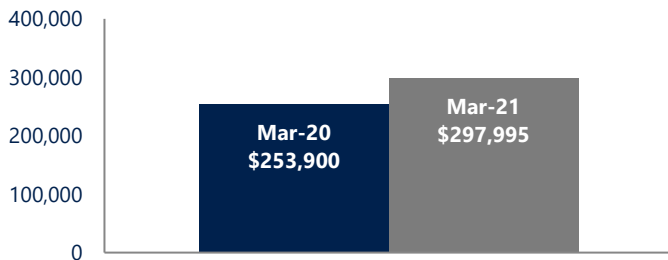
Active Inventory

Versus last year, the total number of homes available this month is lower by 741 units or 68%. The total number of active inventory this March was 342 compared to 1,083 in March 2020. This month's total of 342 is lower than the previous month's total supply of available inventory of 356, a decrease of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Shenandoah Valley/Winchester Homes was \$253,900. This March, the median sale price was \$297,995, an increase of 17% or \$44,095 compared to last year. The current median sold price is 7% higher than in February.

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



*Defined as the counties of Clarke, Frederick, Madison, Page, Rappahannock, Shenandoah, Warren and the city of Winchester

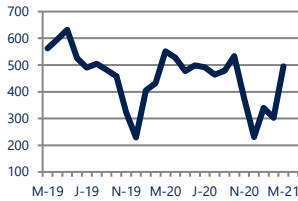
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by BRIGHTMLS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

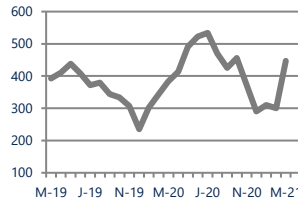
495



Down -10%
Vs. Year Ago

Current Contracts

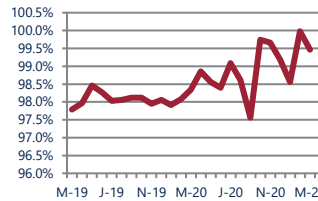
447



Up 16%
Vs. Year Ago

Sold Vs. List Price

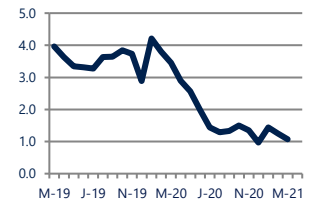
99.5%



Up 1.1%
Vs. Year Ago

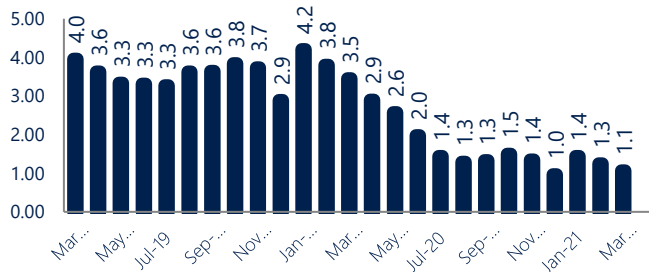
Months of Supply

1.1



Down -69%
Vs. Year Ago

Months Of Supply



New Listings & Current Contracts

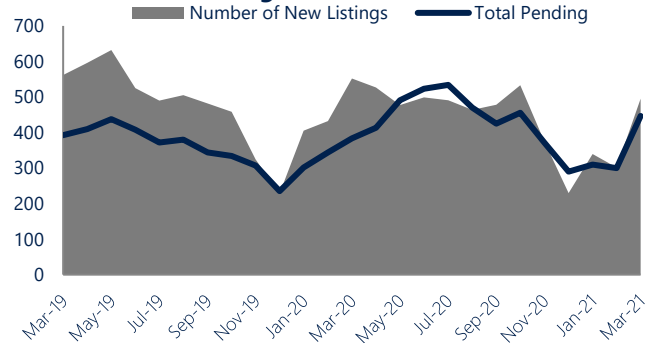
This month there were 495 homes newly listed for sale in Shenandoah Valley/Winchester compared to 552 in March 2020, a decrease of 10%. There were 447 current contracts pending sale this March compared to 384 a year ago. The number of current contracts is 16% higher than last March.

Months of Supply

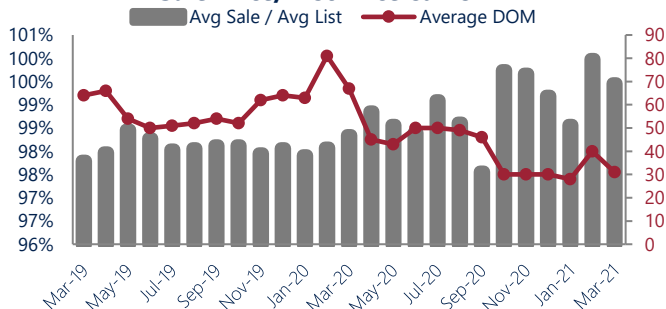
In March, there was 1.1 months of supply available in Shenandoah Valley/Winchester, compared to 3.4 in March 2020. That is a decrease of 69% versus a year ago.

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



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Shenandoah Valley/Winchester was 99.5% of the average list price, which is 1.1% higher than at this time last year.

Days On Market

This month, the average number of days on market was 31, lower than the average last year, which was 67, a decrease of 54%.



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*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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