

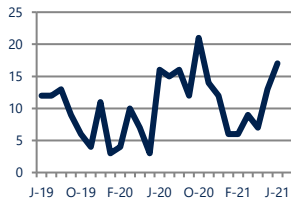


Focus On: Rappahannock County Housing Market

June 2021

Units Sold

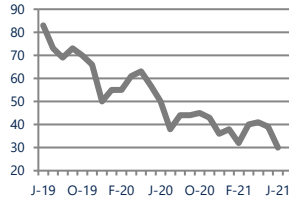
17



Up 6%
Vs. Year Ago

Active Inventory

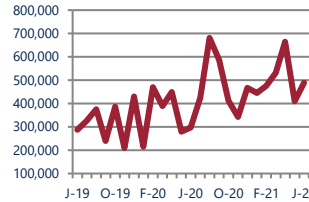
30



Down -40%
Vs. Year Ago

Median Sale Price

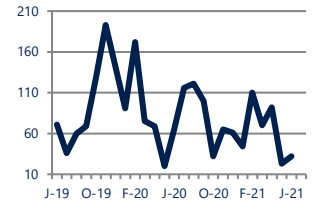
\$489,500



Up
Vs. Year Ago

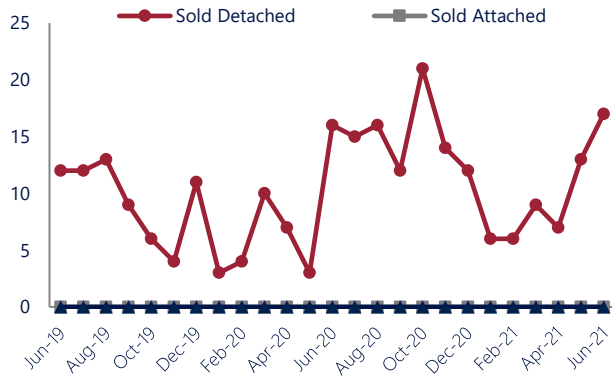
Days On Market

32



Down
Vs. Year Ago

Units Sold*



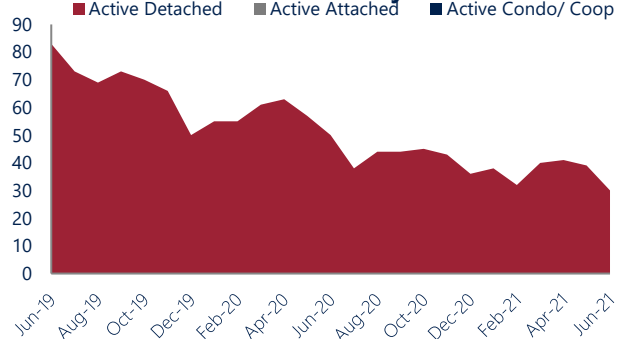
Units Sold

There was an increase in total units sold in June, with 17 sold this month in Rappahannock County versus 13 last month, an increase of 31%. This month's total units sold was higher than at this time last year, an increase of 6% versus June 2020.

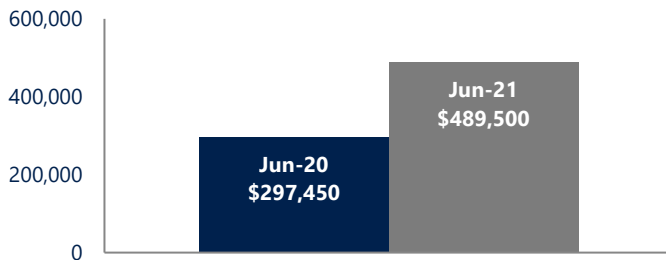
Active Inventory

Versus last year, the total number of homes available this month is lower by 20 units or 40%. The total number of active inventory this June was 30 compared to 50 in June 2020. This month's total of 30 is lower than the previous month's total supply of available inventory of 39, a decrease of 23%.

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 June, the median sale price for Rappahannock County Homes was \$297,450. This June, the median sale price was \$489,500, an increase of \$192,050 compared to last year. The current median sold price is higher than in May. 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.



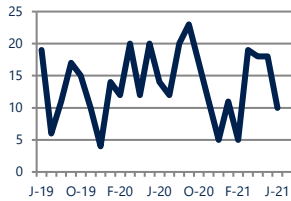


Focus On: Rappahannock County Housing Market

June 2021

New Listings

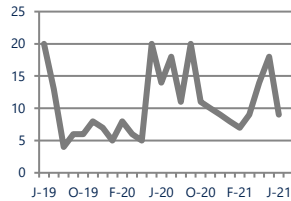
10



Down -29%
Vs. Year Ago

Current Contracts

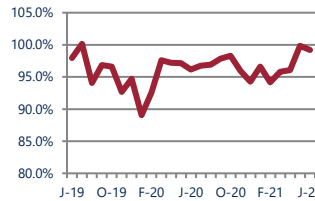
9



Down -36%
Vs. Year Ago

Sold Vs. List Price

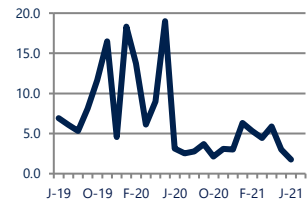
99.2%



Up 3.2%
Vs. Year Ago

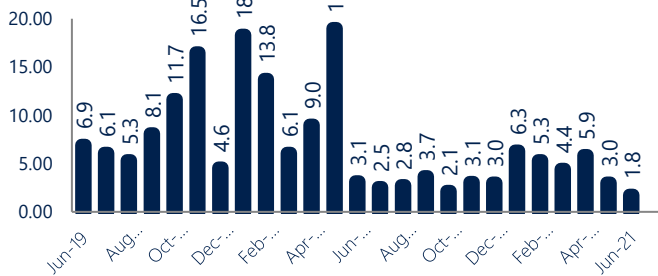
Months of Supply

1.8



Down -44%
Vs. Year Ago

Months Of Supply



Months of Supply

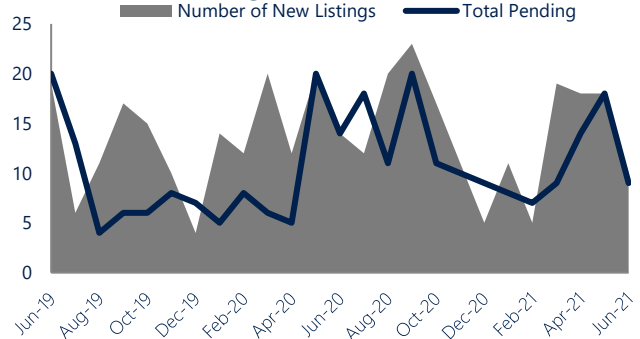
In June, there was 1.8 months of supply available in Rappahannock County, compared to 3.1 in June 2020. That is a decrease of 44% versus a year ago.

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.

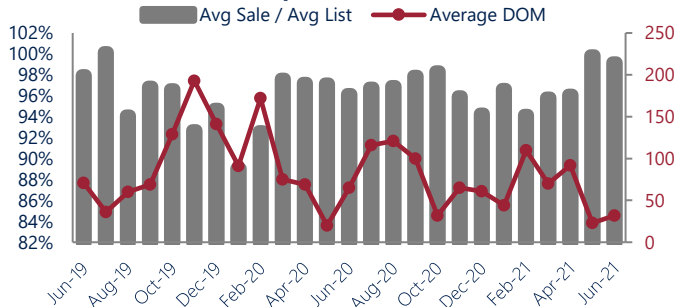
New Listings & Current Contracts

This month there were 10 homes newly listed for sale in Rappahannock County compared to 14 in June 2020, a decrease of 29%. There were 9 current contracts pending sale this June compared to 14 a year ago. The number of current contracts is 36% lower than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Rappahannock County was 99.2% of the average list price, which is 3.0% higher than at this time last year.

Days On Market

This month, the average number of days on market was 32, lower than the average last year, which was 65. This decrease was impacted by the limited number of sales.



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