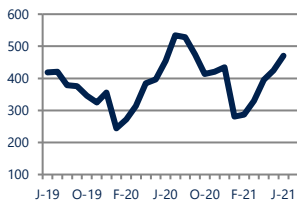




### Units Sold

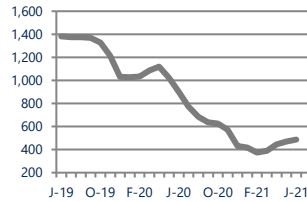
470



**Up 4%**  
Vs. Year Ago

### Active Inventory

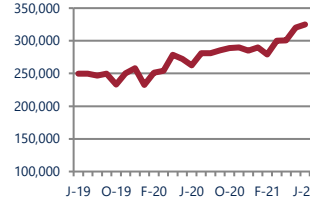
488



**Down -46%**  
Vs. Year Ago

### Median Sale Price

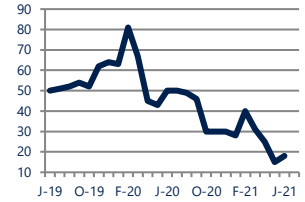
\$325,000



**Up 24%**  
Vs. Year Ago

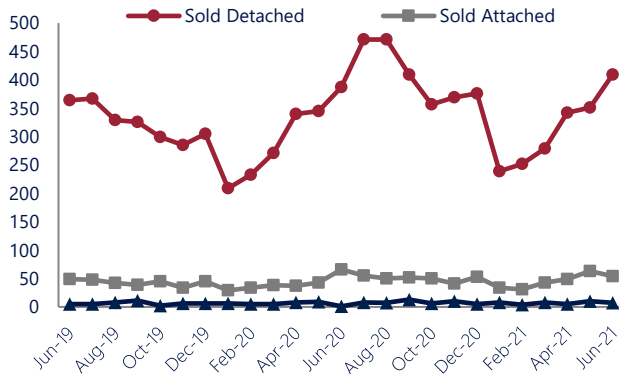
### Days On Market

18



**Down -64%**  
Vs. Year Ago

### Units Sold\*



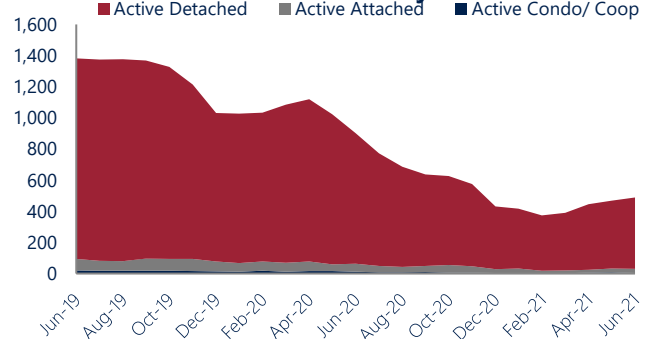
### Units Sold

There was an increase in total units sold in June, with 470 sold this month in Shenandoah Valley/Winchester versus 424 last month, an increase of 11%. This month's total units sold was higher than at this time last year, an increase of 4% versus June 2020.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 414 units or 46%. The total number of active inventory this June was 488 compared to 902 in June 2020. This month's total of 488 is higher than the previous month's total supply of available inventory of 469, an increase of 4%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last June, the median sale price for Shenandoah Valley/Winchester Homes was \$262,250. This June, the median sale price was \$325,000, an increase of 24% or \$62,750 compared to last year. The current median sold price is 2% 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.

\*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.

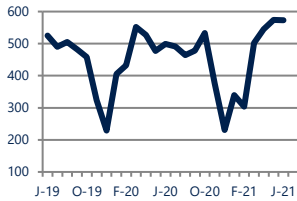
Information included in this report is based on data supplied by BRIGHTMLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of BRIGHTMLS or Long & Foster Real Estate, Inc.





### New Listings

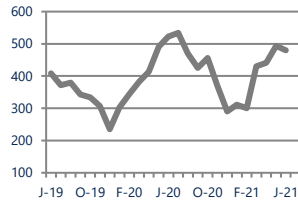
573



Up 15%  
Vs. Year Ago

### Current Contracts

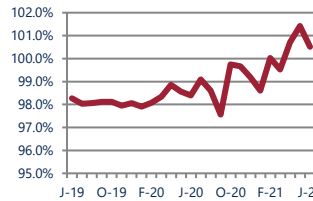
480



Down -8%  
Vs. Year Ago

### Sold Vs. List Price

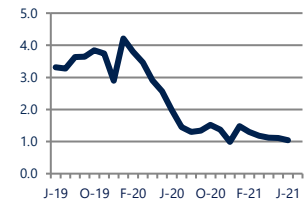
100.5%



Up 2.1%  
Vs. Year Ago

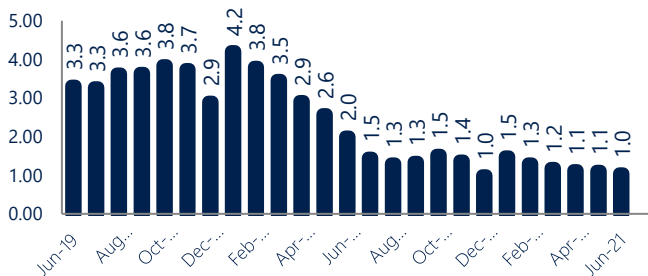
### Months of Supply

1.0



Down -48%  
Vs. Year Ago

### Months of Supply



### New Listings & Current Contracts

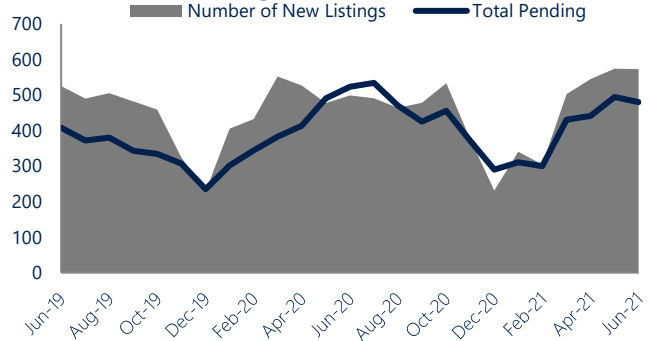
This month there were 573 homes newly listed for sale in Shenandoah Valley/Winchester compared to 499 in June 2020, an increase of 15%. There were 480 current contracts pending sale this June compared to 523 a year ago. The number of current contracts is 8% lower than last June.

### Months of Supply

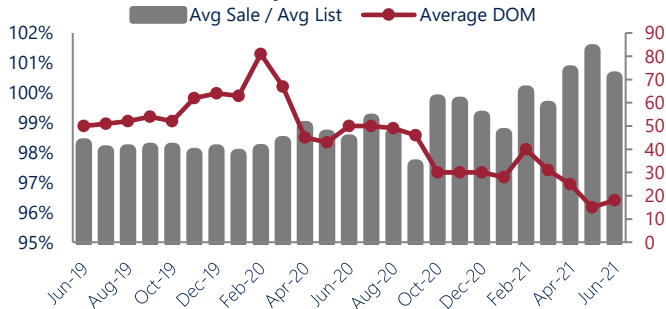
In June, there was 1.0 months of supply available in Shenandoah Valley/Winchester, compared to 2.0 in June 2020. That is a decrease of 48% versus a year ago.

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 June, the average sale price in Shenandoah Valley/Winchester was 100.5% of the average list price, which is 2.1% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 18, lower than the average last year, which was 50, a decrease of 64%.



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