



MID-YEAR REPORT

SHENANDOAH VALLEY | 2019



SHENANDOAH VALLEY MARKET ANALYSIS | MID-YEAR 2019

\$195,000

MEDIAN SALES PRICE

The median sales price in the first half of 2019 was \$195,000 compared to \$189,925 in 2018.

61

DAYS ON MARKET

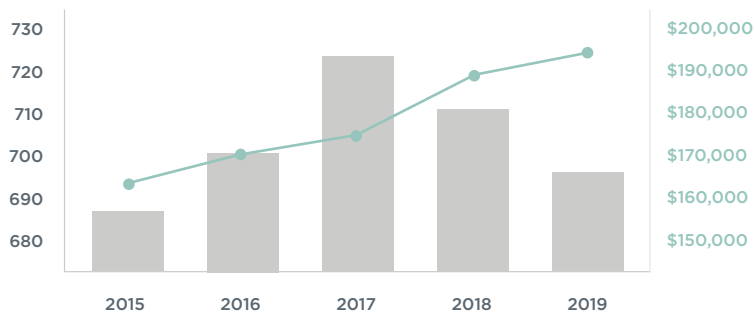
Homes sold in the first half of 2019 spent an average of 61 days on market before being sold.

2

MONTHS OF INVENTORY

At the end of this past quarter, there were 2 months of inventory available.

■ TOTAL SALES VS. MEDIAN PRICE —



TRENDS AT A GLANCE

TOTAL SALES



DAYS ON MARKET



AVG. SALES PRICE



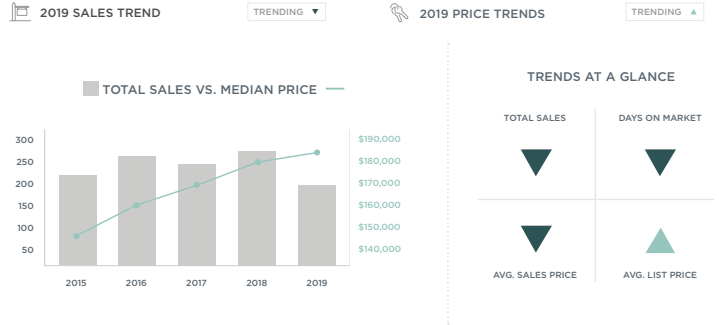
AVG. LIST PRICE



GREATER AUGUSTA	2017	%	2018	%	2019
Total Sales	722	-1.7	710	-1.8	697
Median Sales Price	\$173,250	9.6	\$189,925	2.7	\$195,000
Price per Sq. Ft.	\$105	4.8	\$110	9.1	\$120
Days on Market	83	6.0	88	-30.7	61
Avg. List Price	\$201,389	8.1	\$217,662	14.1	\$248,278
Avg. Sales Price	\$195,844	8.3	\$212,035	3.9	\$220,276
Total Volume	\$141,399,573	6.5	\$150,544,979	2.0	\$153,532,372

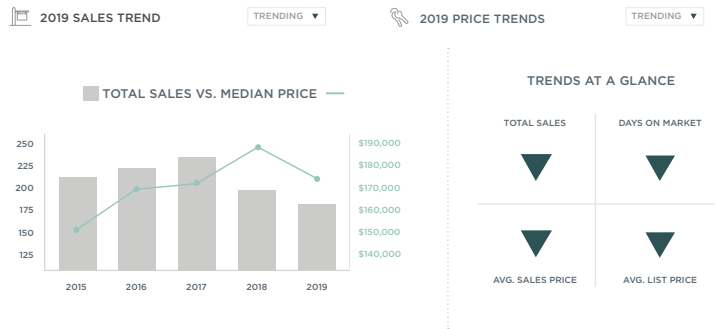
STAUNTON

STAUNTON	2017	%	2018	%	2019
Total Sales	249	8.0	269	-29.0	191
Median Sales Price	\$164,000	9.2	\$179,000	1.7	\$182,000
Price per Sq. Ft.	\$99	6.1	\$105	12.4	\$118
Days on Market	93	11.8	104	-43.3	59
Avg. List Price	\$184,938	10.9	\$205,166	9.1	\$223,927
Avg. Sales Price	\$178,810	11.8	\$199,883	-0.2	\$199,570
Total Volume	\$44,523,608	20.8	\$53,768,486	-29.1	\$38,117,870



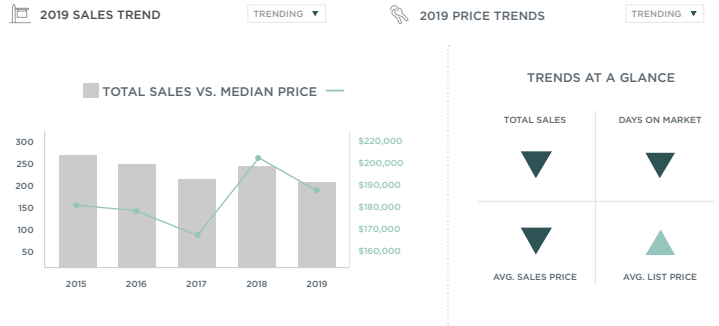
WAYNESBORO

WAYNESBORO	2017	%	2018	%	2019
Total Sales	232	-15.1	197	-10.2	177
Median Sales Price	\$171,563	10.7	\$189,900	-8.4	\$174,000
Price per Sq. Ft.	\$103	4.9	\$108	3.7	\$112
Days on Market	68	-2.9	66	-22.7	51
Avg. List Price	\$198,150	9.4	\$216,755	-4.3	\$207,536
Avg. Sales Price	\$193,469	9.7	\$212,197	-7.3	\$196,759
Total Volume	\$44,884,896	-6.9	\$41,802,792	-16.7	\$34,826,343



HARRISONBURG

HARRISONBURG	2017	%	2018	%	2019
Total Sales	221	6.3	235	-15.3	199
Median Sales Price	\$169,900	19.3	\$202,750	-6.5	\$189,500
Price per Sq. Ft.	\$111	7.2	\$119	1.7	\$121
Days on Market	92	-33.7	61	-16.4	51
Avg. List Price	\$195,038	15.0	\$224,298	1.5	\$227,617
Avg. Sales Price	\$190,439	15.8	\$220,559	-3.8	\$212,250
Total Volume	\$42,087,016	23.2	\$51,831,385	-18.5	\$42,237,750



FISHERSVILLE

FISHERSVILLE	2017	%	2018	%	2019
Total Sales	37	0.0	37	-21.6	29
Median Sales Price	\$234,900	29.4	\$304,000	-7.9	\$279,900
Price per Sq. Ft.	\$113	7.1	\$121	1.7	\$123
Days on Market	64	39.1	89	-25.8	66
Avg. List Price	\$238,686	25.7	\$300,013	2.5	\$307,431
Avg. Sales Price	\$232,715	25.9	\$293,005	-6.1	\$275,277
Total Volume	\$8,610,450	25.9	\$10,841,200	-26.4	\$7,983,033

STUARTS DRAFT

STUARTS DRAFT	2017	%	2018	%	2019
Total Sales	51	31.4	67	-3.0	65
Median Sales Price	\$196,000	12.2	\$220,000	2.3	\$225,000
Price per Sq. Ft.	\$114	1.8	\$116	6.9	\$124
Days on Market	71	-21.1	56	-19.6	45
Avg. List Price	\$207,954	6.5	\$221,392	5.9	\$234,535
Avg. Sales Price	\$204,090	6.6	\$217,604	6.3	\$231,243
Total Volume	\$10,408,601	40.1	\$14,579,500	3.1	\$15,030,795



DID YOU KNOW?

849

There have been 849 new listings in the Shenandoah Valley in the first half of 2019.

714

There have been 714 contracts written in the Shenandoah Valley in the first half of 2019.

7.94%

New construction accounted for over 7% of homes sold in the Shenandoah Valley in the first half of 2019.