



The Long & Foster Market Minute™

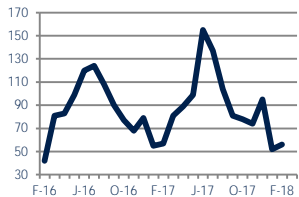
Focus On: Aquia, Leeland, and Eastern Stafford Housing Market

February 2018

Zip Code(s): 22554

Units Sold

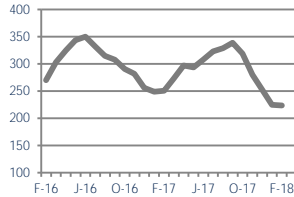
56



Down -2%
Vs. Year Ago

Active Inventory

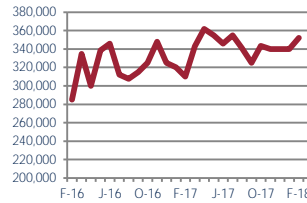
224



Down -11%
Vs. Year Ago

Median Sale Price

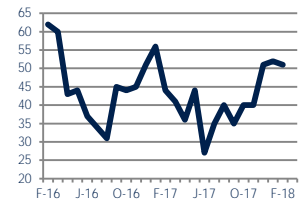
\$352,000



Up 14%
Vs. Year Ago

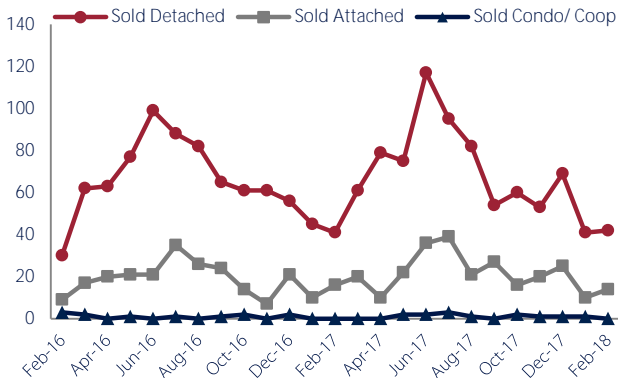
Days On Market

51



Up 16%
Vs. Year Ago

Units Sold*



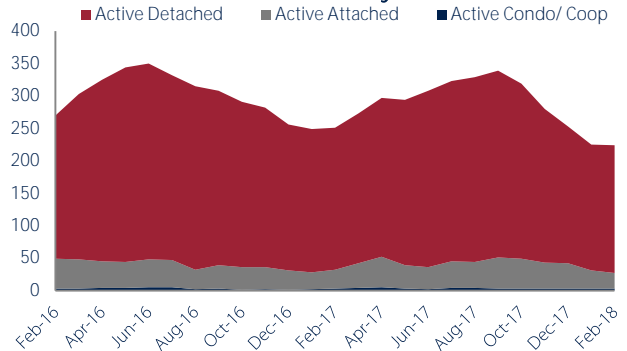
Units Sold

There was an increase in total units sold in February, with 56 sold this month in Aquia, Leeland, and Eastern Stafford versus 52 last month, an increase of 8%. This month's total units sold was lower than at this time last year, a decrease of 2% versus February 2017.

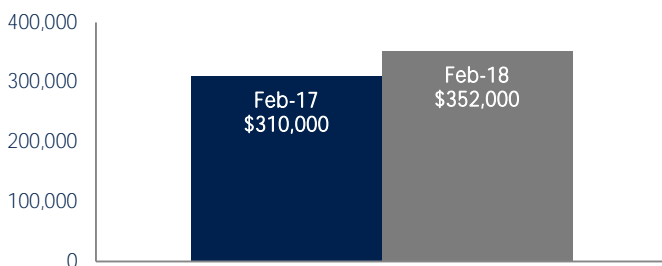
Active Inventory

Versus last year, the total number of homes available this month is lower by 27 units or 11%. The total number of active inventory this February was 224 compared to 251 in February 2017. This month's supply remained stable as compared to last month.

Active Inventory*



Median Sale Price



Median Sale Price

Last February, the median sale price for Aquia, Leeland, and Eastern Stafford Homes was \$310,000. This February, the median sale price was \$352,000, an increase of 14% or \$42,000 compared to last year. The current median sold price is 4% higher than in January.

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



Aquia, Leeland, and Eastern Stafford are defined as properties listed in zip code/s 22554.

*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.

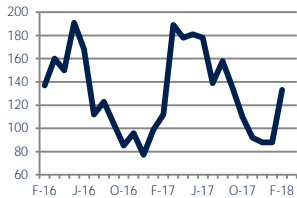
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Zip Code(s): 22554

New Listings

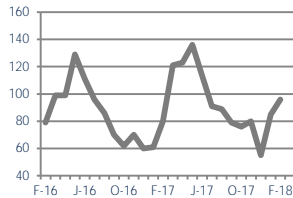
133



Up 19%
Vs. Year Ago

Current Contracts

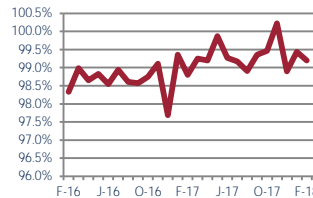
96



Up 20%
Vs. Year Ago

Sold Vs. List Price

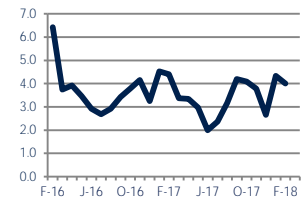
99.2%



No Change
Vs. Year Ago

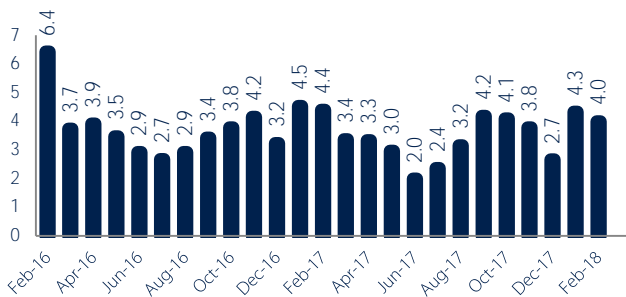
Months of Supply

4.0



Down -9%
Vs. Year Ago

Months Of Supply



Months of Supply

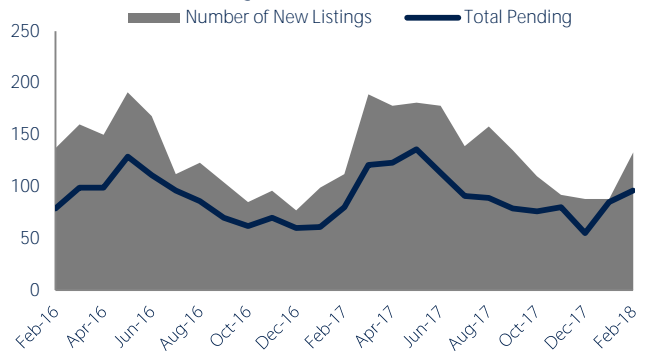
In February, there was 4.0 months of supply available in Aquia, Leeland, and Eastern Stafford, compared to 4.4 in February 2017. That is a decrease of 9% versus a year ago.

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.

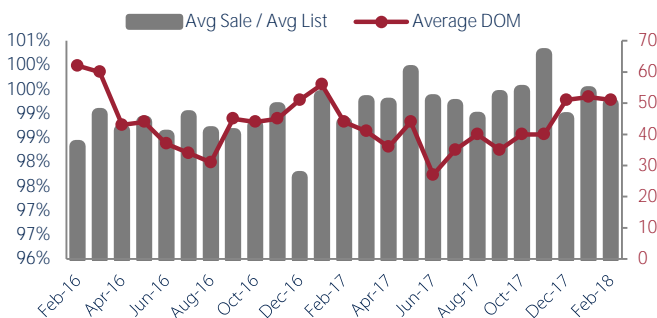
New Listings & Current Contracts

This month there were 133 homes newly listed for sale in Aquia, Leeland, and Eastern Stafford compared to 112 in February 2017, an increase of 19%. There were 96 current contracts pending sale this February compared to 80 a year ago. The number of current contracts is 20% higher than last February.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In February, the average sale price in Aquia, Leeland, and Eastern Stafford was 99.2% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 51, higher than the average last year, which was 44, an increase of 16%.



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