



# The Long & Foster Market Minute™

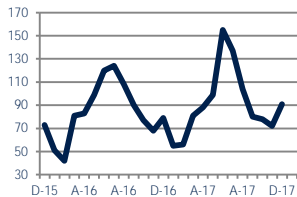
Focus On: Aquia, Leeland, and Eastern Stafford Housing Market

December 2017

Zip Code(s): 22554

## Units Sold

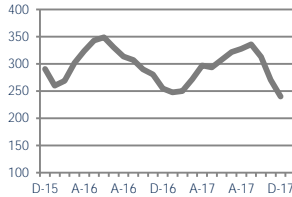
91



Up 15%  
Vs. Year Ago

## Active Inventory

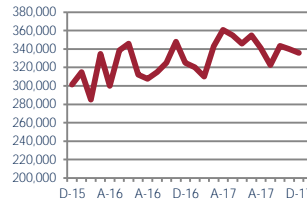
240



Down -6%  
Vs. Year Ago

## Median Sale Price

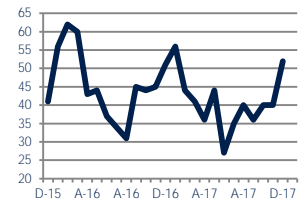
\$335,750



Up 3%  
Vs. Year Ago

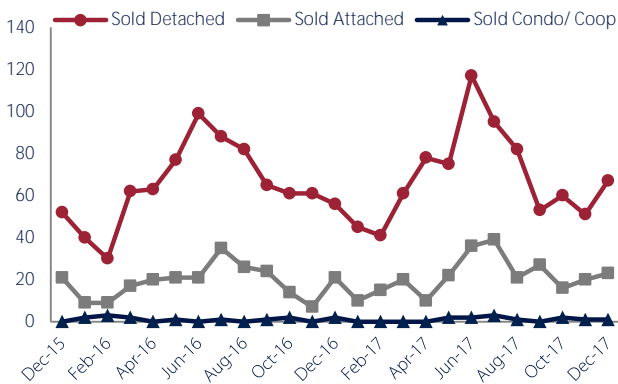
## Days On Market

52



Up 2%  
Vs. Year Ago

## Units Sold\*



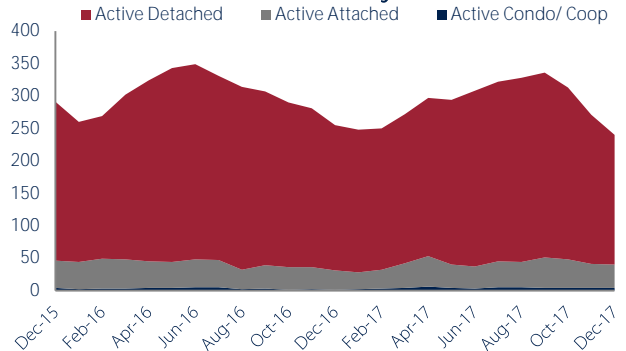
## Units Sold

There was an increase in total units sold in December, with 91 sold this month in Aquia, Leeland, and Eastern Stafford versus 72 last month, an increase of 26%. This month's total units sold was higher than at this time last year, an increase of 15% versus December 2016.

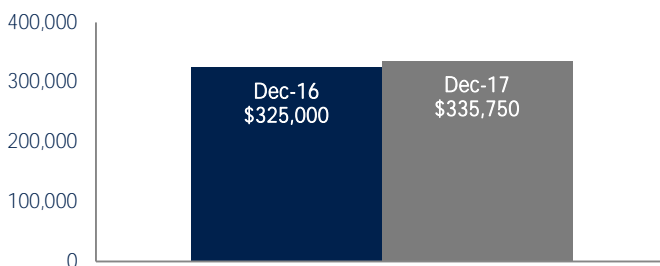
## Active Inventory

Versus last year, the total number of homes available this month is lower by 15 units or 6%. The total number of active inventory this December was 240 compared to 255 in December 2016. This month's total of 240 is lower than the previous month's total supply of available inventory of 271, a decrease of 11%.

## Active Inventory\*



## Median Sale Price



## Median Sale Price

Last December, the median sale price for Aquia, Leeland, and Eastern Stafford Homes was \$325,000. This December, the median sale price was \$335,750, an increase of 3% or \$10,750 compared to last year. The current median sold price is 1% lower than in November.

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.

Information included in this report is based on data supplied by MRIS 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 MRIS or Long & Foster Real Estate, Inc.



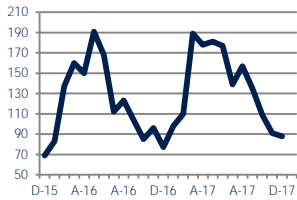
CHRISTIE'S  
INTERNATIONAL REAL ESTATE



Zip Code(s): 22554

### New Listings

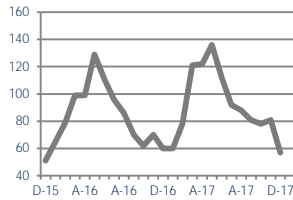
88



Up 14%  
Vs. Year Ago

### Current Contracts

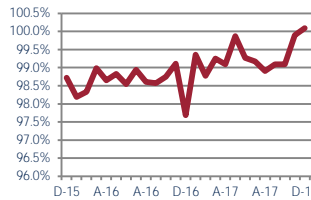
57



Down -5%  
Vs. Year Ago

### Sold Vs. List Price

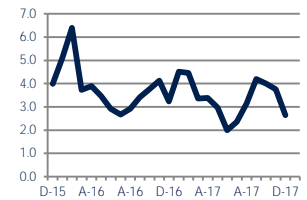
100.1%



Up 2.5%  
Vs. Year Ago

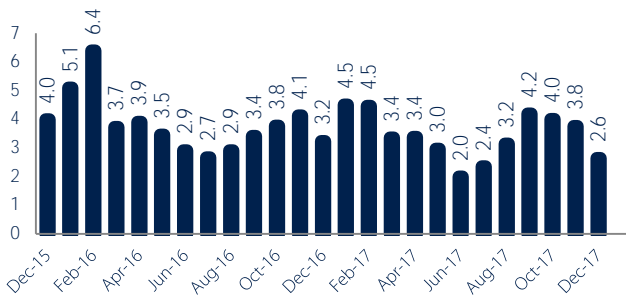
### Months of Supply

2.6



Down -18%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

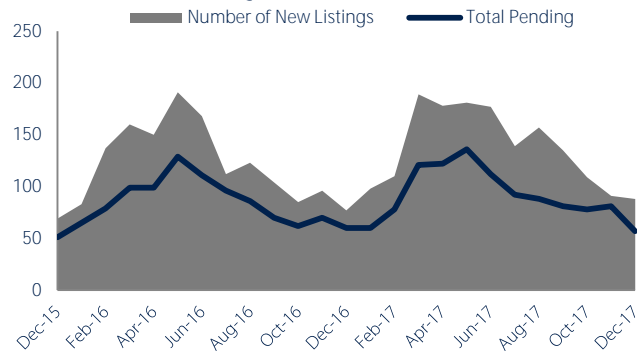
In December, there was 2.6 months of supply available in Aquia, Leeland, and Eastern Stafford, compared to 3.2 in December 2016. That is a decrease of 18% versus a year ago.

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.

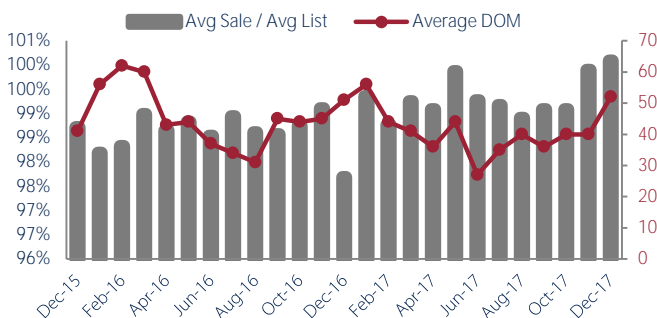
### New Listings & Current Contracts

This month there were 88 homes newly listed for sale in Aquia, Leeland, and Eastern Stafford compared to 77 in December 2016, an increase of 14%. There were 57 current contracts pending sale this December compared to 60 a year ago. The number of current contracts is 5% lower than last December.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In December, the average sale price in Aquia, Leeland, and Eastern Stafford was 100.1% of the average list price, which is 2.4% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 52, higher than the average last year, which was 51, an increase of 2%.



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