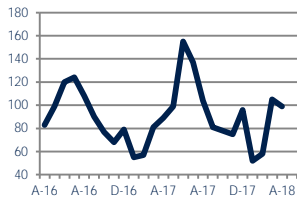


Zip Code(s): 22554

Units Sold

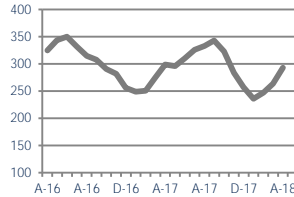
99



Up 11%
Vs. Year Ago

Active Inventory

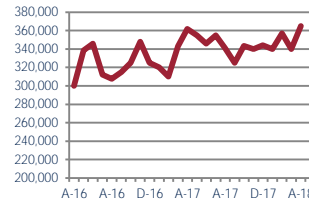
293



Down -2%
Vs. Year Ago

Median Sale Price

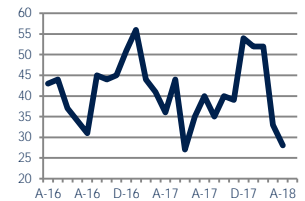
\$365,000



Up 1%
Vs. Year Ago

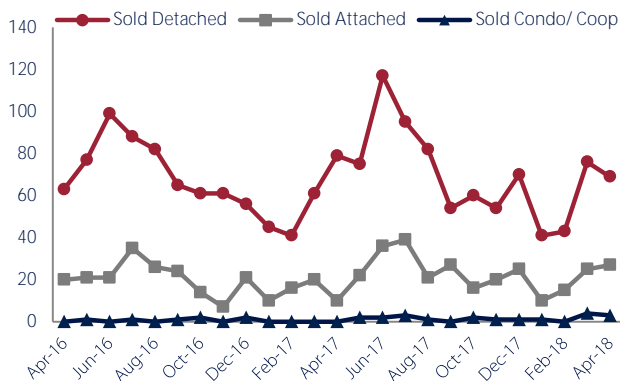
Days On Market

28



Down -22%
Vs. Year Ago

Units Sold*



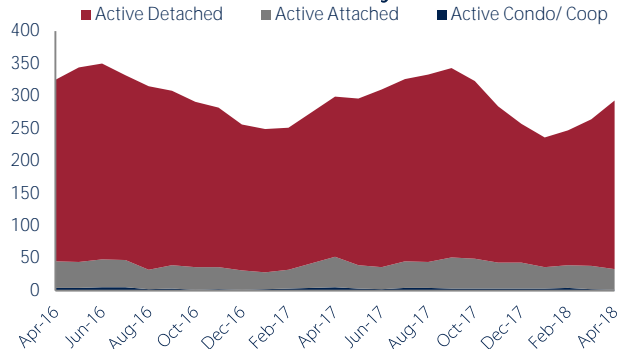
Units Sold

There was a decrease in total units sold in April, with 99 sold this month in Aquia, Leeland, and Eastern Stafford versus 105 last month, a decrease of 6%. This month's total units sold was higher than at this time last year, an increase of 11% versus April 2017.

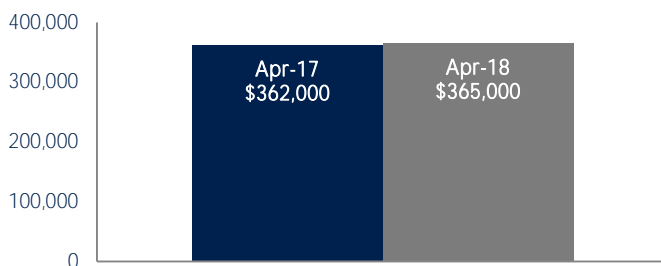
Active Inventory

Versus last year, the total number of homes available this month is lower by 6 units or 2%. The total number of active inventory this April was 293 compared to 299 in April 2017. This month's total of 293 is higher than the previous month's total supply of available inventory of 264, an increase of 11%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Aquia, Leeland, and Eastern Stafford Homes was \$362,000. This April, the median sale price was \$365,000, an increase of 1% or \$3,000 compared to last year. The current median sold price is 7% higher than in March.

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.

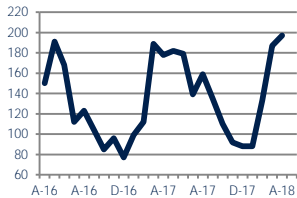
Information included in this report is based on data supplied by MRIS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently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



Zip Code(s): 22554

New Listings

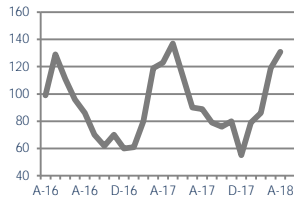
197



Up 11%
Vs. Year Ago

Current Contracts

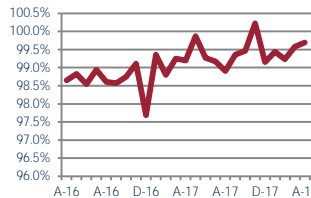
131



Up 7%
Vs. Year Ago

Sold Vs. List Price

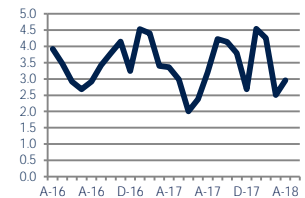
99.7%



No Change
Vs. Year Ago

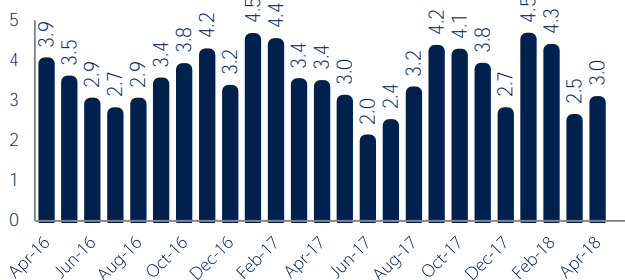
Months of Supply

3.0



Down -12%
Vs. Year Ago

Months Of Supply



Months of Supply

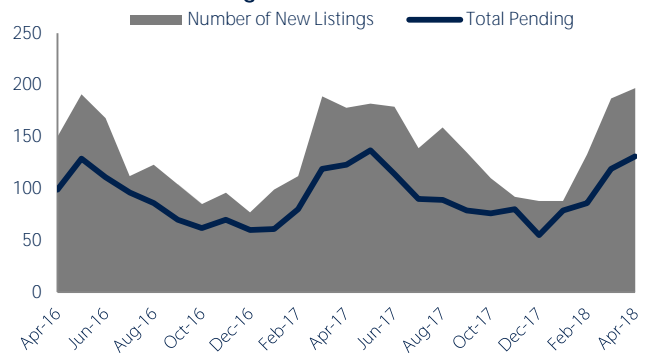
In April, there was 3.0 months of supply available in Aquia, Leeland, and Eastern Stafford, compared to 3.4 in April 2017. That is a decrease of 12% versus a year ago.

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.

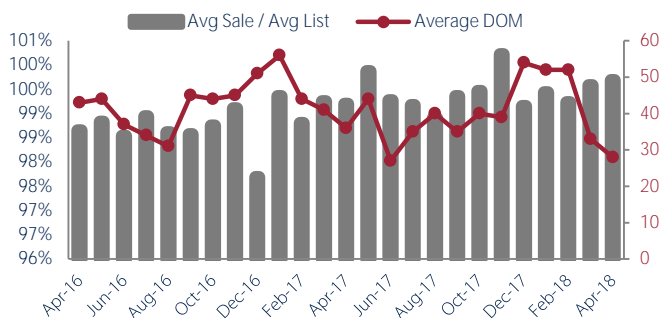
New Listings & Current Contracts

This month there were 197 homes newly listed for sale in Aquia, Leeland, and Eastern Stafford compared to 178 in April 2017, an increase of 11%. There were 131 current contracts pending sale this April compared to 123 a year ago. The number of current contracts is 7% higher than last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Aquia, Leeland, and Eastern Stafford was 99.7% 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 28, lower than the average last year, which was 36, a decrease of 22%.



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.

