



The Long & Foster Market Minute™

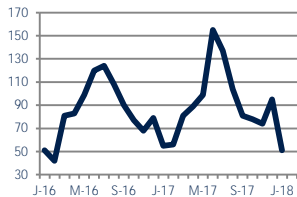
Focus On: Aquia, Leeland, and Eastern Stafford Housing Market

January 2018

Zip Code(s): 22554

Units Sold

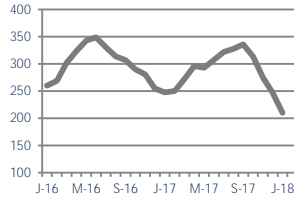
51



Down -7%
Vs. Year Ago

Active Inventory

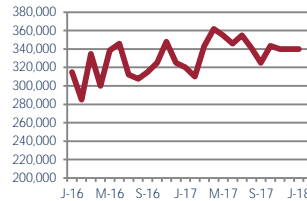
210



Down -15%
Vs. Year Ago

Median Sale Price

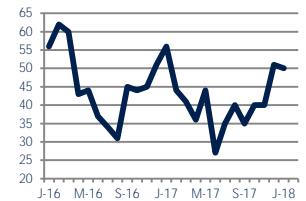
\$339,900



Up 6%
Vs. Year Ago

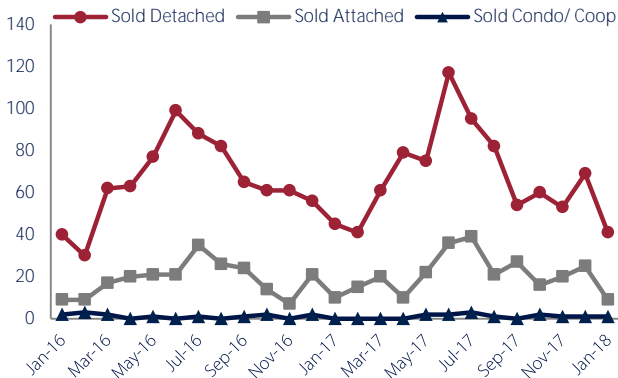
Days On Market

50



Down -11%
Vs. Year Ago

Units Sold*



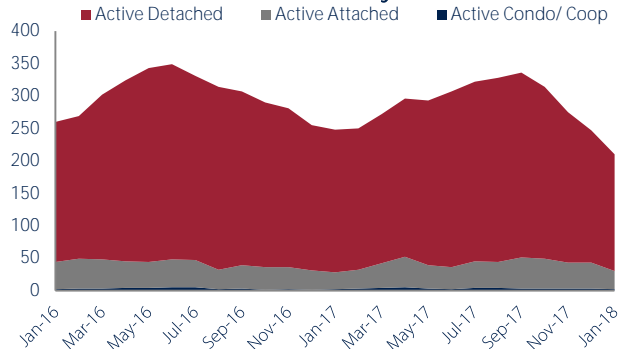
Units Sold

There was a decrease in total units sold in January, with 51 sold this month in Aquia, Leeland, and Eastern Stafford. This month's total units sold was lower than at this time last year.

Active Inventory

Versus last year, the total number of homes available this month is lower by 38 units or 15%. The total number of active inventory this January was 210 compared to 248 in January 2017. This month's total of 210 is lower than the previous month's total supply of available inventory of 247, a decrease of 15%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Aquia, Leeland, and Eastern Stafford Homes was \$320,000. This January, the median sale price was \$339,900, an increase of 6% or \$19,900 compared to last year. The current median sold price is approximately the same as the median price in December.

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.

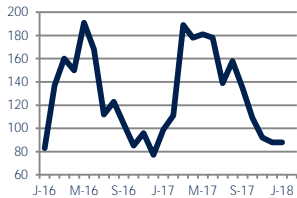
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 22554

New Listings

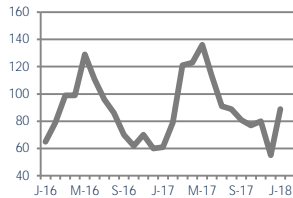
88



Down -11%
Vs. Year Ago

Current Contracts

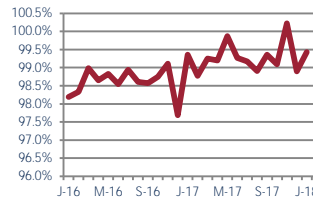
89



Up 46%
Vs. Year Ago

Sold Vs. List Price

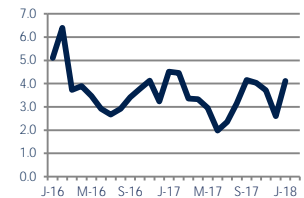
99.4%



No Change
Vs. Year Ago

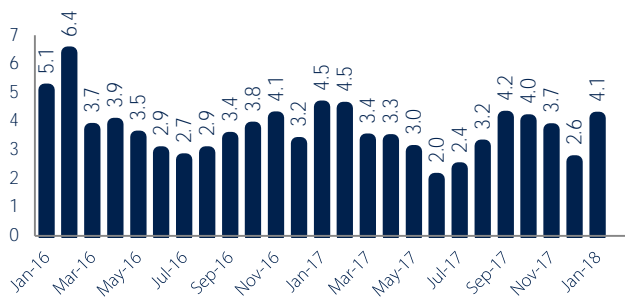
Months of Supply

4.1



Down -9%
Vs. Year Ago

Months Of Supply



Months of Supply

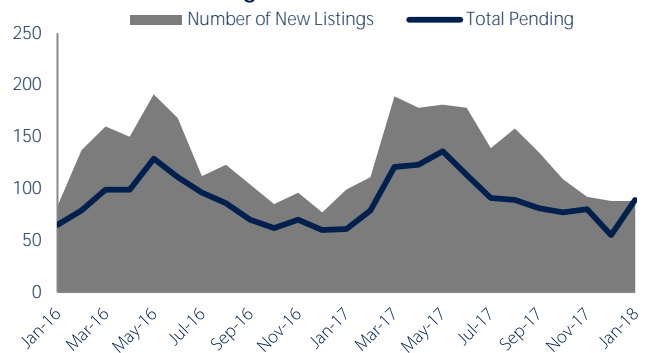
In January, there was 4.1 months of supply available in Aquia, Leeland, and Eastern Stafford, compared to 4.5 in January 2017. That is a decrease of 9% versus a year ago.

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.

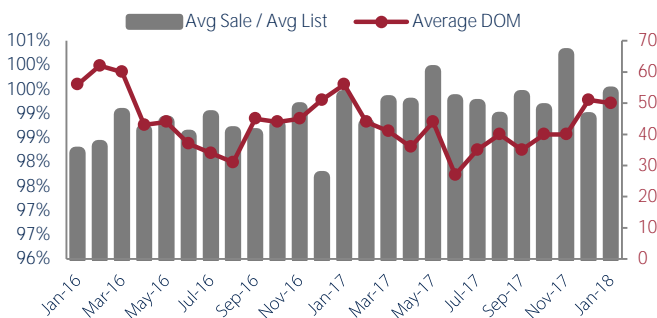
New Listings & Current Contracts

This month there were 88 homes newly listed for sale in Aquia, Leeland, and Eastern Stafford compared to 99 in January 2017, a decrease of 11%. There were 89 current contracts pending sale this January compared to 61 a year ago. The number of current contracts is 46% higher than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Aquia, Leeland, and Eastern Stafford was 99.4% 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 50, lower than the average last year, which was 56, a decrease of 11%.



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