

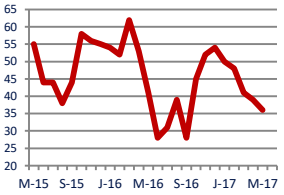
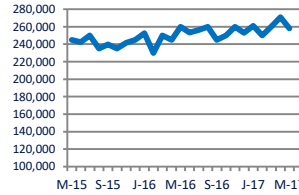
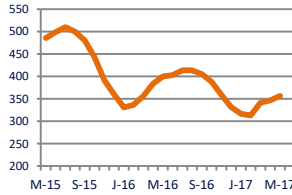
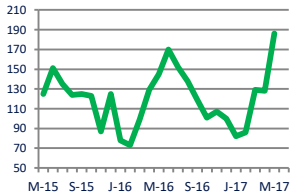


Focus On: Chancellor and Southern Fredericksburg Housing Market

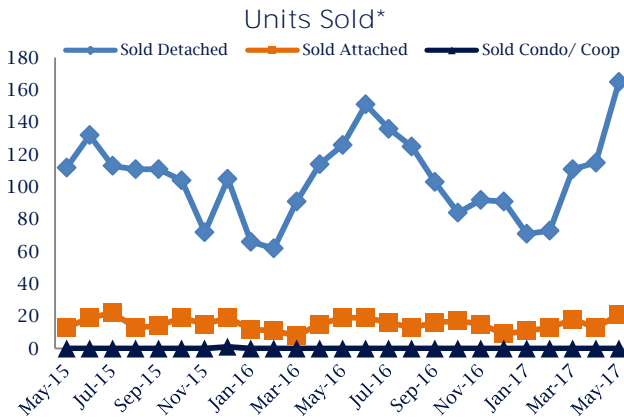
May 2017

Zip Code(s): 22407 and 22408

Units Sold 186	Active Inventory 357	Median Sale Price \$258,000	Days On Market 36
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Up 28% Vs. Year Ago	Down -11% Vs. Year Ago	Down -1% Vs. Year Ago	Down -12% Vs. Year Ago
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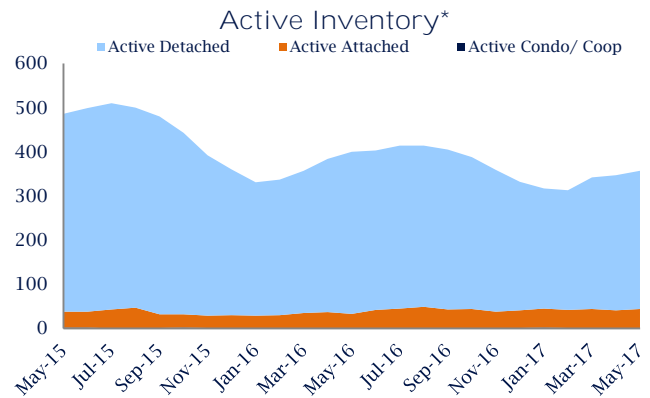


Units Sold

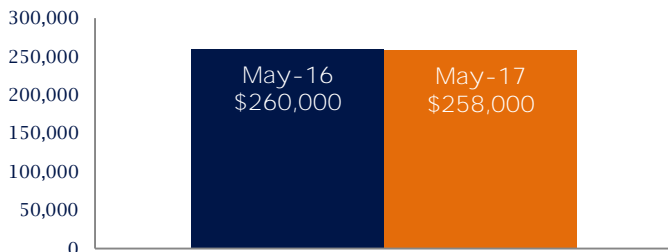
There was an increase in total units sold in May, with 186 sold this month in Chancellor and Southern Fredericksburg. This month's total units sold was higher than at this time last year.

Active Inventory

Versus last year, the total number of homes available this month is lower by 43 units or 11%. The total number of active inventory this May was 357 compared to 400 in May 2016. This month's total of 357 is higher than the previous month's total supply of available inventory of 347, an increase of 3%.



Median Sale Price



Median Sale Price

Last May, the median sale price for Chancellor and Southern Fredericksburg Homes was \$260,000. This May, the median sale price was \$258,000, a decrease of 1% or \$2,000 compared to last year. The current median sold price is 5% lower than in April.

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

Chancellor and Southern Fredericksburg are defined as properties listed in zip code/s 22407 and 22408.

*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.



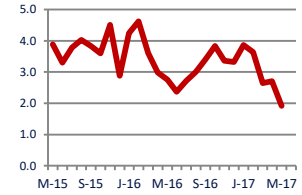
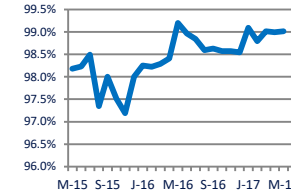
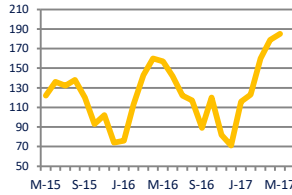
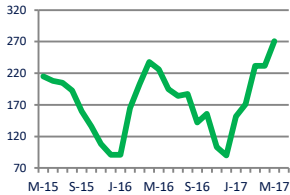


Focus On: Chancellor and Southern Fredericksburg Housing Market

May 2017

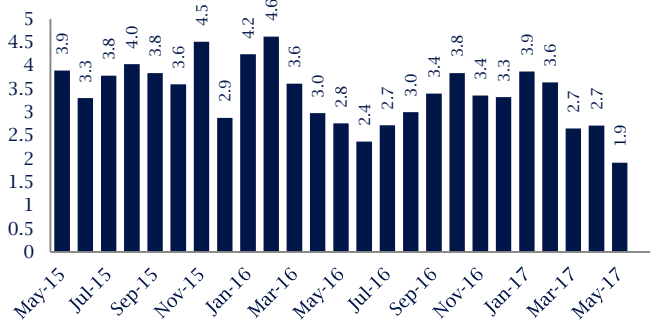
Zip Code(s): 22407 and 22408

New Listings 271	Current Contracts 185	Sold Vs. List Price 99.0%	Months of Supply 1.9
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Up 20% Vs. Year Ago	Up 18% Vs. Year Ago	No Change Vs. Year Ago	Down -30% Vs. Year Ago
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Months Of Supply



Months of Supply

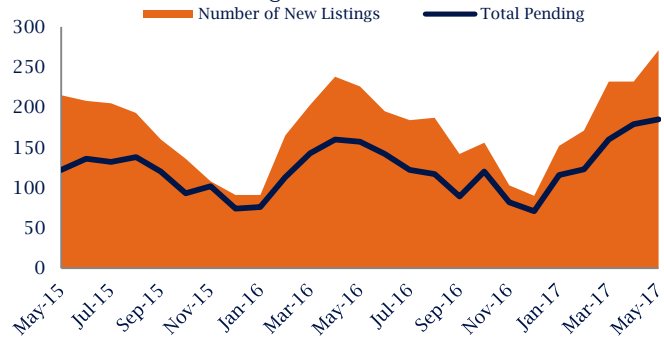
In May, there was 1.9 months of supply available in Chancellor and Southern Fredericksburg, compared to 2.8 in May 2016. That is a decrease of 30% versus a year ago.

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.

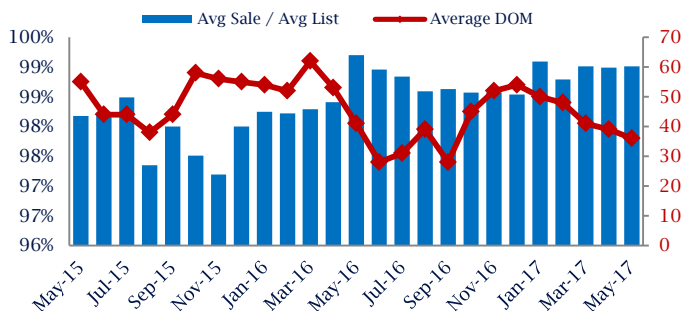
New Listings & Current Contracts

This month there were 271 homes newly listed for sale in Chancellor and Southern Fredericksburg compared to 226 in May 2016, an increase of 20%. There were 185 current contracts pending sale this May compared to 157 a year ago. The number of current contracts is 18% higher than last May.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In May, the average sale price in Chancellor and Southern Fredericksburg was 99.0% 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 36, lower than the average last year, which was 41, a decrease of 12%.

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