



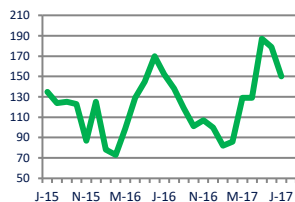
Focus On: Chancellor and Southern Fredericksburg Housing Market

July 2017

Zip Code(s): 22407 and 22408

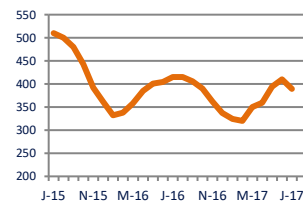
Units Sold

150



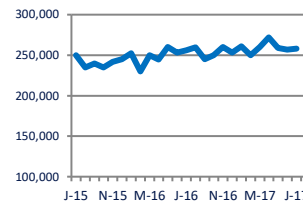
Active Inventory

389



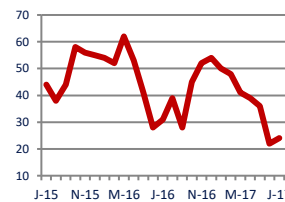
Median Sale Price

\$258,000



Days On Market

24



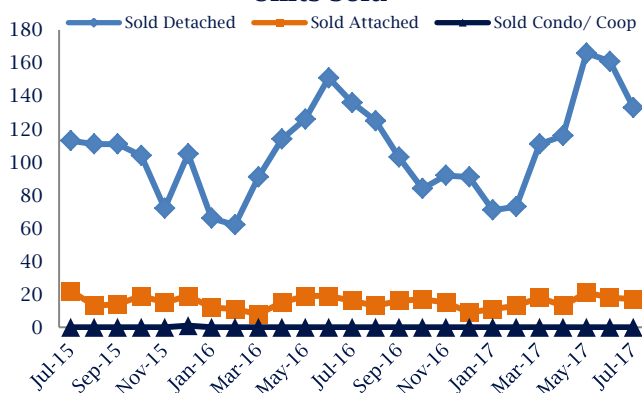
Down -1%
Vs. Year Ago

Down -6%
Vs. Year Ago

Up 1%
Vs. Year Ago

Down -23%
Vs. Year Ago

Units Sold*



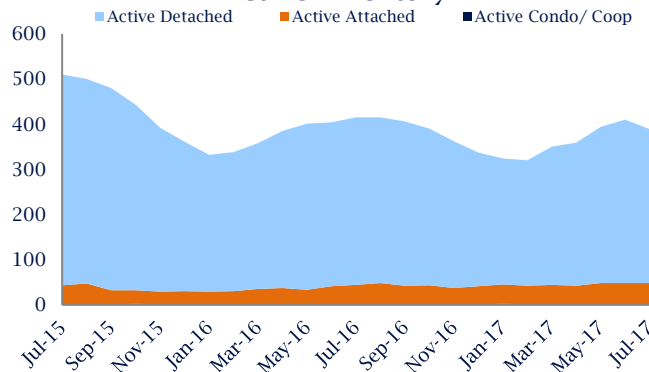
Units Sold

There was a decrease in total units sold in July, with 150 sold this month in Chancellor and Southern Fredericksburg versus 179 last month, a decrease of 16%. This month's total units sold was lower than at this time last year, a decrease of 1% versus July 2016.

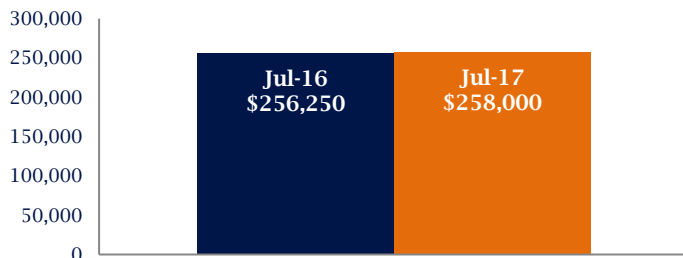
Active Inventory

Versus last year, the total number of homes available this month is lower by 26 units or 6%. The total number of active inventory this July was 389 compared to 415 in July 2016. This month's total of 389 is lower than the previous month's total supply of available inventory of 410, a decrease of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Chancellor and Southern Fredericksburg Homes was \$256,250. This July, the median sale price was \$258,000, an increase of 1% or \$1,750 compared to last year. The current median sold price is approximately the same as the median price in June.

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.



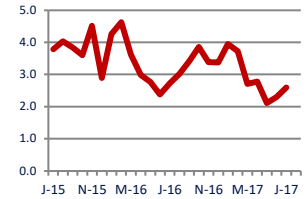
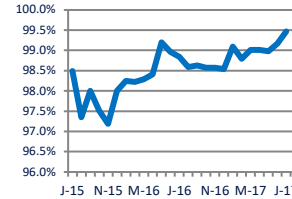
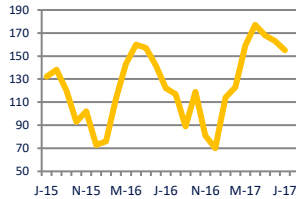
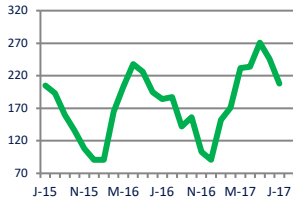


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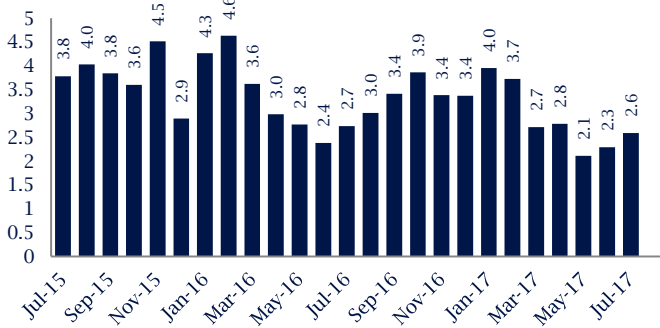
Zip Code(s): 22407 and 22408

New Listings 208	Current Contracts 155	Sold Vs. List Price 99.5%	Months of Supply 2.6
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Up 13% Vs. Year Ago	Up 27% Vs. Year Ago	Up 0.6% Vs. Year Ago	Down -5% Vs. Year Ago
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Months Of Supply



Months of Supply

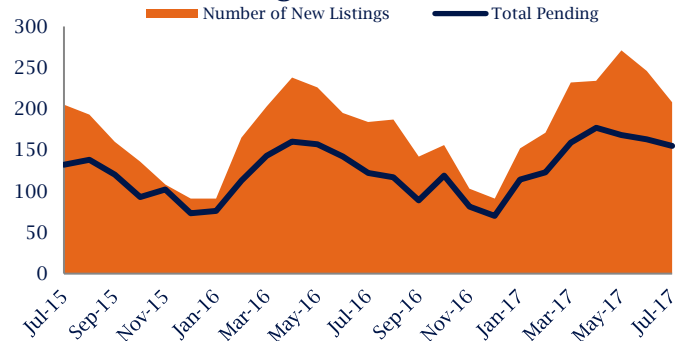
In July, there was 2.6 months of supply available in Chancellor and Southern Fredericksburg, compared to 2.7 in July 2016. That is a decrease of 5% versus a year ago.

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 208 homes newly listed for sale in Chancellor and Southern Fredericksburg compared to 184 in July 2016, an increase of 13%. There were 155 current contracts pending sale this July compared to 122 a year ago. The number of current contracts is 27% higher than last July.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In July, the average sale price in Chancellor and Southern Fredericksburg was 99.5% of the average list price, which is 0.6% higher than at this time last year.

Days On Market

This month, the average number of days on market was 24, lower than the average last year, which was 31, a decrease of 23%.

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