

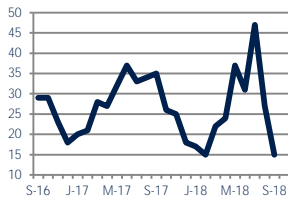
## Focus On: Downtown Fredericksburg Housing Market

September 2018

Zip Code(s): 22401

### Units Sold

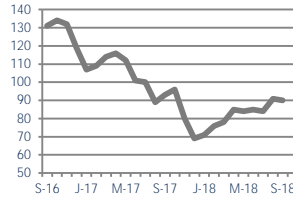
15



Down  
Vs. Year Ago

### Active Inventory

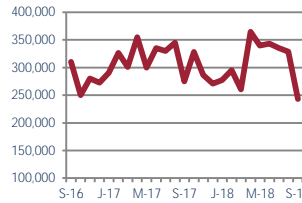
90



Down -3%  
Vs. Year Ago

### Median Sale Price

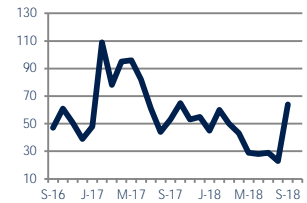
\$243,400



Down  
Vs. Year Ago

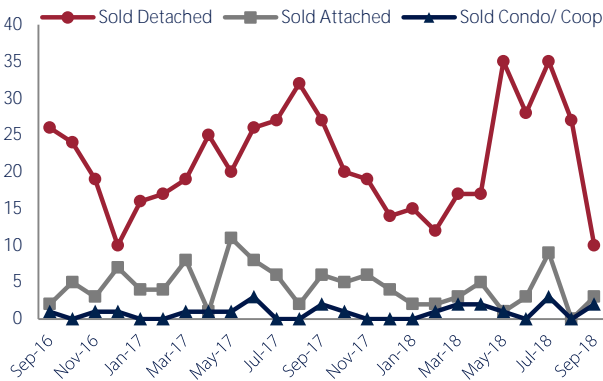
### Days On Market

64



Up 21%  
Vs. Year Ago

### Units Sold\*



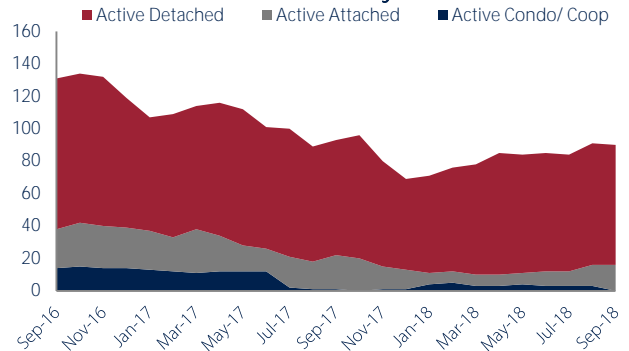
### Units Sold

With relatively few transactions, there was a decrease in total units sold in September, with 15 sold this month in Downtown Fredericksburg. This month's total units sold was lower than at this time last year, a decrease from September 2017.

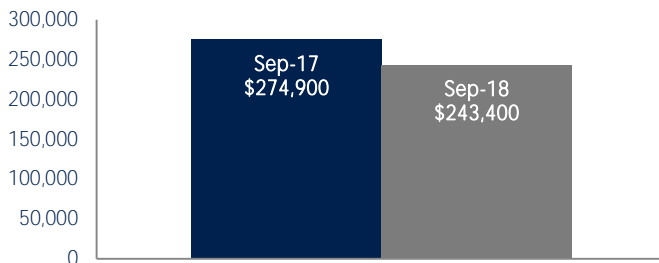
### Active Inventory

Versus last year, the total number of homes available this month is lower by 3 units or 3%. The total number of active inventory this September was 90 compared to 93 in September 2017. This month's total of 90 is lower than the previous month's total supply of available inventory of 91, a decrease of 1%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last September, the median sale price for Downtown Fredericksburg Homes was \$274,900. This September, the median sale price was \$243,400, a decrease of \$31,500 compared to last year. The current median sold price is lower than in August.

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

Downtown Fredericksburg are defined as properties listed in zip code/s 22401.

\*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



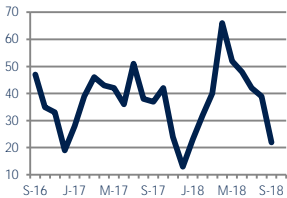
## Focus On: Downtown Fredericksburg Housing Market

September 2018

Zip Code(s): 22401

### New Listings

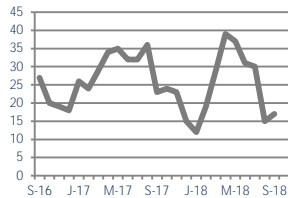
22



Down -41%  
Vs. Year Ago

### Current Contracts

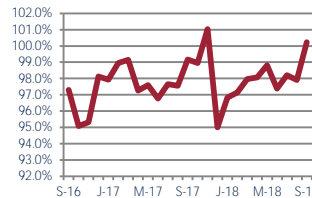
17



Down -26%  
Vs. Year Ago

### Sold Vs. List Price

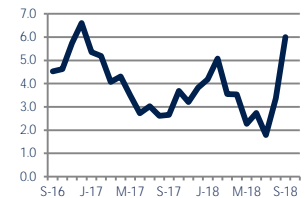
100.2%



Up 1.1%  
Vs. Year Ago

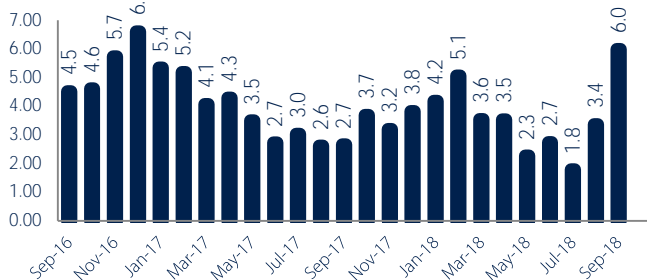
### Months of Supply

6.0



Up 126%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

In September, there was 6.0 months of supply available in Downtown Fredericksburg, compared to 2.7 in September 2017. That is an increase of 126% versus a year ago.

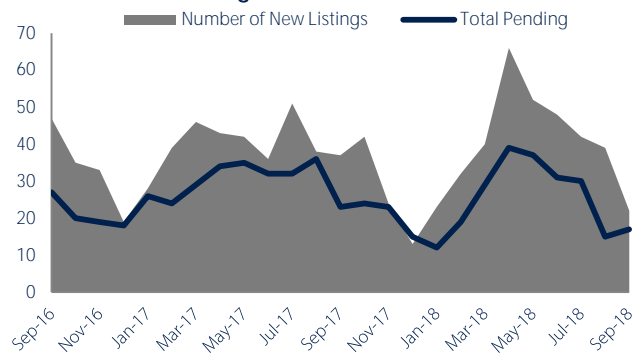
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

### New Listings & Current Contracts

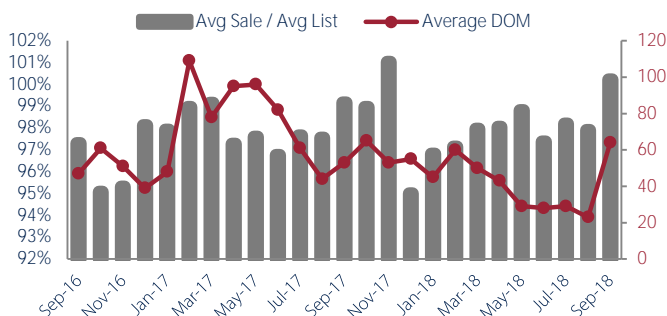
This month there were 22 homes newly listed for sale in Downtown Fredericksburg compared to 37 in September 2017, a decrease of 41%.

There were 17 current contracts pending sale this September compared to 23 a year ago. The number of current contracts is 26% lower than last September.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In September, the average sale price in Downtown Fredericksburg was 100.2% of the average list price, which is 1.1% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 64, higher than the average last year, which was 53, an increase of 21%.



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