



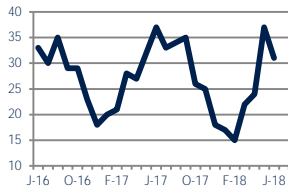
The Long & Foster Market Minute™

Focus On: Downtown Fredericksburg Housing Market

June 2018

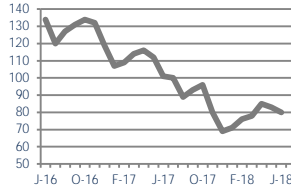
Zip Code(s): 22401

Units Sold
31



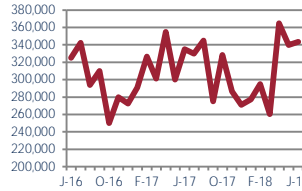
Down -16%
Vs. Year Ago

Active Inventory
80



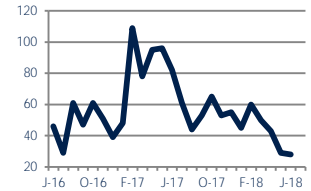
Down -21%
Vs. Year Ago

Median Sale Price
\$343,500



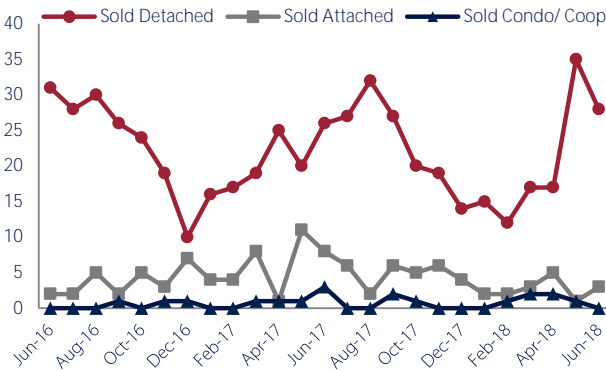
Up 3%
Vs. Year Ago

Days On Market
28



Down
Vs. Year Ago

Units Sold*



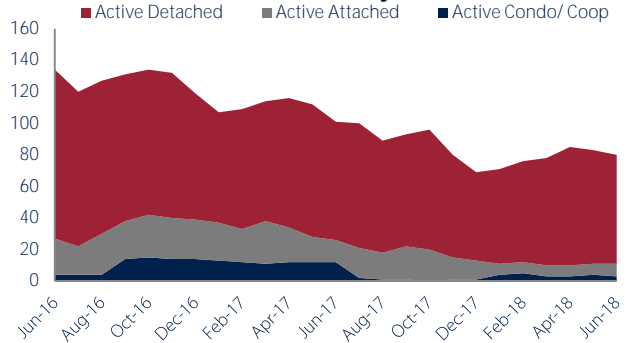
Units Sold

There was a decrease in total units sold in June, with 31 sold this month in Downtown Fredericksburg versus 37 last month, a decrease of 16%. This month's total units sold was lower than at this time last year, a decrease of 16% versus June 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 21 units or 21%. The total number of active inventory this June was 80 compared to 101 in June 2017. This month's total of 80 is lower than the previous month's total supply of available inventory of 83, a decrease of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Downtown Fredericksburg Homes was \$335,000. This June, the median sale price was \$343,500, an increase of 3% or \$8,500 compared to last year. The current median sold price is 1% higher than in May.

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



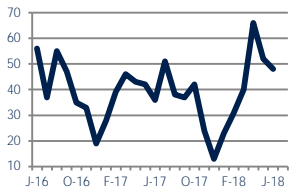
Focus On: Downtown Fredericksburg Housing Market

June 2018

Zip Code(s): 22401

New Listings

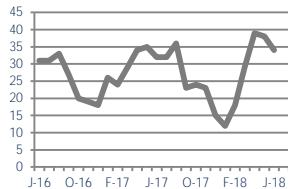
48



Up 33%
Vs. Year Ago

Current Contracts

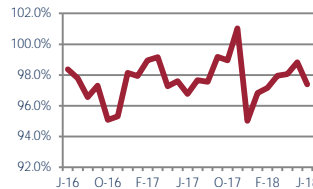
34



Up 6%
Vs. Year Ago

Sold Vs. List Price

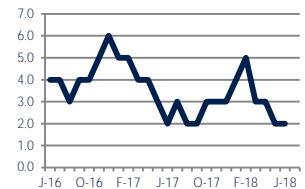
97.4%



Up 0.6%
Vs. Year Ago

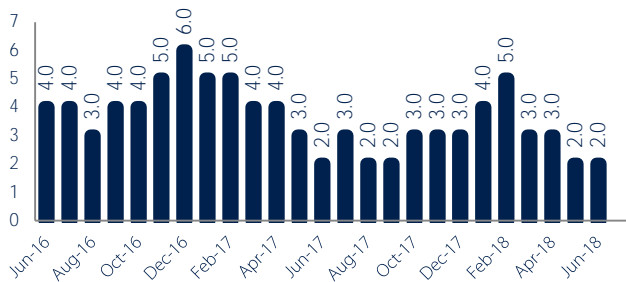
Months of Supply

2.0



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

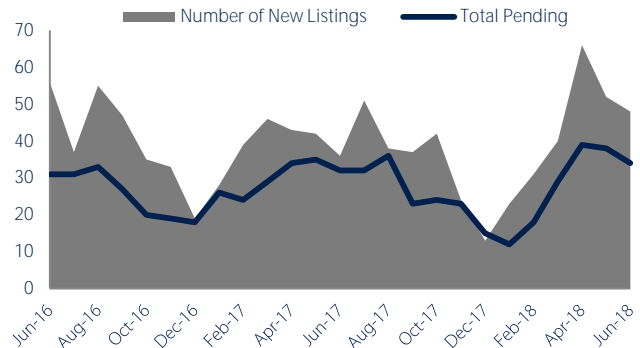
In June, there was 2.6 months of supply available in Downtown Fredericksburg, compared to 2.7 in June 2017. That is a decrease of 5% versus a year ago.

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.

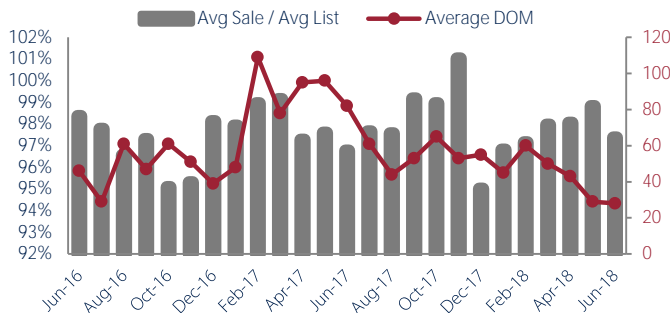
New Listings & Current Contracts

This month there were 48 homes newly listed for sale in Downtown Fredericksburg compared to 36 in June 2017, an increase of 33%. There were 34 current contracts pending sale this June compared to 32 a year ago. The number of current contracts is 6% higher than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Downtown Fredericksburg was 97.4% 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 28, lower than the average last year, which was 82. This decrease was impacted by the limited number of sales.



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