



The Long & Foster Market Minute™

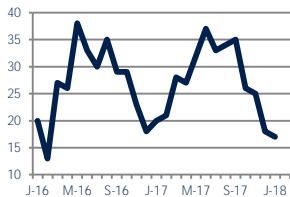
Focus On: Downtown Fredericksburg Housing Market

January 2018

Zip Code(s): 22401

Units Sold

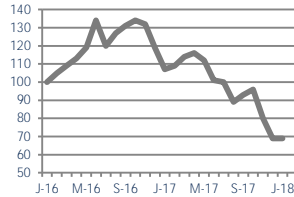
17



Down -15%
Vs. Year Ago

Active Inventory

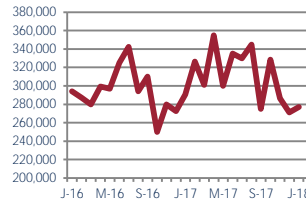
69



Down -36%
Vs. Year Ago

Median Sale Price

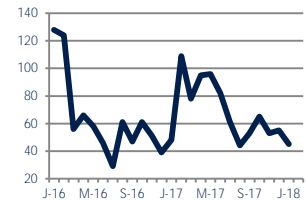
\$277,200



Down -5%
Vs. Year Ago

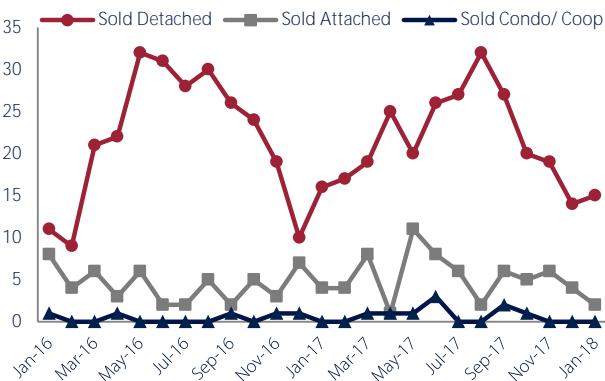
Days On Market

45



Down -6%
Vs. Year Ago

Units Sold*



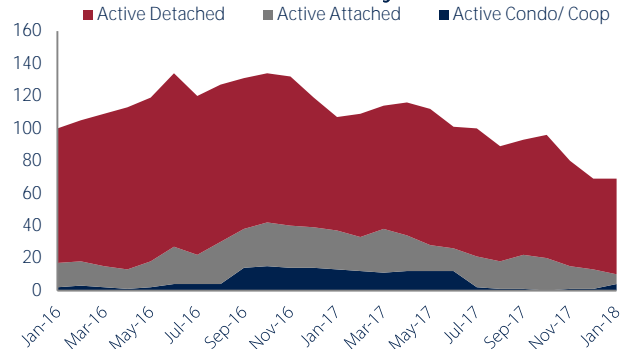
Units Sold

There was a decrease in total units sold in January, with 17 sold this month in Downtown Fredericksburg versus 18 last month, a decrease of 6%. This month's total units sold was lower than at this time last year, a decrease of 15% versus January 2017.

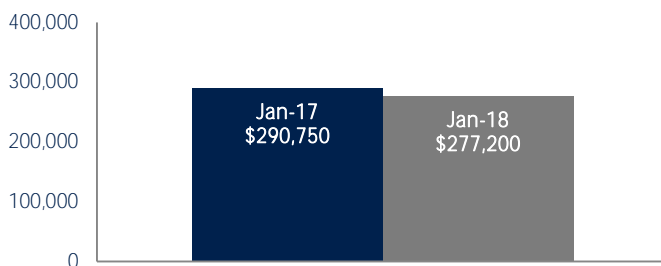
Active Inventory

Versus last year, the total number of homes available this month is lower by 38 units or 36%. The total number of active inventory this January was 69 compared to 107 in January 2017. This month's supply remained stable as compared to last month.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Downtown Fredericksburg Homes was \$290,750. This January, the median sale price was \$277,200, a decrease of 5% or \$13,550 compared to last year. The current median sold price is 2% higher than in December.

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

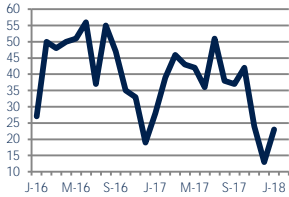




Zip Code(s): 22401

New Listings

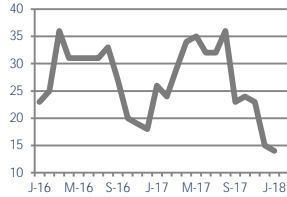
23



Down -18%
Vs. Year Ago

Current Contracts

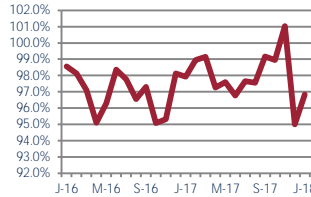
14



Down -46%
Vs. Year Ago

Sold Vs. List Price

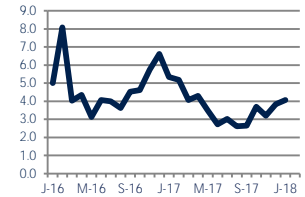
96.8%



Down -1.1%
Vs. Year Ago

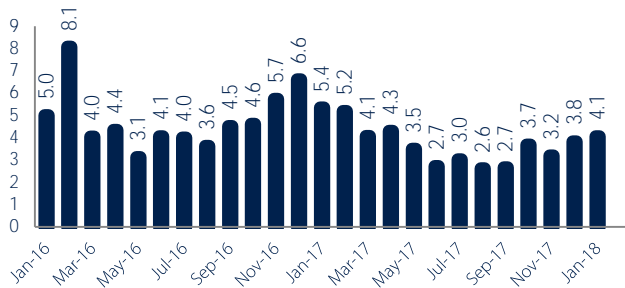
Months of Supply

4.1



Down -24%
Vs. Year Ago

Months Of Supply



Months of Supply

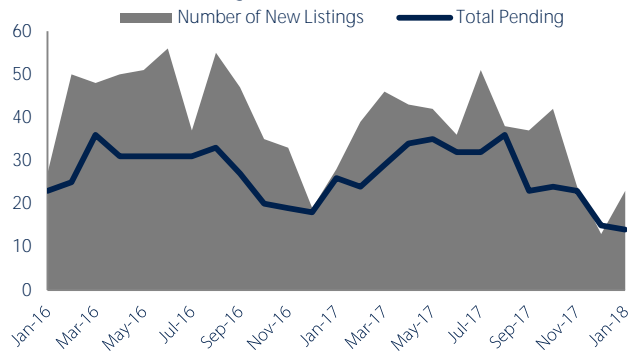
In January, there was 4.1 months of supply available in Downtown Fredericksburg, compared to 5.4 in January 2017. That is a decrease of 24% versus a year ago.

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.

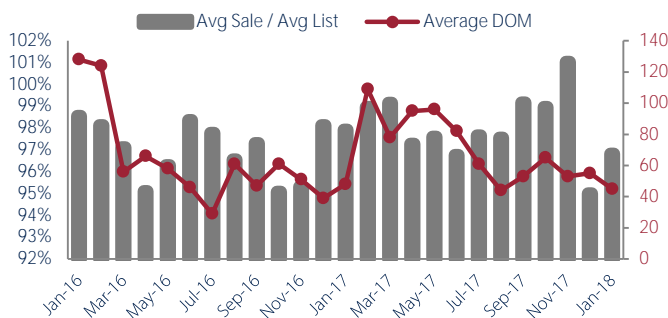
New Listings & Current Contracts

This month there were 23 homes newly listed for sale in Downtown Fredericksburg compared to 28 in January 2017, a decrease of 18%. There were 14 current contracts pending sale this January compared to 26 a year ago. The number of current contracts is 46% lower 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 Downtown Fredericksburg was 96.8% of the average list price, which is 1.1% lower than at this time last year.

Days On Market

This month, the average number of days on market was 45, lower than the average last year, which was 48, a decrease of 6%.



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