

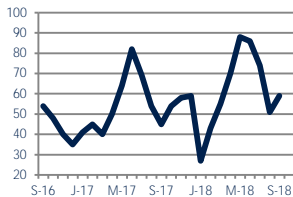
Focus On: Dumfries Housing Market

September 2018

Zip Code(s): 22025 and 22026

Units Sold

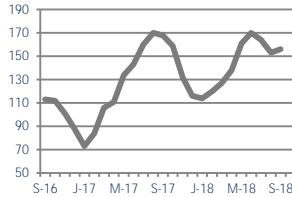
59



Up 31%
Vs. Year Ago

Active Inventory

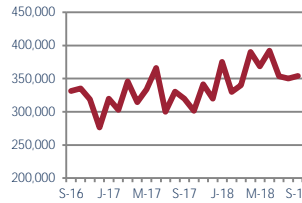
156



Down -7%
Vs. Year Ago

Median Sale Price

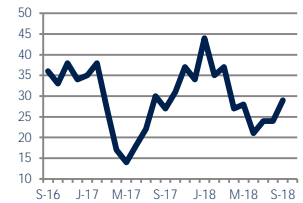
\$354,000



Up 11%
Vs. Year Ago

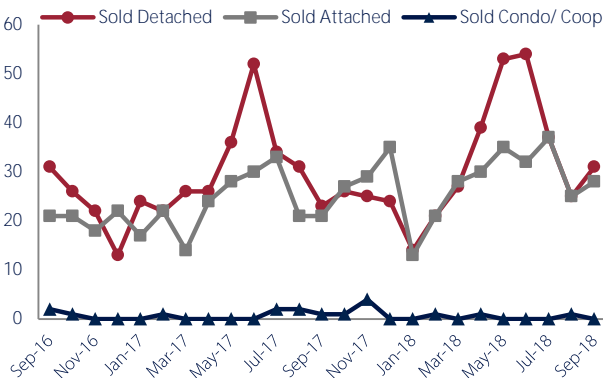
Days On Market

29



Up 7%
Vs. Year Ago

Units Sold*



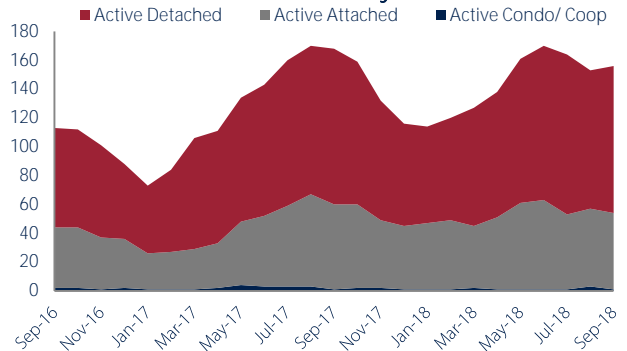
Units Sold

There was an increase in total units sold in September, with 59 sold this month in Dumfries versus 51 last month, an increase of 16%. This month's total units sold was higher than at this time last year, an increase of 31% versus September 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 12 units or 7%. The total number of active inventory this September was 156 compared to 168 in September 2017. This month's total of 156 is higher than the previous month's total supply of available inventory of 153, an increase of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Dumfries Homes was \$320,000. This September, the median sale price was \$354,000, an increase of 11% or \$34,000 compared to last year. The current median sold price is 1% higher 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.

Dumfries are defined as properties listed in zip code/s 22025 and 22026.

*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



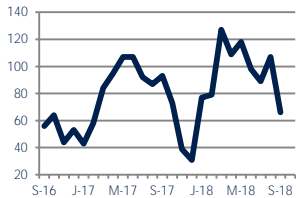
Focus On: Dumfries Housing Market

September 2018

Zip Code(s): 22025 and 22026

New Listings

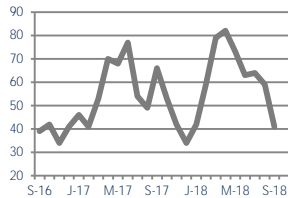
66



Down -29%
Vs. Year Ago

Current Contracts

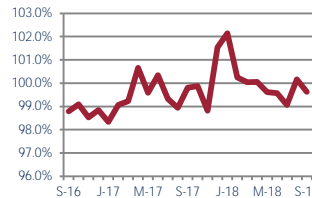
41



Down -38%
Vs. Year Ago

Sold Vs. List Price

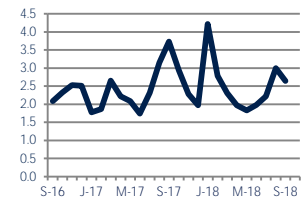
99.6%



No Change
Vs. Year Ago

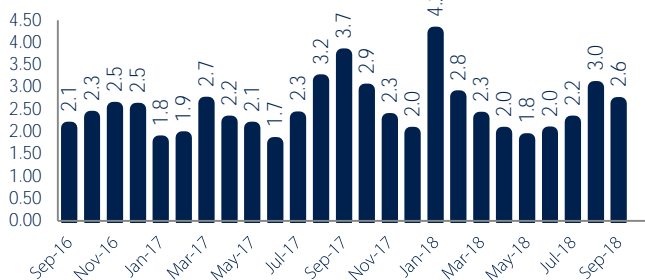
Months of Supply

2.6



Down -29%
Vs. Year Ago

Months Of Supply



Months of Supply

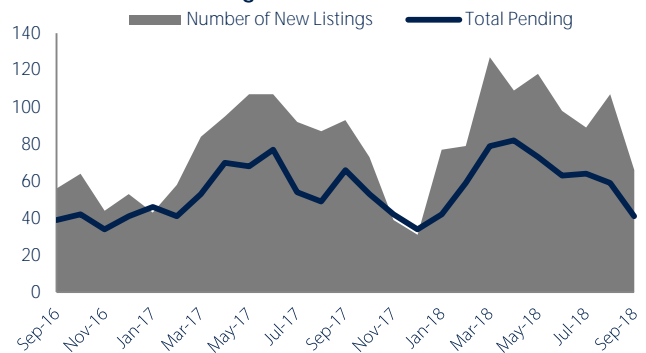
In September, there was 2.6 months of supply available in Dumfries, compared to 3.7 in September 2017. That is a decrease of 29% versus a year ago.

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.

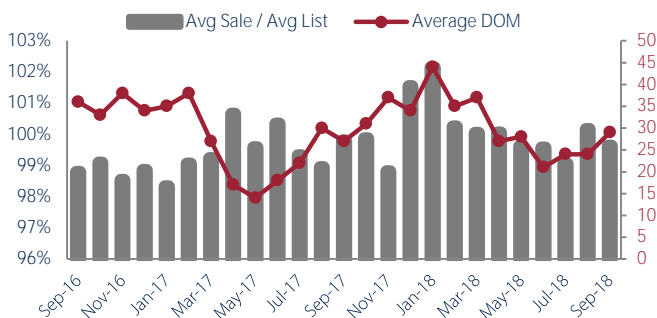
New Listings & Current Contracts

This month there were 66 homes newly listed for sale in Dumfries compared to 93 in September 2017, a decrease of 29%. There were 41 current contracts pending sale this September compared to 66 a year ago. The number of current contracts is 38% 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 Dumfries was 99.6% 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 29, higher than the average last year, which was 27, an increase of 7%.



Dumfries are defined as properties listed in zip code/s 22025 and 22026.

*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.

