



The Long & Foster Market Minute™

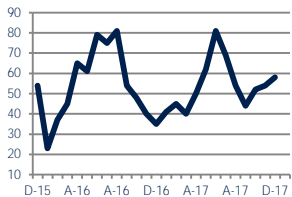
Focus On: Dumfries Housing Market

December 2017

Zip Code(s): 22025 and 22026

Units Sold

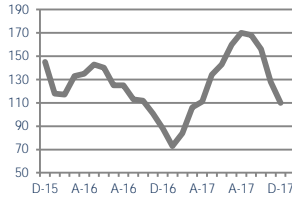
58



Up
Vs. Year Ago

Active Inventory

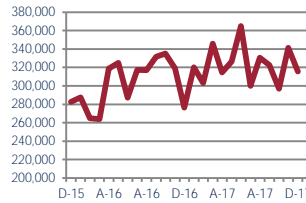
110



Up 25%
Vs. Year Ago

Median Sale Price

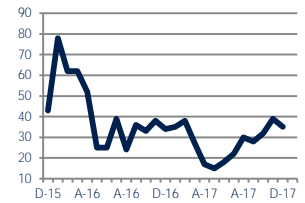
\$315,498



Up 14%
Vs. Year Ago

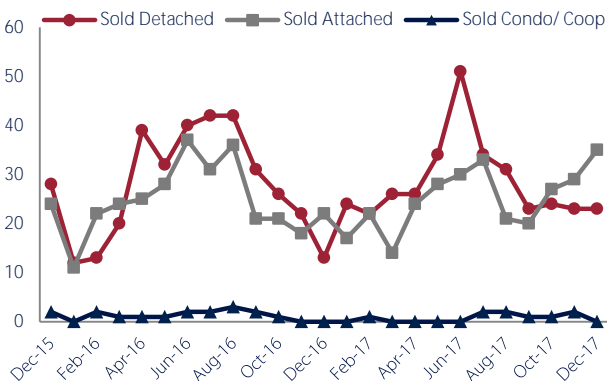
Days On Market

35



Up 3%
Vs. Year Ago

Units Sold*



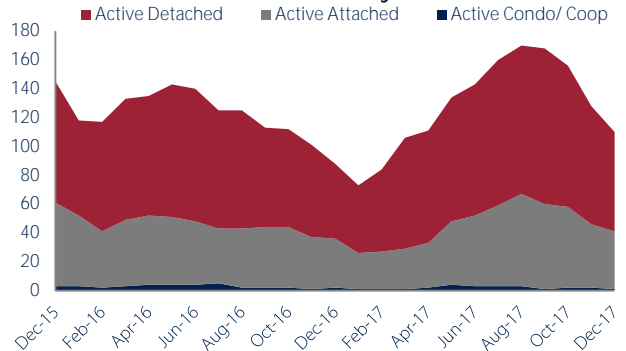
Units Sold

There was an increase in total units sold in December, with 58 sold this month in Dumfries. This month's total units sold was higher than at this time last year.

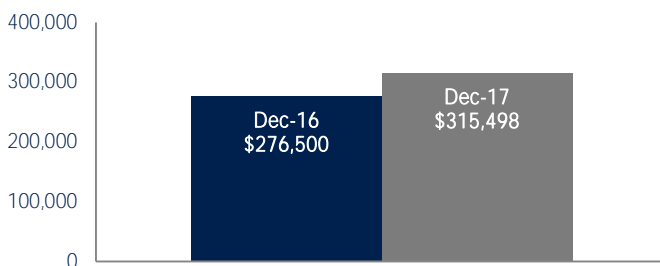
Active Inventory

Versus last year, the total number of homes available this month is higher by 22 units or 25%. The total number of active inventory this December was 110 compared to 88 in December 2016. This month's total of 110 is lower than the previous month's total supply of available inventory of 128, a decrease of 14%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for Dumfries Homes was \$276,500. This December, the median sale price was \$315,498, an increase of 14% or \$38,998 compared to last year. The current median sold price is 8% lower than in November.

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



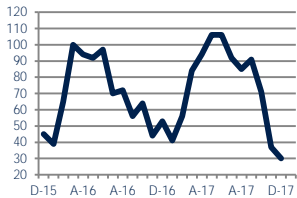
Focus On: Dumfries Housing Market

December 2017

Zip Code(s): 22025 and 22026

New Listings

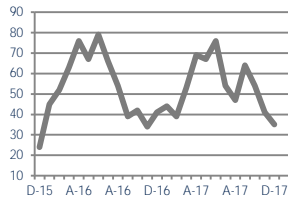
30



Down -43%
Vs. Year Ago

Current Contracts

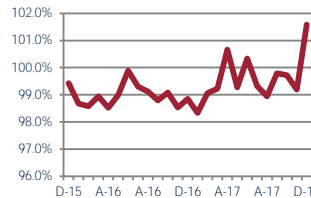
35



Down -15%
Vs. Year Ago

Sold Vs. List Price

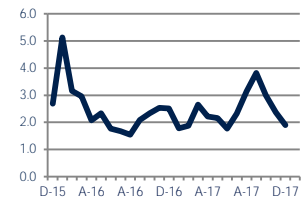
101.6%



Up 2.8%
Vs. Year Ago

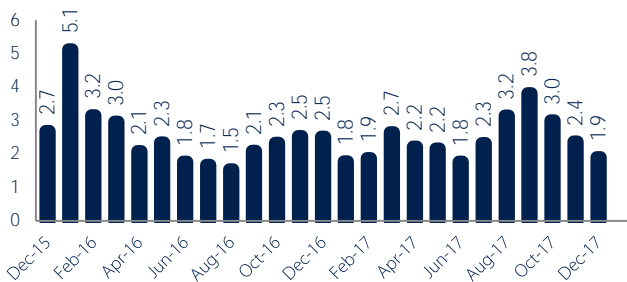
Months of Supply

1.9



Down -24%
Vs. Year Ago

Months Of Supply



Months of Supply

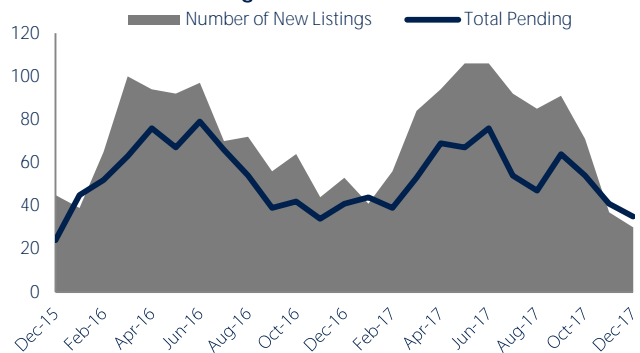
In December, there was 1.9 months of supply available in Dumfries, compared to 2.5 in December 2016. That is a decrease of 25% versus a year ago.

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.

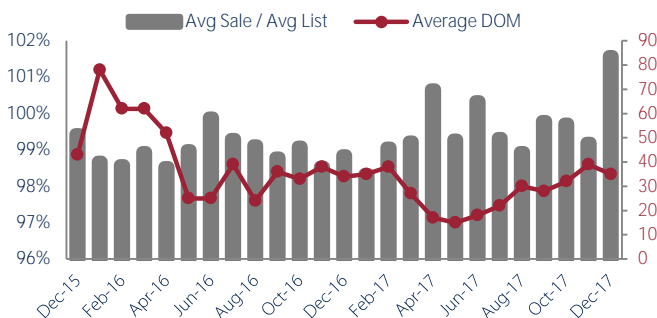
New Listings & Current Contracts

This month there were 30 homes newly listed for sale in Dumfries compared to 53 in December 2016, a decrease of 43%. There were 35 current contracts pending sale this December compared to 41 a year ago. The number of current contracts is 15% lower than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Dumfries was 101.6% of the average list price, which is 2.7% higher than at this time last year.

Days On Market

This month, the average number of days on market was 35, higher than the average last year, which was 34, an increase of 3%.



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.

