



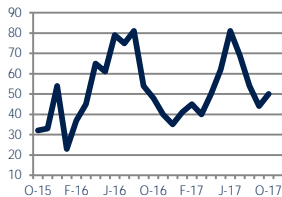
Focus On: Dumfries Housing Market

October 2017

Zip Code(s): 22025 and 22026

Units Sold

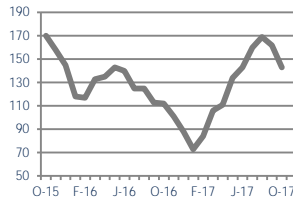
50



Up 4%
Vs. Year Ago

Active Inventory

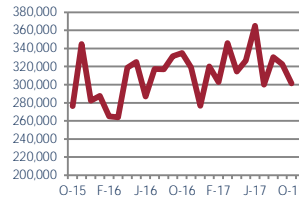
143



Up 28%
Vs. Year Ago

Median Sale Price

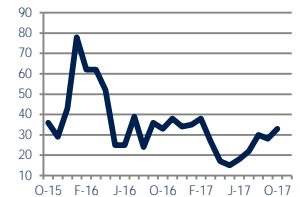
\$301,500



Down -10%
Vs. Year Ago

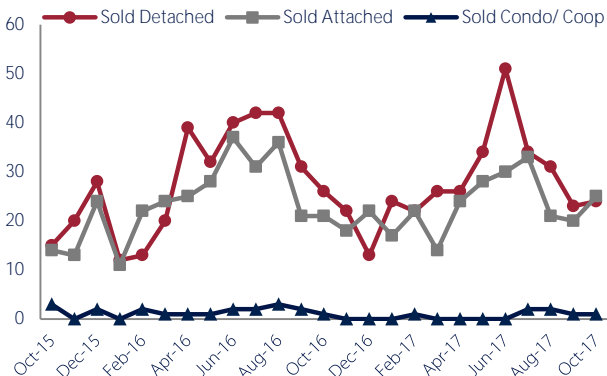
Days On Market

33



No Change
Vs. Year Ago

Units Sold*



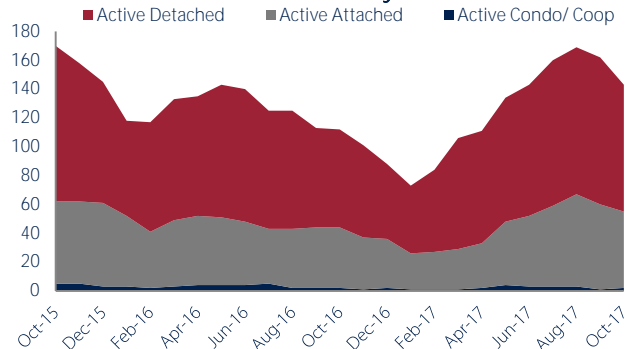
Units Sold

There was an increase in total units sold in October, with 50 sold this month in Dumfries versus 44 last month, an increase of 14%. This month's total units sold was higher than at this time last year, an increase of 4% versus October 2016.

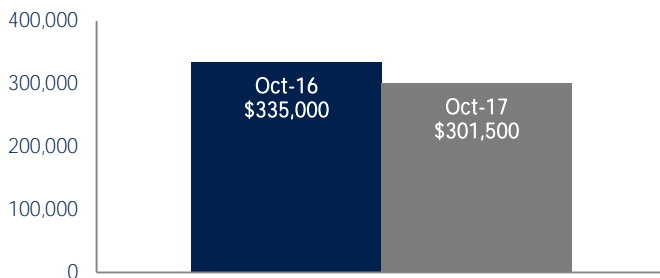
Active Inventory

Versus last year, the total number of homes available this month is higher by 31 units or 28%. The total number of active inventory this October was 143 compared to 112 in October 2016. This month's total of 143 is lower than the previous month's total supply of available inventory of 162, a decrease of 12%.

Active Inventory*



Median Sale Price



Median Sale Price

Last October, the median sale price for Dumfries Homes was \$335,000. This October, the median sale price was \$301,500, a decrease of 10% or \$33,500 compared to last year. The current median sold price is 7% lower than in September.

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

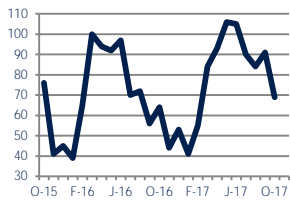
Focus On: Dumfries Housing Market

October 2017

Zip Code(s): 22025 and 22026

New Listings

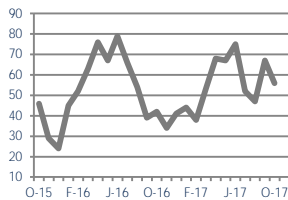
69



Up 8%
Vs. Year Ago

Current Contracts

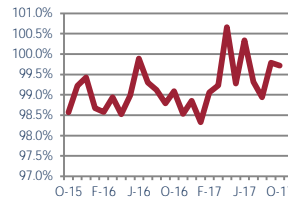
56



Up 33%
Vs. Year Ago

Sold Vs. List Price

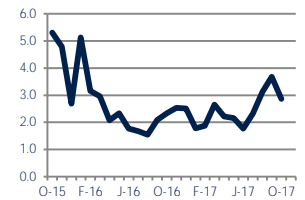
99.7%



Up 0.6%
Vs. Year Ago

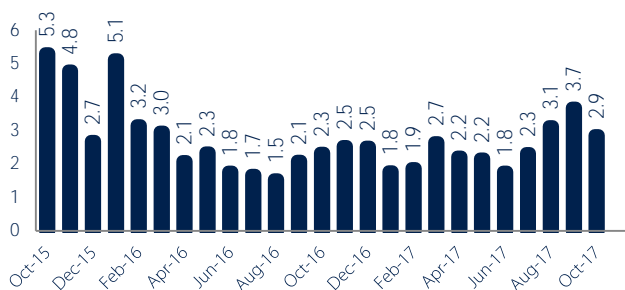
Months of Supply

2.9



Up 23%
Vs. Year Ago

Months Of Supply



Months of Supply

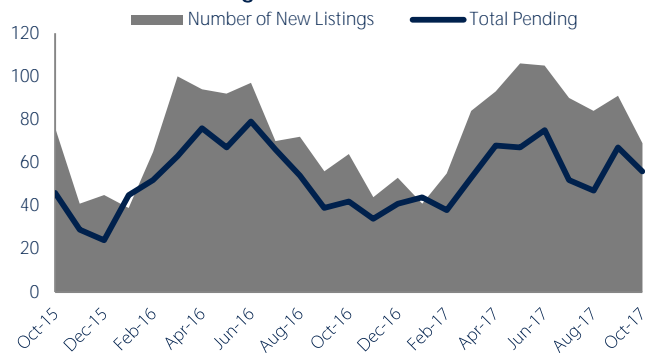
In October, there was 2.9 months of supply available in Dumfries, compared to 2.3 in October 2016. That is an increase of 23% versus a year ago.

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.

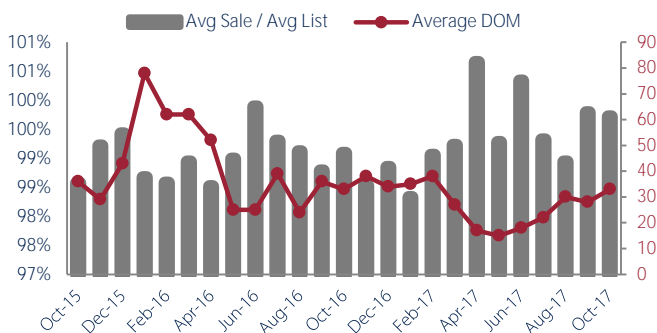
New Listings & Current Contracts

This month there were 69 homes newly listed for sale in Dumfries compared to 64 in October 2016, an increase of 8%. There were 56 current contracts pending sale this October compared to 42 a year ago. The number of current contracts is 33% higher than last October.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In October, the average sale price in Dumfries was 99.7% 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 33, which is similar compared to a year ago.