



The Long & Foster Market Minute™

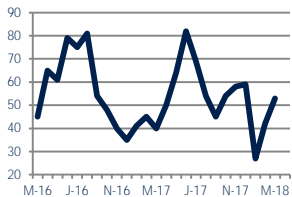
Focus On: Dumfries Housing Market

March 2018

Zip Code(s): 22025 and 22026

Units Sold

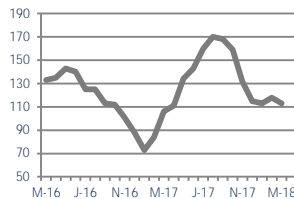
53



Up 32%
Vs. Year Ago

Active Inventory

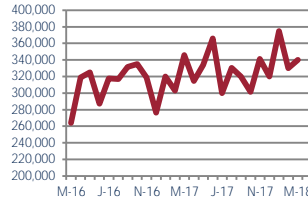
113



Up 7%
Vs. Year Ago

Median Sale Price

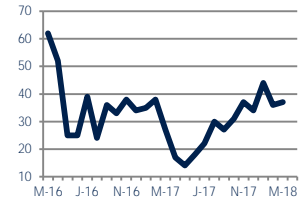
\$340,000



Down -2%
Vs. Year Ago

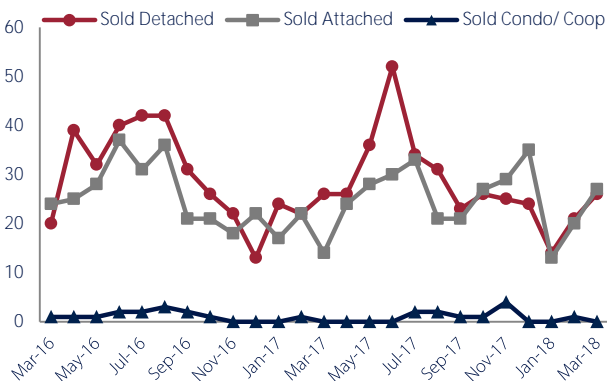
Days On Market

37



Up 37%
Vs. Year Ago

Units Sold*



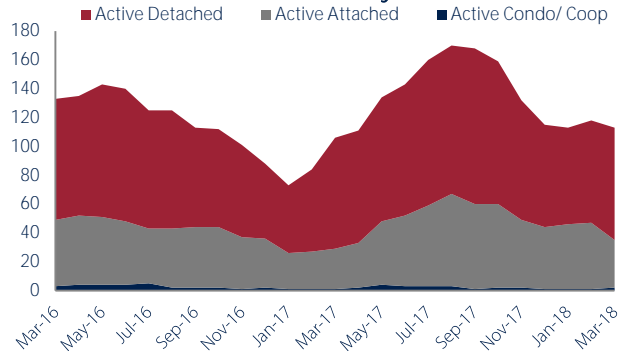
Units Sold

There was an increase in total units sold in March, with 53 sold this month in Dumfries versus 42 last month, an increase of 26%. This month's total units sold was higher than at this time last year, an increase of 33% versus March 2017.

Active Inventory

Versus last year, the total number of homes available this month is higher by 7 units or 7%. The total number of active inventory this March was 113 compared to 106 in March 2017. This month's total of 113 is lower than the previous month's total supply of available inventory of 118, a decrease of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Dumfries Homes was \$345,950. This March, the median sale price was \$340,000, a decrease of 2% or \$5,950 compared to last year. The current median sold price is 3% higher than in February.

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



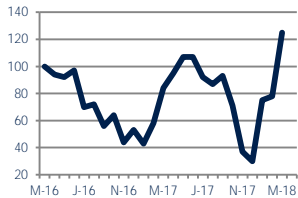
Focus On: Dumfries Housing Market

March 2018

Zip Code(s): 22025 and 22026

New Listings

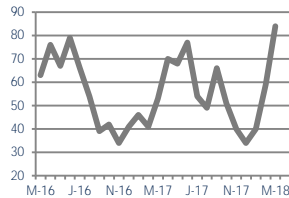
125



Up 49%
Vs. Year Ago

Current Contracts

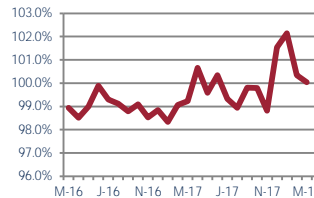
84



Up 58%
Vs. Year Ago

Sold Vs. List Price

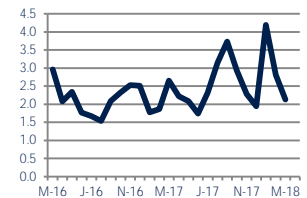
100.0%



Up 0.8%
Vs. Year Ago

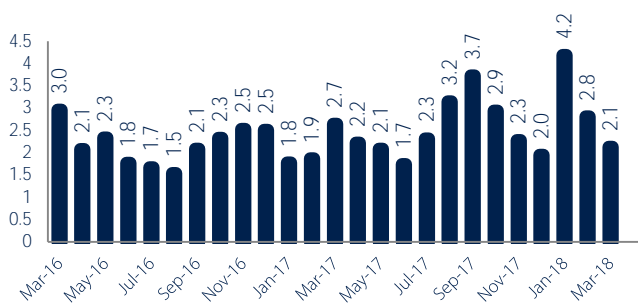
Months of Supply

2.1



Down -20%
Vs. Year Ago

Months Of Supply



Months of Supply

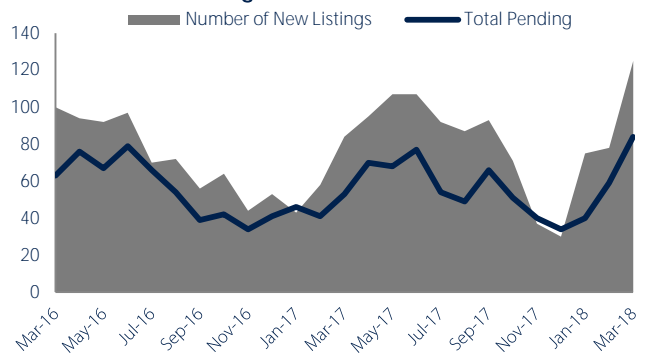
In March, there was 2.1 months of supply available in Dumfries, compared to 2.7 in March 2017. That is a decrease of 20% versus a year ago.

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.

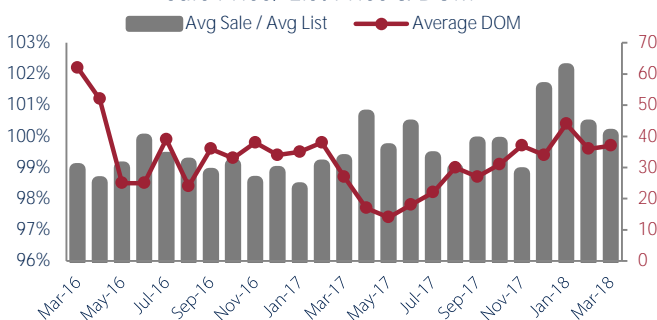
New Listings & Current Contracts

This month there were 125 homes newly listed for sale in Dumfries compared to 84 in March 2017, an increase of 49%. There were 84 current contracts pending sale this March compared to 53 a year ago. The number of current contracts is 58% higher than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Dumfries was 100.0% of the average list price, which is 0.8% higher than at this time last year.

Days On Market

This month, the average number of days on market was 37, higher than the average last year, which was 27, an increase of 37%.



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