



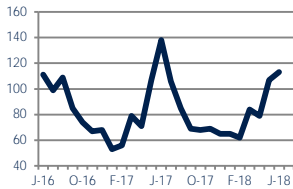
# The Long & Foster Market Minute™

**Focus On:** Falmouth, Hartwood, and Northern Fredericksburg Housing Market

June 2018

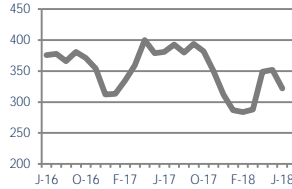
Zip Code(s): 22471, 22406, 22403 and 22405

**Units Sold**  
113



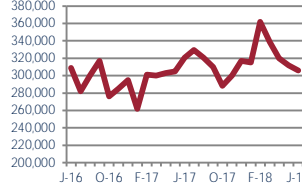
**Down -18%**  
Vs. Year Ago

**Active Inventory**  
322



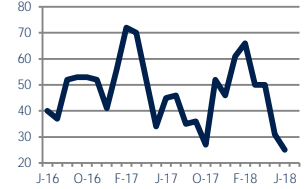
**Down -15%**  
Vs. Year Ago

**Median Sale Price**  
\$306,000



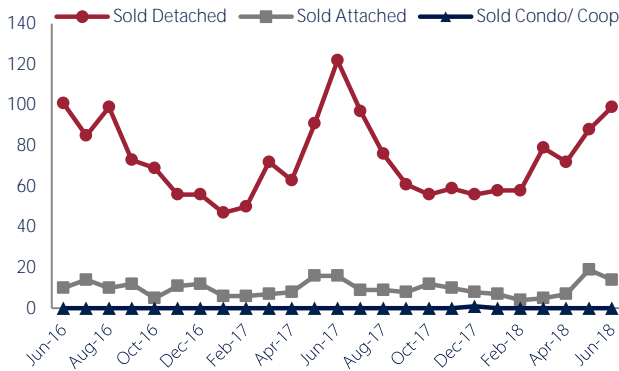
**Down -5%**  
Vs. Year Ago

**Days On Market**  
25



**Down -44%**  
Vs. Year Ago

## Units Sold\*



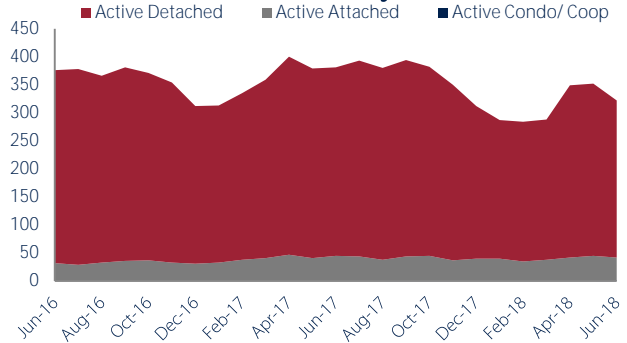
## Units Sold

There was an increase in total units sold in June, with 113 sold this month in Falmouth, Hartwood, and Northern Fredericksburg versus 107 last month, an increase of 6%. This month's total units sold was lower than at this time last year, a decrease of 18% versus June 2017.

## Active Inventory

Versus last year, the total number of homes available this month is lower by 59 units or 15%. The total number of active inventory this June was 322 compared to 381 in June 2017. This month's total of 322 is lower than the previous month's total supply of available inventory of 352, a decrease of 9%.

## Active Inventory\*



## Median Sale Price



## Median Sale Price

Last June, the median sale price for Falmouth, Hartwood, and Northern Fredericksburg Homes was \$320,500. This June, the median sale price was \$306,000, a decrease of 5% or \$14,500 compared to last year. The current median sold price is 2% lower than in May.

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



Falmouth, Hartwood, and Northern Fredericksburg are defined as properties listed in zip code/s 22471, 22406, 22403 and 22405.

\*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

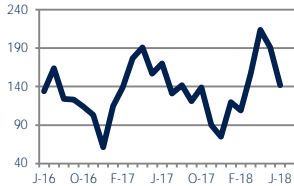




Zip Code(s): 22471, 22406, 22403 and 22405

### New Listings

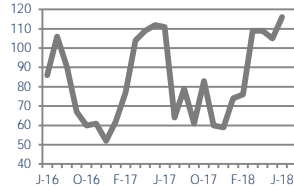
142



Down -16%  
Vs. Year Ago

### Current Contracts

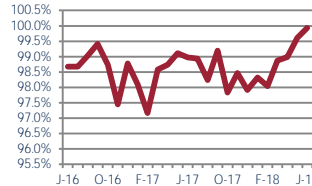
116



Up 5%  
Vs. Year Ago

### Sold Vs. List Price

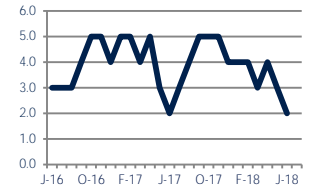
99.9%



Up 1%  
Vs. Year Ago

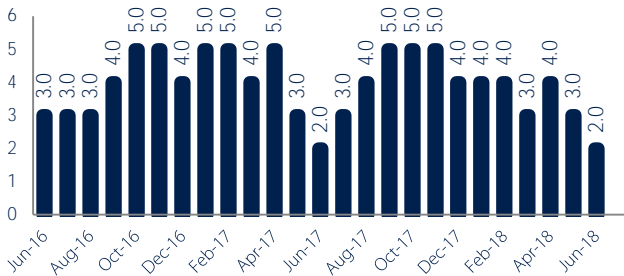
### Months of Supply

2.0



No Change  
Vs. Year Ago

### Months Of Supply



### Months of Supply

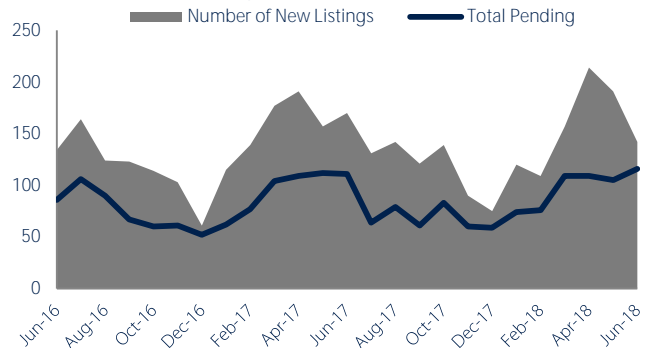
In June, there was 2.8 months of supply available in Falmouth, Hartwood, and Northern Fredericksburg. The amount of supply is similar compared to a year ago.

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.

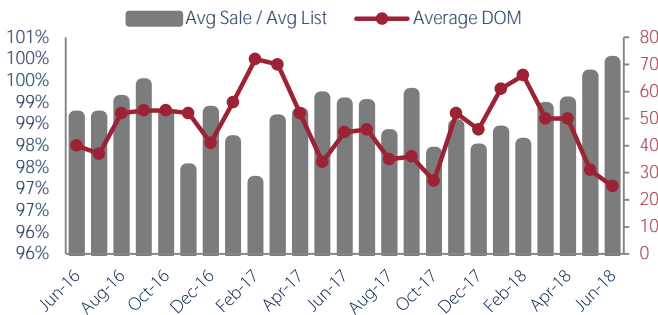
### New Listings & Current Contracts

This month there were 142 homes newly listed for sale in Falmouth, Hartwood, and Northern Fredericksburg compared to 170 in June 2017, a decrease of 16%. There were 116 current contracts pending sale this June compared to 111 a year ago. The number of current contracts is 5% higher than last June.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In June, the average sale price in Falmouth, Hartwood, and Northern Fredericksburg was 99.9% of the average list price, which is 1.0% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 25, lower than the average last year, which was 45, a decrease of 44%.



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