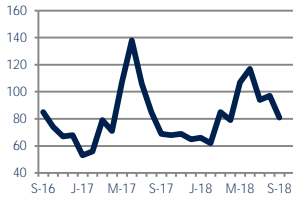


Units Sold

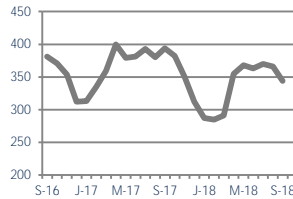
81



Up 17%
Vs. Year Ago

Active Inventory

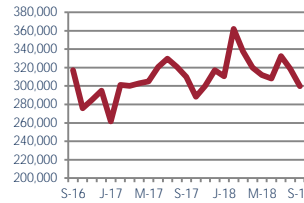
344



Down -13%
Vs. Year Ago

Median Sale Price

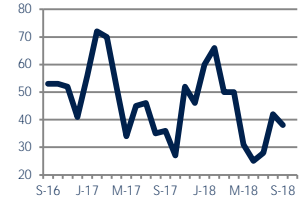
\$299,900



Down -3%
Vs. Year Ago

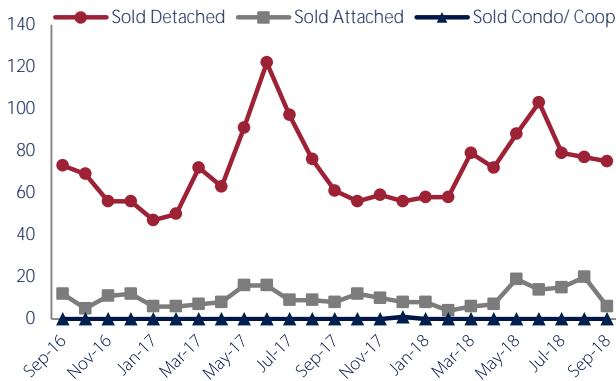
Days On Market

38



Up 6%
Vs. Year Ago

Units Sold*



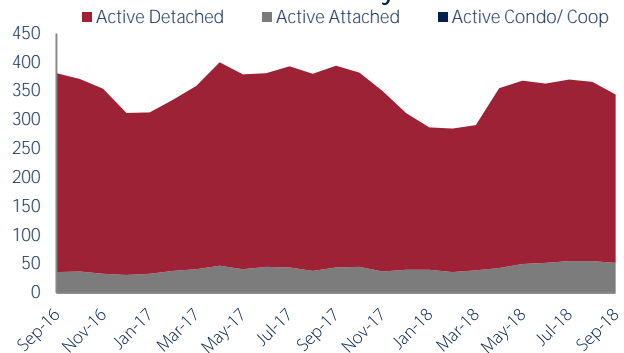
Units Sold

There was a decrease in total units sold in September, with 81 sold this month in Falmouth, Hartwood, and Northern Fredericksburg versus 97 last month, a decrease of 16%. This month's total units sold was higher than at this time last year, an increase of 17% versus September 2017.

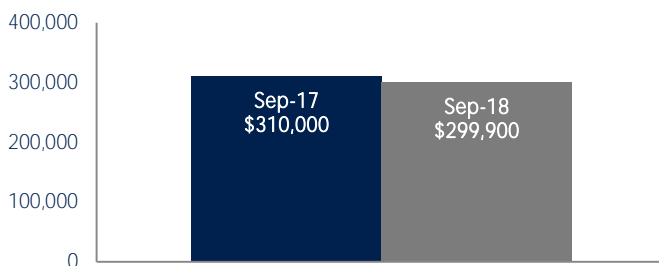
Active Inventory

Versus last year, the total number of homes available this month is lower by 50 units or 13%. The total number of active inventory this September was 344 compared to 394 in September 2017. This month's total of 344 is lower than the previous month's total supply of available inventory of 366, a decrease of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Falmouth, Hartwood, and Northern Fredericksburg Homes was \$310,000. This September, the median sale price was \$299,900, a decrease of 3% or \$10,100 compared to last year. The current median sold price is 6% lower 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.



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

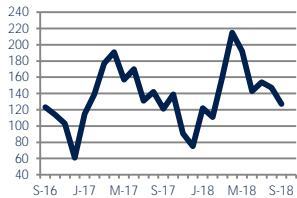
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

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

New Listings

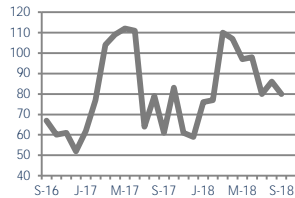
127



Up 5%
Vs. Year Ago

Current Contracts

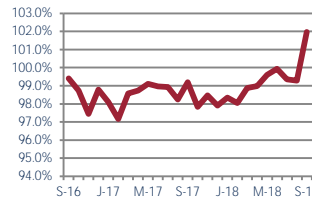
80



Up 31%
Vs. Year Ago

Sold Vs. List Price

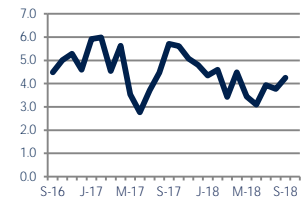
102.0%



Up 2.8%
Vs. Year Ago

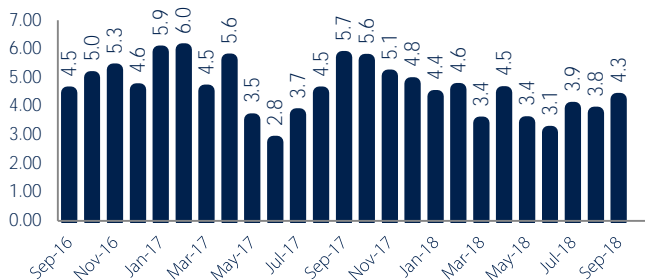
Months of Supply

4.3



Down -26%
Vs. Year Ago

Months Of Supply



Months of Supply

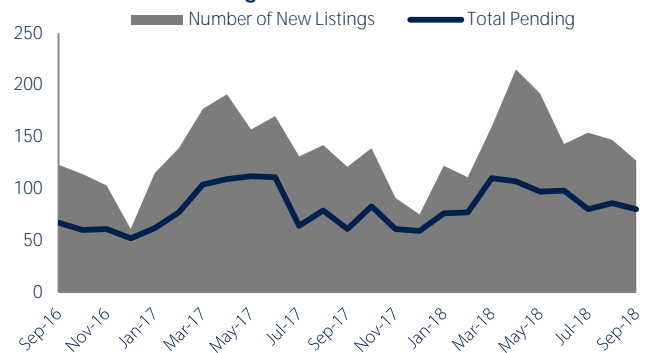
In September, there was 4.2 months of supply available in Falmouth, Hartwood, and Northern Fredericksburg, compared to 5.7 in September 2017. That is a decrease of 26% versus a year ago.

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.

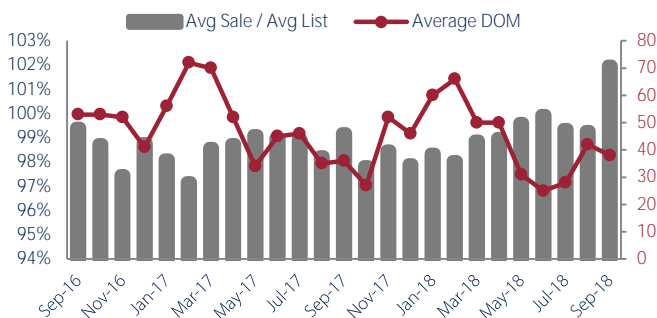
New Listings & Current Contracts

This month there were 127 homes newly listed for sale in Falmouth, Hartwood, and Northern Fredericksburg compared to 121 in September 2017, an increase of 5%. There were 80 current contracts pending sale this September compared to 61 a year ago. The number of current contracts is 31% higher 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 Falmouth, Hartwood, and Northern Fredericksburg was 102.0% of the average list price, which is 2.8% higher than at this time last year.

Days On Market

This month, the average number of days on market was 38, higher than the average last year, which was 36, an increase of 6%.



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