



The Long & Foster Market Minute™

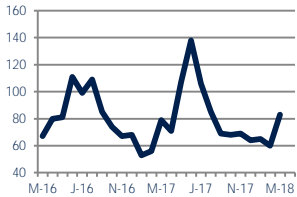
Focus On: Falmouth, Hartwood, and Northern Fredericksburg Housing Market

March 2018

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

Units Sold

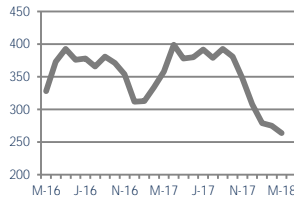
83



Up 5%
Vs. Year Ago

Active Inventory

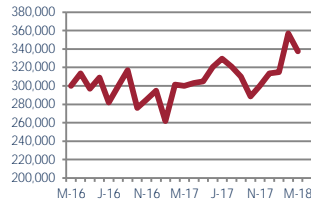
264



Down -26%
Vs. Year Ago

Median Sale Price

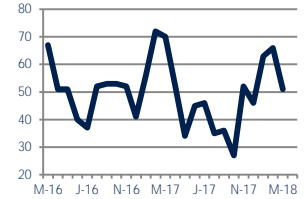
\$337,500



Up 13%
Vs. Year Ago

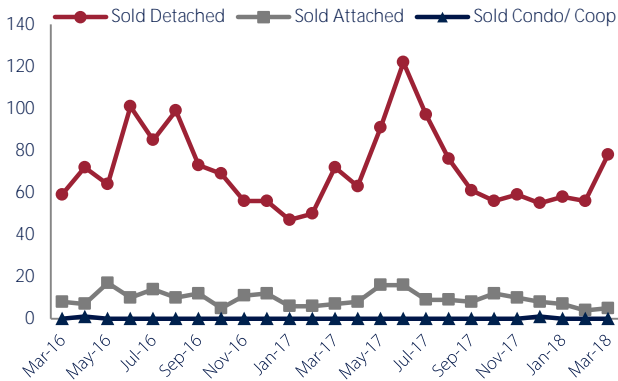
Days On Market

51



Down -27%
Vs. Year Ago

Units Sold*



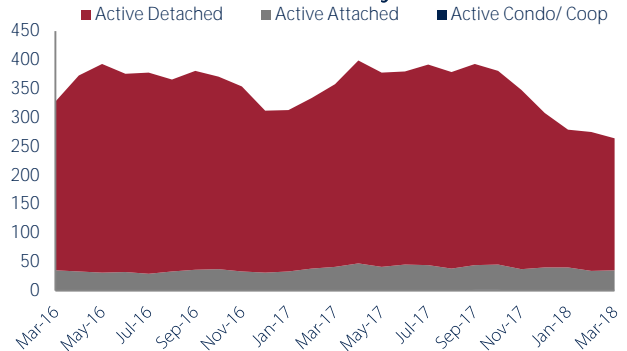
Units Sold

There was an increase in total units sold in March, with 83 sold this month in Falmouth, Hartwood, and Northern Fredericksburg. This month's total units sold was higher than at this time last year.

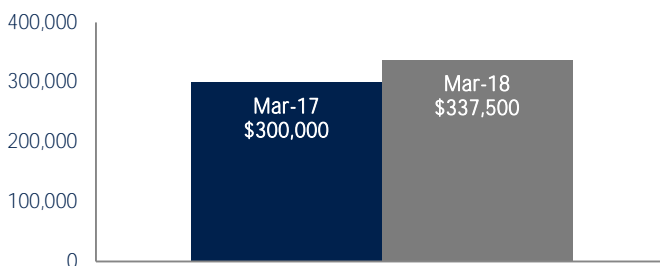
Active Inventory

Versus last year, the total number of homes available this month is lower by 94 units or 26%. The total number of active inventory this March was 264 compared to 358 in March 2017. This month's total of 264 is lower than the previous month's total supply of available inventory of 275, a decrease of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Falmouth, Hartwood, and Northern Fredericksburg Homes was \$300,000. This March, the median sale price was \$337,500, an increase of 13% or \$37,500 compared to last year. The current median sold price is 5% lower 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.

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.



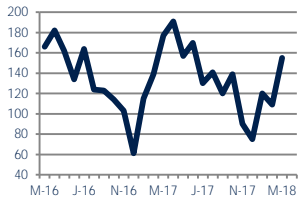
CHRISTIE'S
INTERNATIONAL REAL ESTATE



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

New Listings

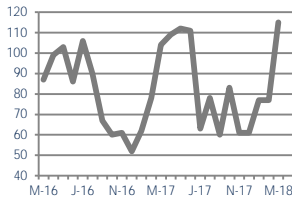
155



Down -12%
Vs. Year Ago

Current Contracts

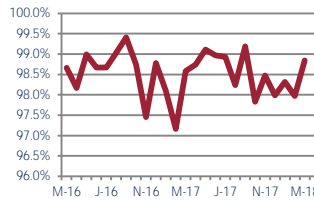
115



Up 11%
Vs. Year Ago

Sold Vs. List Price

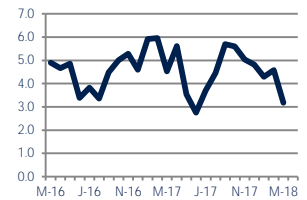
98.8%



No Change
Vs. Year Ago

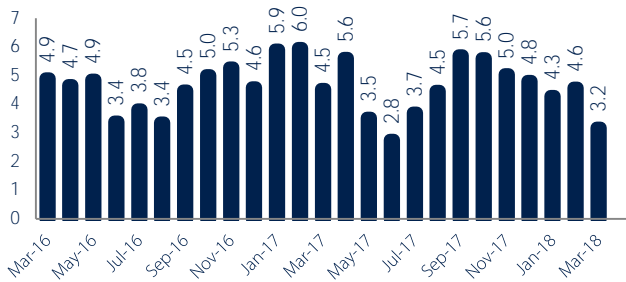
Months of Supply

3.2



Down -30%
Vs. Year Ago

Months Of Supply



Months of Supply

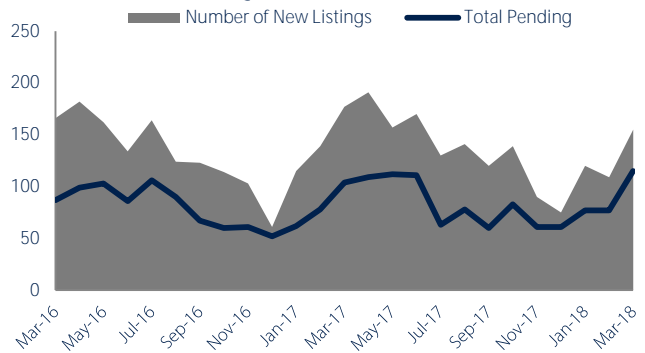
In March, there was 3.2 months of supply available in Falmouth, Hartwood, and Northern Fredericksburg, compared to 4.5 in March 2017. That is a decrease of 30% versus a year ago.

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.

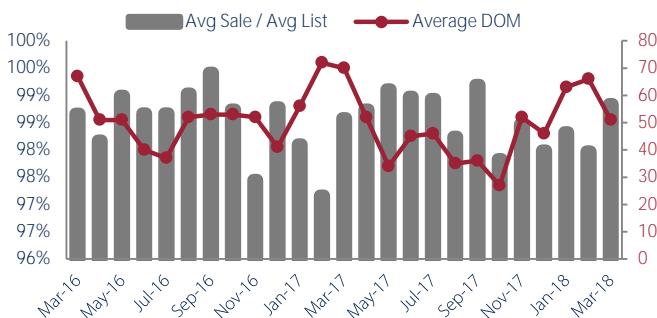
New Listings & Current Contracts

This month there were 155 homes newly listed for sale in Falmouth, Hartwood, and Northern Fredericksburg compared to 177 in March 2017, a decrease of 12%. There were 115 current contracts pending sale this March compared to 104 a year ago. The number of current contracts is 11% 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 Falmouth, Hartwood, and Northern Fredericksburg was 98.8% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 51, lower than the average last year, which was 70, a decrease of 27%.



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.

