

# THE LONG & FOSTER MARKET MINUTE™

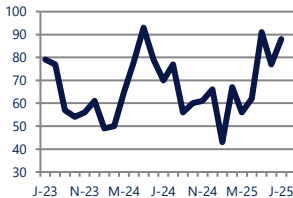
FOCUS ON: **FALMOUTH, HARTWOOD, AND NORTHERN FREDERICKSBURG HOUSING MARKET**

JULY 2025

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

## Units Sold

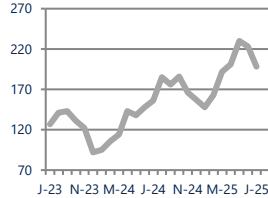
88



Up 26%  
Vs. Year Ago

## Active Inventory

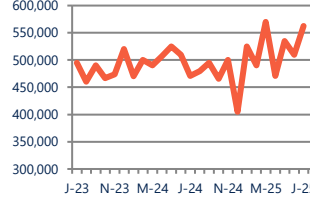
198



Up 27%  
Vs. Year Ago

## Median Sale Price

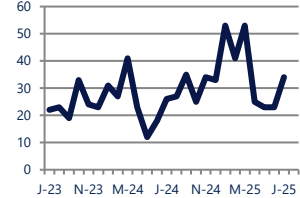
\$562,500



Up 19%  
Vs. Year Ago

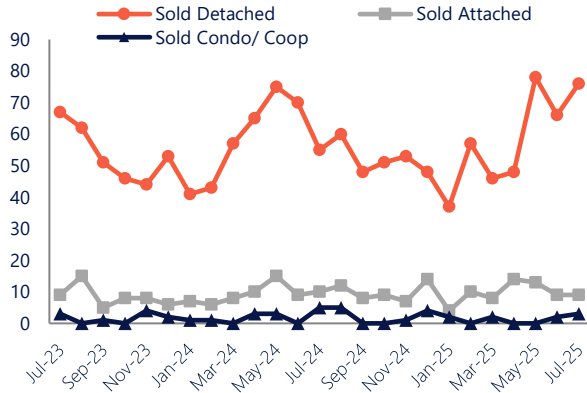
## Days On Market

34



Up 31%  
Vs. Year Ago

## Units Sold\*



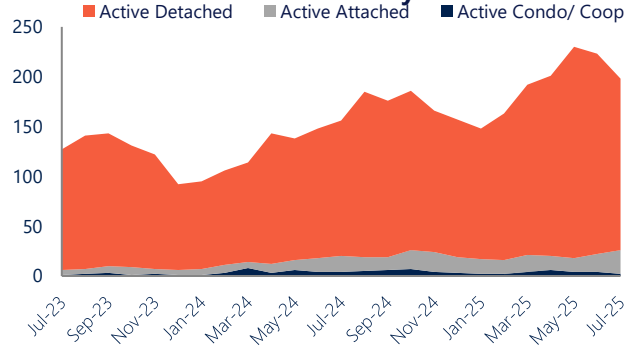
## Units Sold

There was an increase in total units sold in July, with 88 sold this month in Falmouth, Hartwood, and Northern Fredericksburg versus 77 last month, an increase of 14%. This month's total units sold was higher than at this time last year, an increase of 26% versus July 2024.

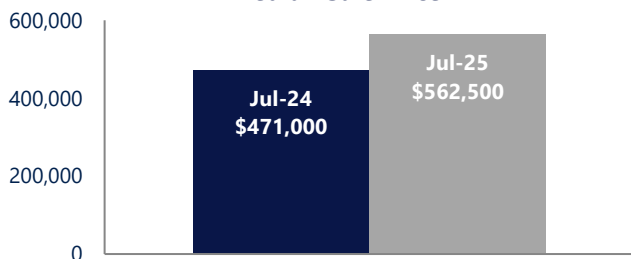
## Active Inventory

Versus last year, the total number of homes available this month is higher by 42 units or 27%. The total number of active inventory this July was 198 compared to 156 in July 2024. This month's total of 198 is lower than the previous month's total supply of available inventory of 223, a decrease of 11%.

## Active Inventory\*



## Median Sale Price



## Median Sale Price

Last July, the median sale price for Falmouth, Hartwood, and Northern Fredericksburg Homes was \$471,000. This July, the median sale price was \$562,500, an increase of 19% or \$91,500 compared to last year. The current median sold price is 10% higher than in June.

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 BRIGHTMLS 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 BRIGHTMLS or Long & Foster Real Estate, Inc.

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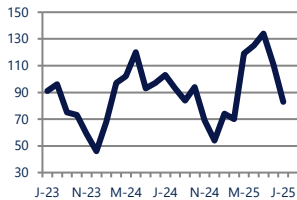
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JULY 2025

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

## New Listings

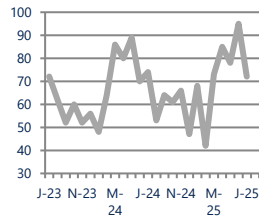
83



**Down -19%**  
Vs. Year Ago

## Current Contracts

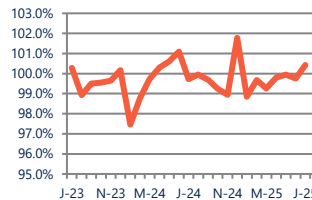
72



**Down -3%**  
Vs. Year Ago

## Sold Vs. List Price

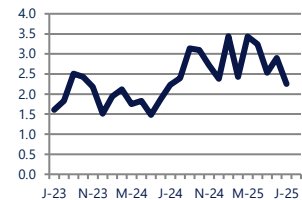
100.4%



**Up 0.7%**  
Vs. Year Ago

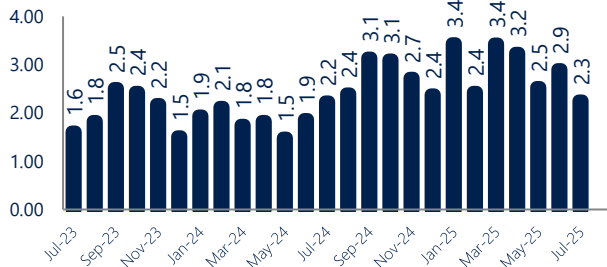
## Months of Supply

2.3



**No Change**  
Vs. Year Ago

## Months Of Supply



## Months of Supply

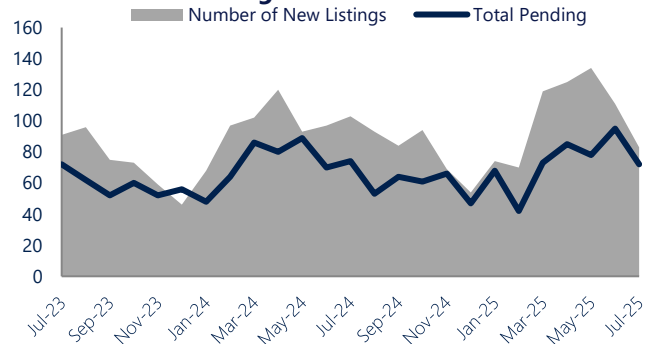
In July, there was 2.3 months of supply available in Falmouth, Hartwood, and Northern Fredericksburg. The amount of supply is similar compared to a year ago.

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.

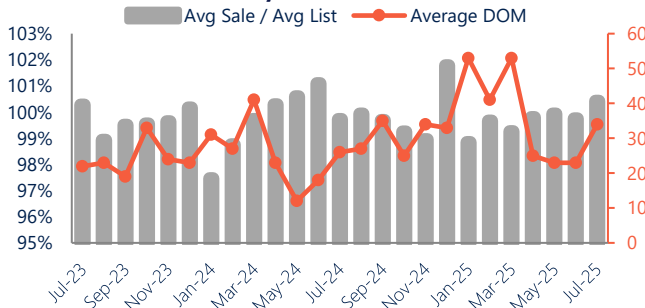
## New Listings & Current Contracts

This month there were 83 homes newly listed for sale in Falmouth, Hartwood, and Northern Fredericksburg compared to 103 in July 2024, a decrease of 19%. There were 72 current contracts pending sale this July compared to 74 a year ago. The number of current contracts is 3% lower than last July.

## New Listings & Current Contracts



## Sale Price/ List Price & DOM



## Sale Price to List Price Ratio

In July, the average sale price in Falmouth, Hartwood, and Northern Fredericksburg was 100.4% of the average list price, which is 0.7% higher than at this time last year.

## Days On Market

This month, the average number of days on market was 34, higher than the average last year, which was 26, an increase of 31%.

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