



The Long & Foster Market Minute™

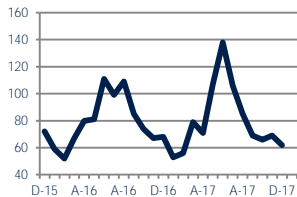
Focus On: Falmouth, Hartwood, and Northern Fredericksburg Housing Market

December 2017

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

Units Sold

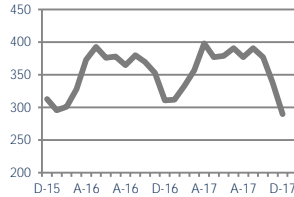
62



Down -9%
Vs. Year Ago

Active Inventory

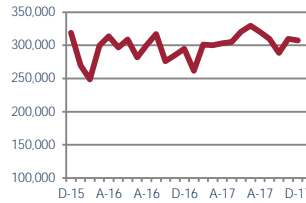
290



Down -7%
Vs. Year Ago

Median Sale Price

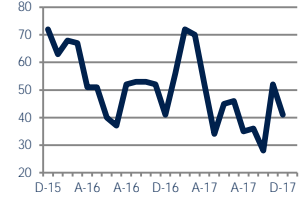
\$307,500



Up 4%
Vs. Year Ago

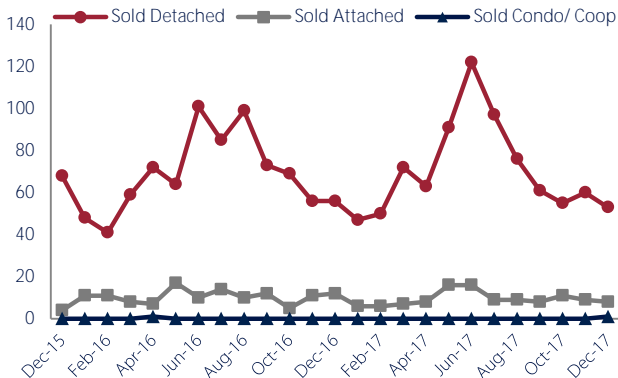
Days On Market

41



No Change
Vs. Year Ago

Units Sold*



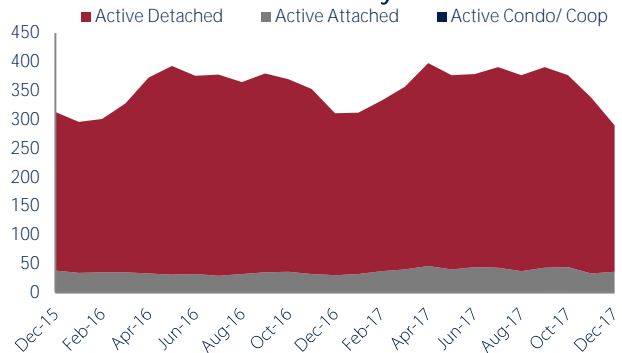
Units Sold

There was a decrease in total units sold in December, with 62 sold this month in Falmouth, Hartwood, and Northern Fredericksburg versus 69 last month, a decrease of 10%. This month's total units sold was lower than at this time last year, a decrease of 9% versus December 2016.

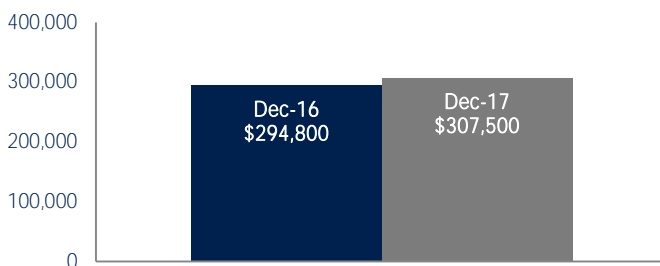
Active Inventory

Versus last year, the total number of homes available this month is lower by 21 units or 7%. The total number of active inventory this December was 290 compared to 311 in December 2016. This month's total of 290 is lower than the previous month's total supply of available inventory of 338, a decrease of 14%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for Falmouth, Hartwood, and Northern Fredericksburg Homes was \$294,800. This December, the median sale price was \$307,500, an increase of 4% or \$12,700 compared to last year. The current median sold price is 1% lower than in November.

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.



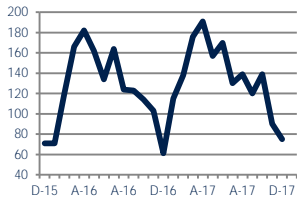
CHRISTIE'S
INTERNATIONAL REAL ESTATE



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

New Listings

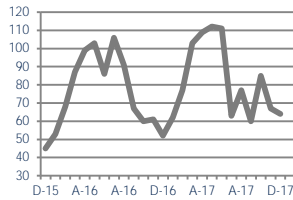
75



Up 23%
Vs. Year Ago

Current Contracts

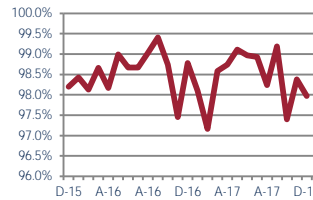
64



Up 23%
Vs. Year Ago

Sold Vs. List Price

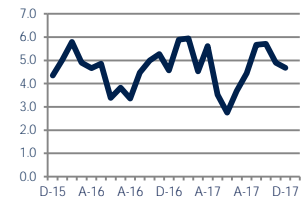
98.0%



Down -0.8%
Vs. Year Ago

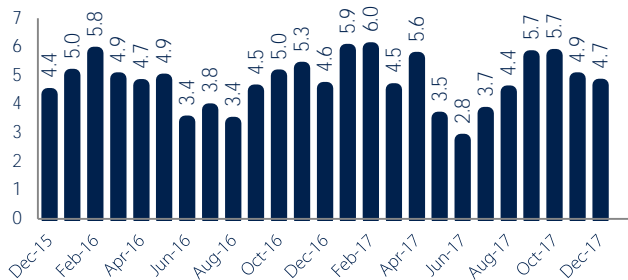
Months of Supply

4.7



Up 2%
Vs. Year Ago

Months Of Supply



Months of Supply

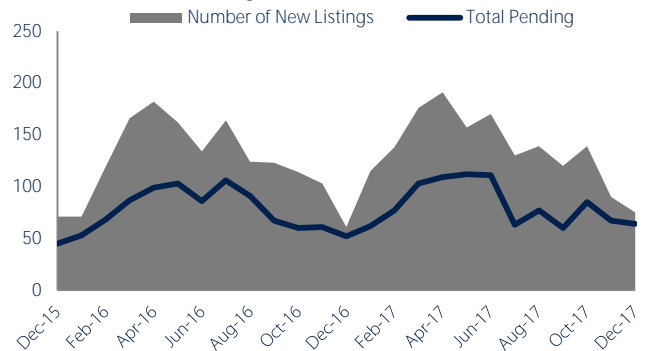
In December, there was 4.7 months of supply available in Falmouth, Hartwood, and Northern Fredericksburg, compared to 4.6 in December 2016. That is an increase of 2% versus a year ago.

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.

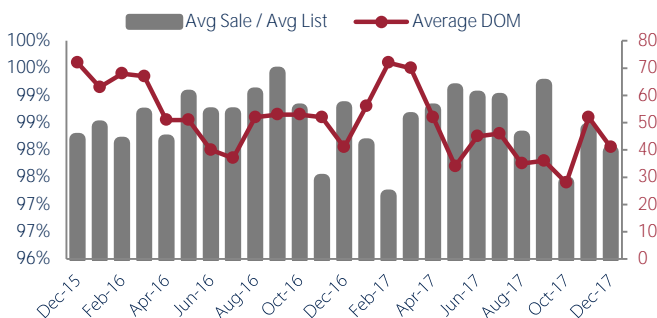
New Listings & Current Contracts

This month there were 75 homes newly listed for sale in Falmouth, Hartwood, and Northern Fredericksburg compared to 61 in December 2016, an increase of 23%. There were 64 current contracts pending sale this December compared to 52 a year ago. The number of current contracts is 23% higher than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Falmouth, Hartwood, and Northern Fredericksburg was 98.0% of the average list price, which is 0.8% lower than at this time last year.

Days On Market

This month, the average number of days on market was 41, which is similar compared to a year ago.



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.

