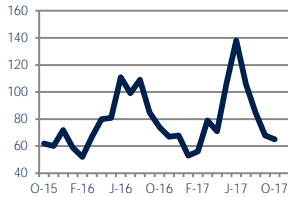


Zip Code(s): 22471, 22406, 22403 and 22405

Units Sold

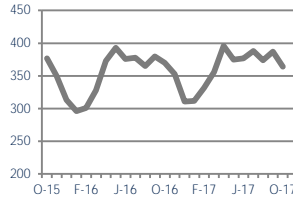
65



Down -12%
Vs. Year Ago

Active Inventory

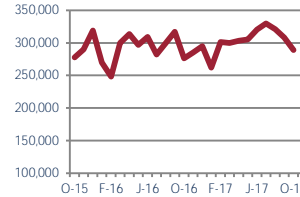
364



Down -2%
Vs. Year Ago

Median Sale Price

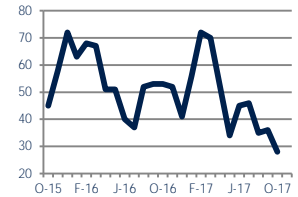
\$289,000



Up 5%
Vs. Year Ago

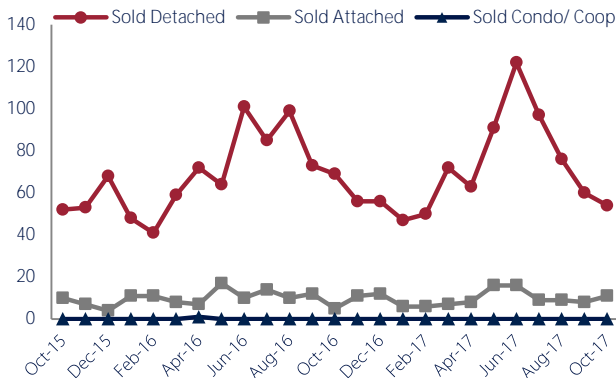
Days On Market

28



Down -47%
Vs. Year Ago

Units Sold*



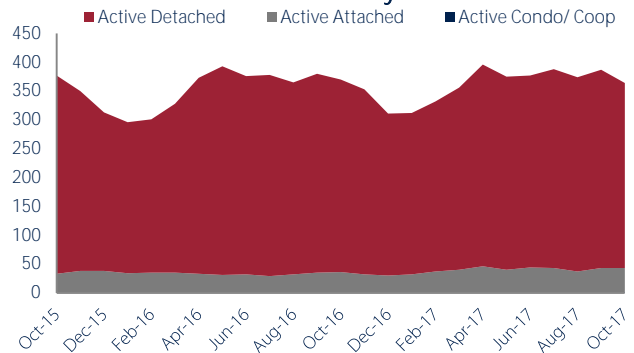
Units Sold

There was a decrease in total units sold in October, with 65 sold this month in Falmouth, Hartwood, and Northern Fredericksburg versus 68 last month, a decrease of 4%. This month's total units sold was lower than at this time last year, a decrease of 12% versus October 2016.

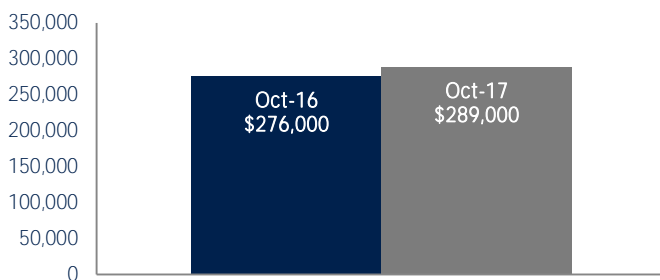
Active Inventory

Versus last year, the total number of homes available this month is lower by 6 units or 2%. The total number of active inventory this October was 364 compared to 370 in October 2016. This month's total of 364 is lower than the previous month's total supply of available inventory of 387, a decrease of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last October, the median sale price for Falmouth, Hartwood, and Northern Fredericksburg Homes was \$276,000. This October, the median sale price was \$289,000, an increase of 5% or \$13,000 compared to last year. The current median sold price is 6% lower than in September.

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

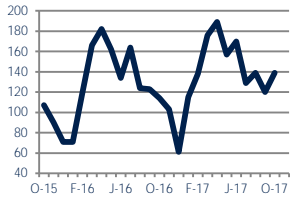
Focus On: Falmouth, Hartwood, and Northern Fredericksburg Housing Market

October 2017

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

New Listings

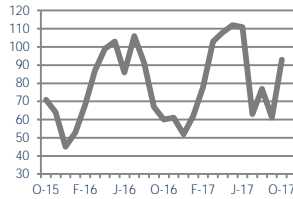
139



Up 22%
Vs. Year Ago

Current Contracts

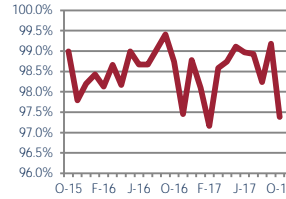
93



Up 55%
Vs. Year Ago

Sold Vs. List Price

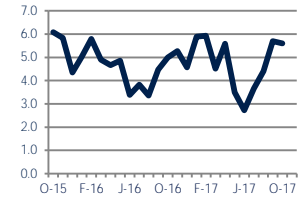
97.4%



Down -1.4%
Vs. Year Ago

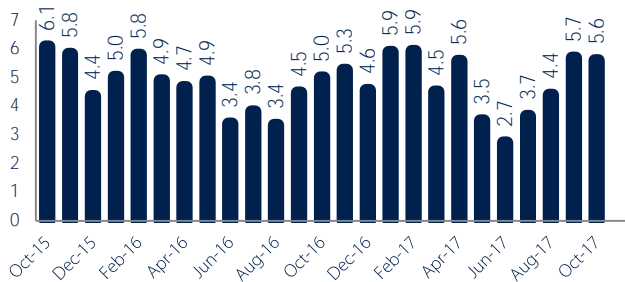
Months of Supply

5.6



Up 12%
Vs. Year Ago

Months Of Supply



Months of Supply

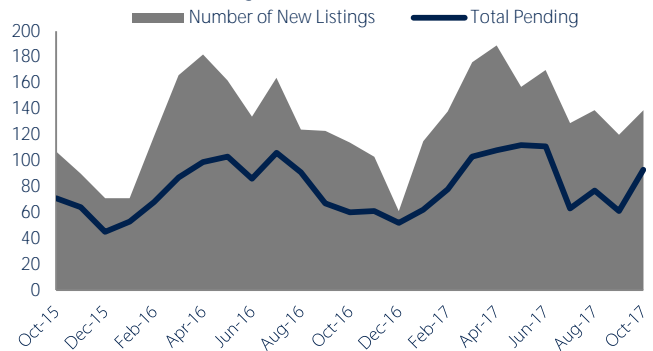
In October, there was 5.6 months of supply available in Falmouth, Hartwood, and Northern Fredericksburg, compared to 5.0 in October 2016. That is an increase of 12% versus a year ago.

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.

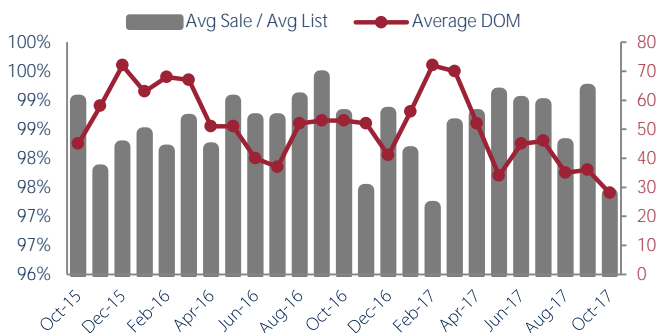
New Listings & Current Contracts

This month there were 139 homes newly listed for sale in Falmouth, Hartwood, and Northern Fredericksburg compared to 114 in October 2016, an increase of 22%. There were 93 current contracts pending sale this October compared to 60 a year ago. The number of current contracts is 55% higher than last October.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In October, the average sale price in Falmouth, Hartwood, and Northern Fredericksburg was 97.4% of the average list price, which is 1.4% lower than at this time last year.

Days On Market

This month, the average number of days on market was 28, lower than the average last year, which was 53, a decrease of 47%.