



The Long & Foster Market Minute™

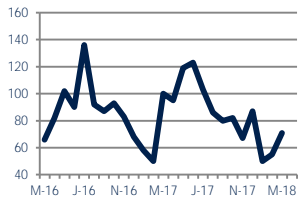
Focus On: Featherstone, River Bend Estates, and Southern Woodbridge Housing Market

March 2018

Zip Code(s): 22191

Units Sold

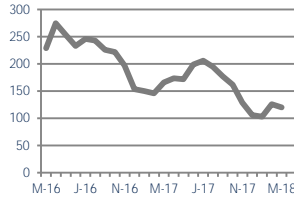
71



Down -29%
Vs. Year Ago

Active Inventory

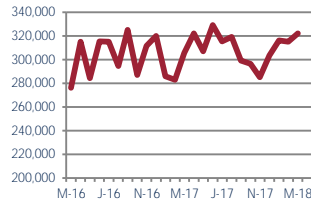
120



Down -28%
Vs. Year Ago

Median Sale Price

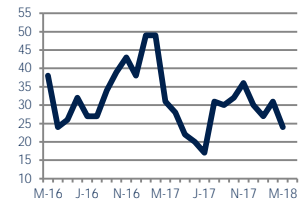
\$322,000



Up 5%
Vs. Year Ago

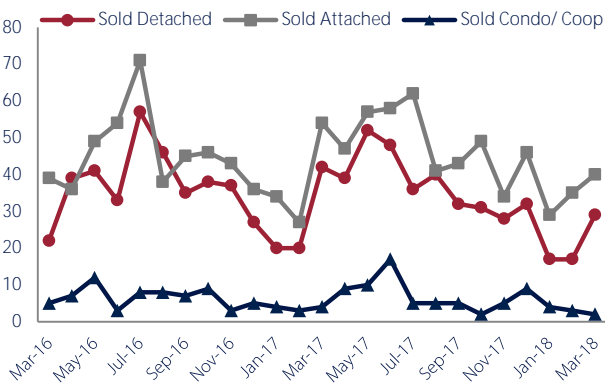
Days On Market

24



Down -23%
Vs. Year Ago

Units Sold*



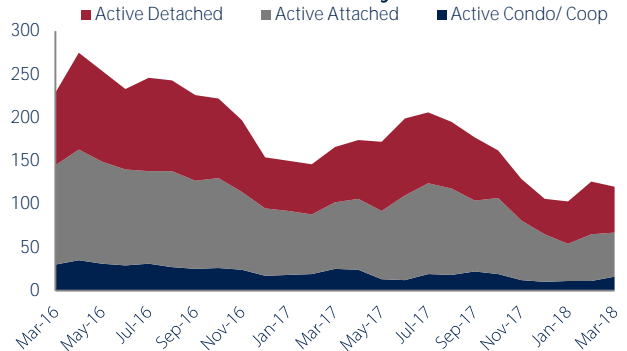
Units Sold

There was an increase in total units sold in March, with 71 sold this month in Featherstone, River Bend Estates, and Southern Woodbridge versus 55 last month, an increase of 29%. This month's total units sold was lower than at this time last year, a decrease of 29% versus March 2017.

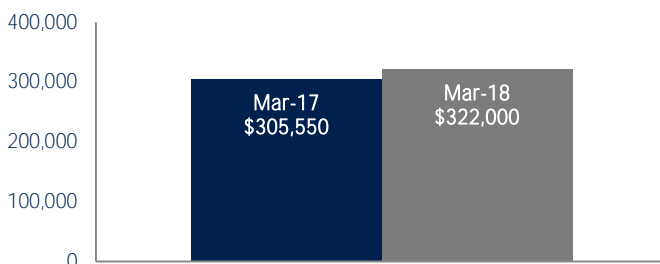
Active Inventory

Versus last year, the total number of homes available this month is lower by 46 units or 28%. The total number of active inventory this March was 120 compared to 166 in March 2017. This month's total of 120 is lower than the previous month's total supply of available inventory of 126, a decrease of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Featherstone, River Bend Estates, and Southern Woodbridge Homes was \$305,550. This March, the median sale price was \$322,000, an increase of 5% or \$16,450 compared to last year. The current median sold price is 2% higher 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.

Featherstone, River Bend Estates, and Southern Woodbridge are defined as properties listed in zip code/s 22191.

*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.



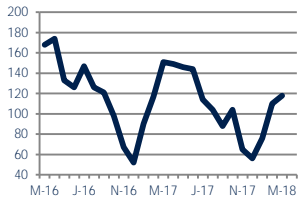
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 22191

New Listings

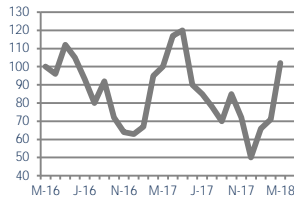
118



Down -22%
Vs. Year Ago

Current Contracts

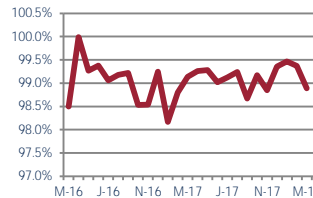
102



Up 2%
Vs. Year Ago

Sold Vs. List Price

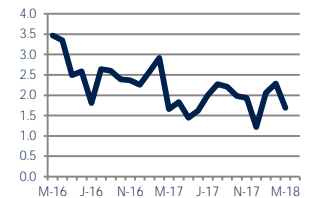
98.9%



No Change
Vs. Year Ago

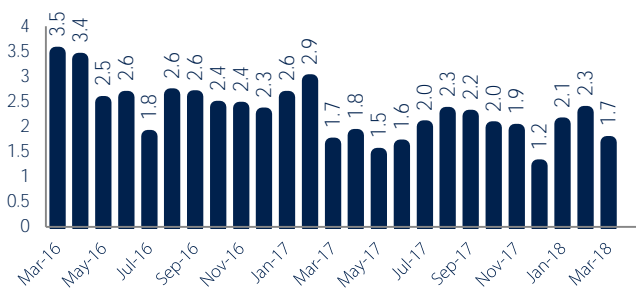
Months of Supply

1.7



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

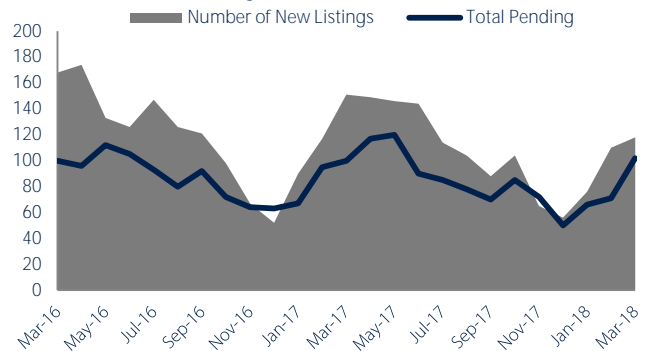
In March, there was 1.7 months of supply available in Featherstone, River Bend Estates, and Southern Woodbridge. The amount of supply is similar compared to a year ago.

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.

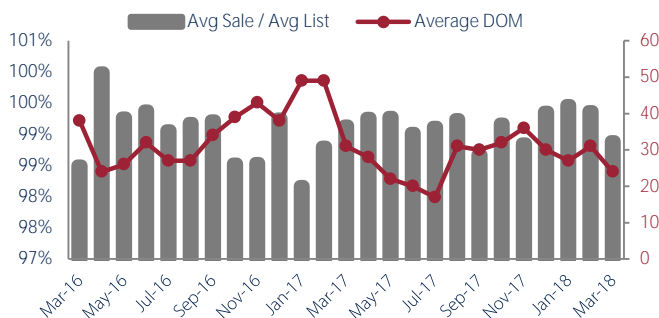
New Listings & Current Contracts

This month there were 118 homes newly listed for sale in Featherstone, River Bend Estates, and Southern Woodbridge compared to 151 in March 2017, a decrease of 22%. There were 102 current contracts pending sale this March compared to 100 a year ago. The number of current contracts is 2% 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 Featherstone, River Bend Estates, and Southern Woodbridge was 98.9% 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 24, lower than the average last year, which was 31, a decrease of 23%.



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