



The Long & Foster Market Minute™

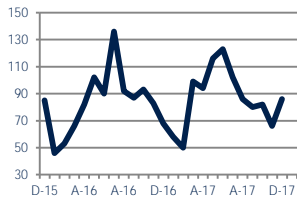
Focus On: Featherstone, River Bend Estates, and Southern Woodbridge Housing Market

December 2017

Zip Code(s): 22191

Units Sold

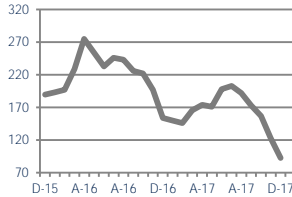
86



Up 26%
Vs. Year Ago

Active Inventory

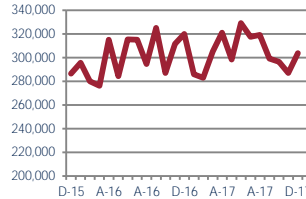
93



Down -40%
Vs. Year Ago

Median Sale Price

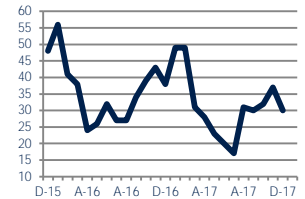
\$303,750



Down -5%
Vs. Year Ago

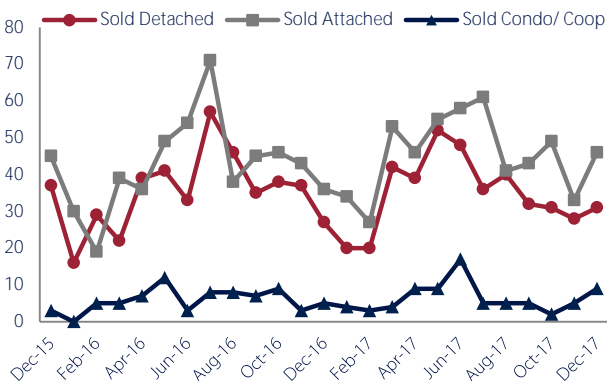
Days On Market

30



Down -21%
Vs. Year Ago

Units Sold*



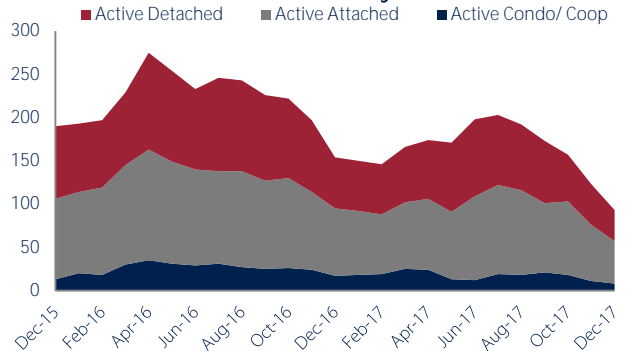
Units Sold

There was an increase in total units sold in December, with 86 sold this month in Featherstone, River Bend Estates, and Southern Woodbridge versus 66 last month, an increase of 30%. This month's total units sold was higher than at this time last year, an increase of 26% versus December 2016.

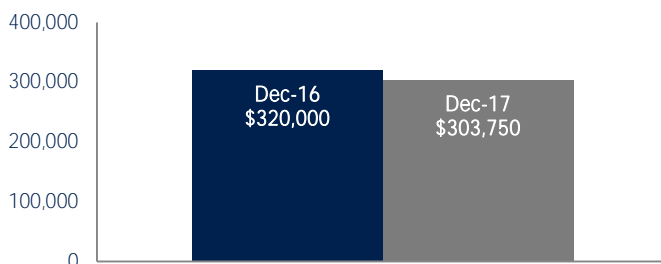
Active Inventory

Versus last year, the total number of homes available this month is lower by 61 units or 40%. The total number of active inventory this December was 93 compared to 154 in December 2016. This month's total of 93 is lower than the previous month's total supply of available inventory of 123, a decrease of 24%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for Featherstone, River Bend Estates, and Southern Woodbridge Homes was \$320,000. This December, the median sale price was \$303,750, a decrease of 5% or \$16,250 compared to last year. The current median sold price is 6% higher 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.

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.

Foster Real Estate, Inc.



CHRISTIE'S
INTERNATIONAL REAL ESTATE

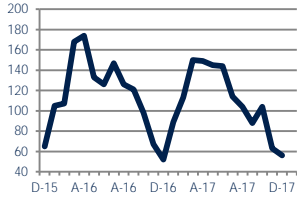




Zip Code(s): 22191

New Listings

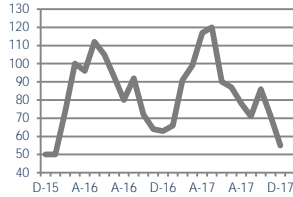
56



Up 8%
Vs. Year Ago

Current Contracts

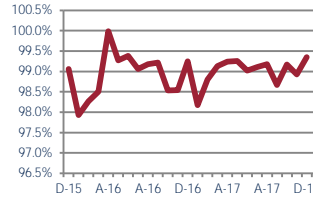
55



Down -13%
Vs. Year Ago

Sold Vs. List Price

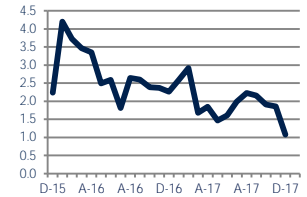
99.4%



No Change
Vs. Year Ago

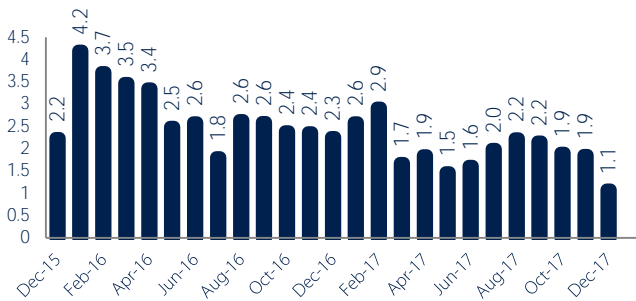
Months of Supply

1.1



Down -52%
Vs. Year Ago

Months Of Supply



Months of Supply

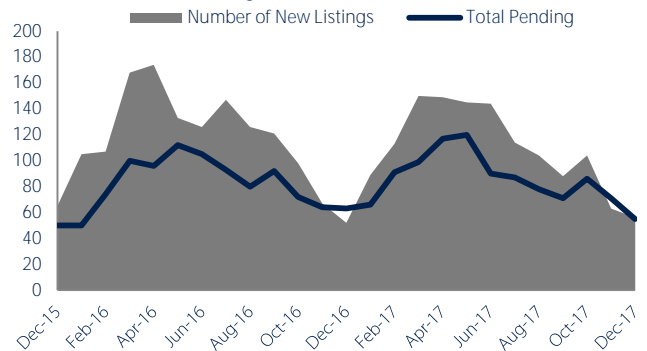
In December, there was 1.1 months of supply available in Featherstone, River Bend Estates, and Southern Woodbridge, compared to 2.3 in December 2016. That is a decrease of 52% versus a year ago.

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.

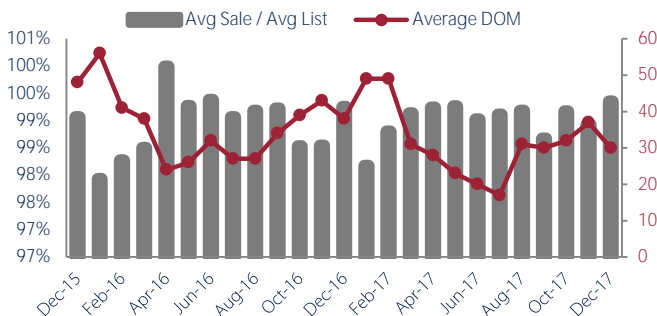
New Listings & Current Contracts

This month there were 56 homes newly listed for sale in Featherstone, River Bend Estates, and Southern Woodbridge compared to 52 in December 2016, an increase of 8%. There were 55 current contracts pending sale this December compared to 63 a year ago. The number of current contracts is 13% lower 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 Featherstone, River Bend Estates, and Southern Woodbridge was 99.4% 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 30, lower than the average last year, which was 38, a decrease of 21%.



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