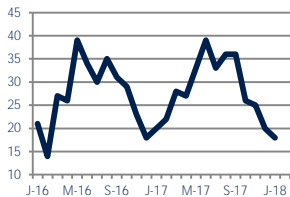


Units Sold

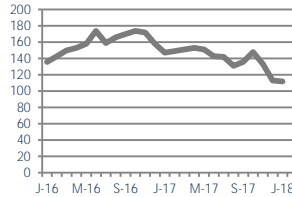
18



Down -10%
Vs. Year Ago

Active Inventory

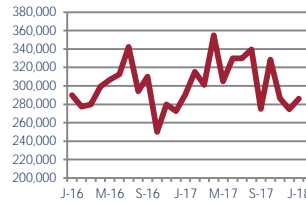
112



Down -24%
Vs. Year Ago

Median Sale Price

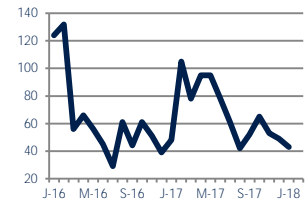
\$286,100



Down -2%
Vs. Year Ago

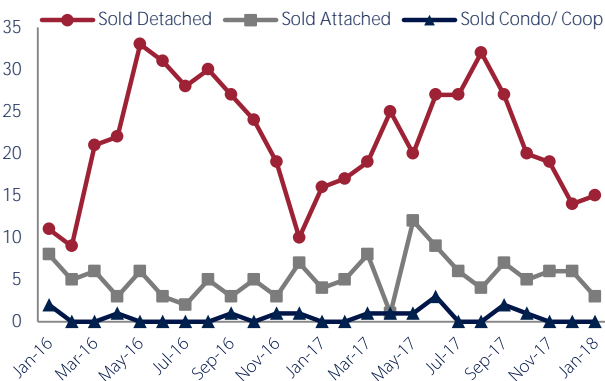
Days On Market

43



Down -10%
Vs. Year Ago

Units Sold*



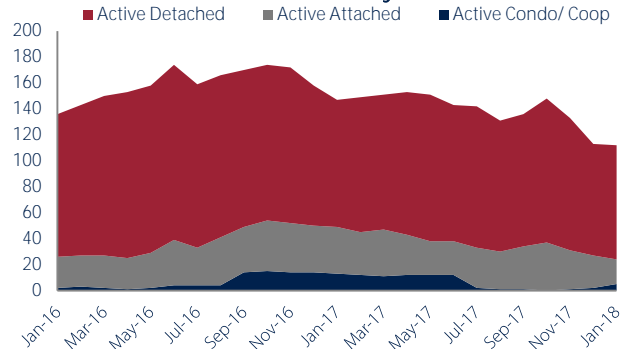
Units Sold

There was a decrease in total units sold in January, with 18 sold this month in Fredericksburg City versus 20 last month, a decrease of 10%. This month's total units sold was lower than at this time last year, a decrease of 10% versus January 2017.

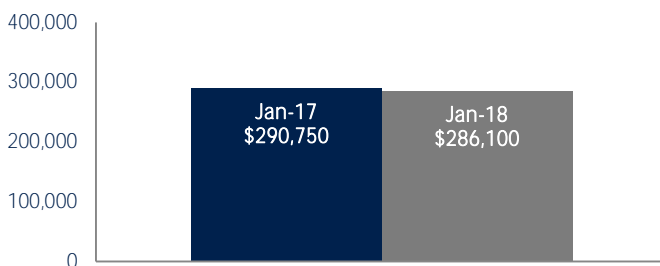
Active Inventory

Versus last year, the total number of homes available this month is lower by 35 units or 24%. The total number of active inventory this January was 112 compared to 147 in January 2017. This month's total of 112 is lower than the previous month's total supply of available inventory of 113, a decrease of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Fredericksburg City Homes was \$290,750. This January, the median sale price was \$286,100, a decrease of 2% or \$4,650 compared to last year. The current median sold price is 4% higher than in December.

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



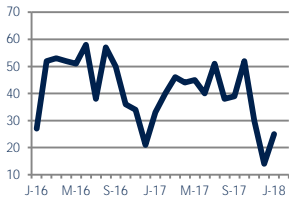
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and 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.





New Listings

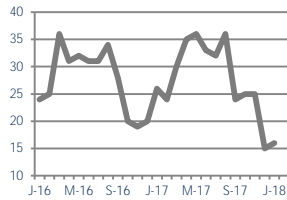
25



Down -24%
Vs. Year Ago

Current Contracts

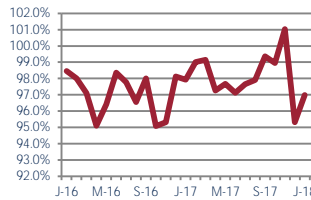
16



Down -38%
Vs. Year Ago

Sold Vs. List Price

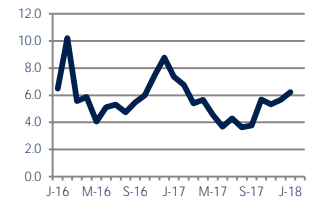
97.0%



Down -1%
Vs. Year Ago

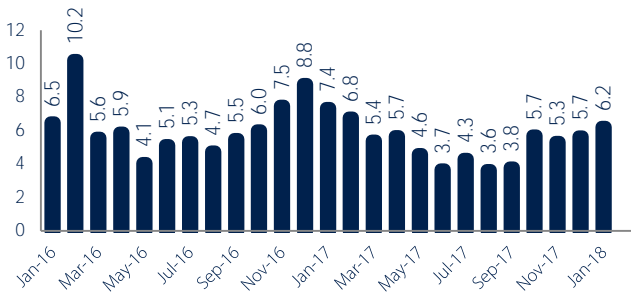
Months of Supply

6.2



Down -15%
Vs. Year Ago

Months Of Supply



Months of Supply

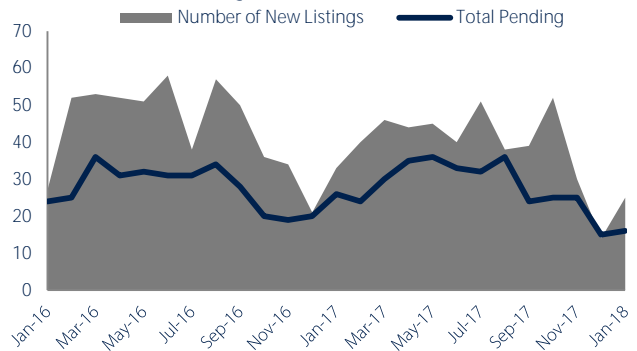
In January, there was 6.2 months of supply available in Fredericksburg City, compared to 7.4 in January 2017. That is a decrease of 15% versus a year ago.

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.

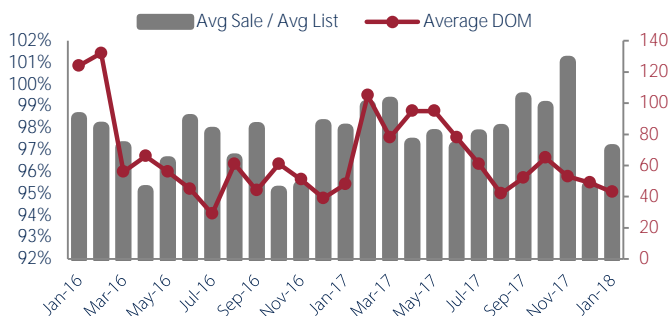
New Listings & Current Contracts

This month there were 25 homes newly listed for sale in Fredericksburg City compared to 33 in January 2017, a decrease of 24%. There were 16 current contracts pending sale this January compared to 26 a year ago. The number of current contracts is 38% lower than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Fredericksburg City was 97.0% of the average list price, which is 0.9% lower than at this time last year.

Days On Market

This month, the average number of days on market was 43, lower than the average last year, which was 48, a decrease of 10%.



*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.

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