



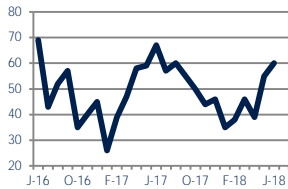
The Long & Foster Market Minute™

Focus On: Front Royal Housing Market

June 2018

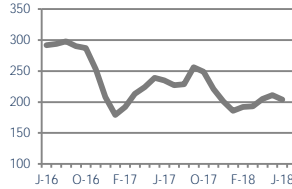
Zip Code(s): 22630

Units Sold
60



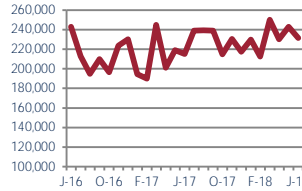
Down -10%
Vs. Year Ago

Active Inventory
204



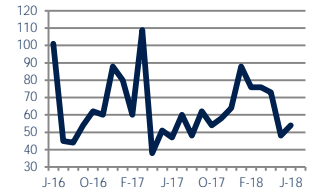
Down -13%
Vs. Year Ago

Median Sale Price
\$231,475



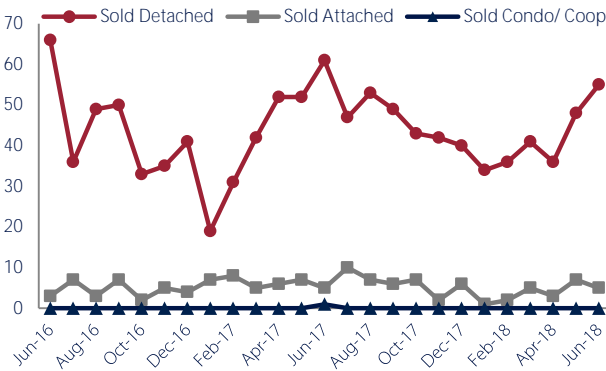
Up 8%
Vs. Year Ago

Days On Market
54



Up 15%
Vs. Year Ago

Units Sold*



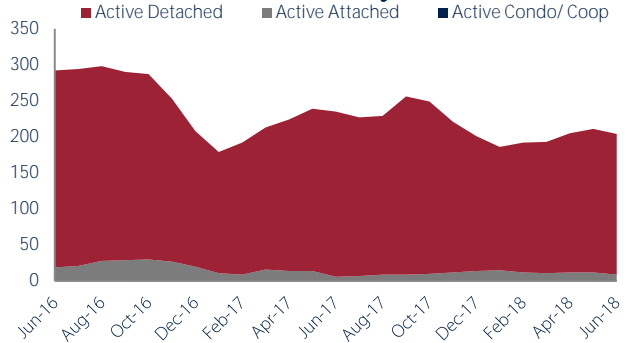
Units Sold

There was an increase in total units sold in June, with 60 sold this month in Front Royal versus 55 last month, an increase of 9%. This month's total units sold was lower than at this time last year, a decrease of 10% versus June 2017.

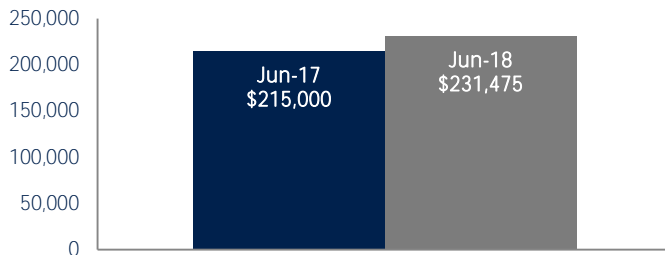
Active Inventory

Versus last year, the total number of homes available this month is lower by 31 units or 13%. The total number of active inventory this June was 204 compared to 235 in June 2017. This month's total of 204 is lower than the previous month's total supply of available inventory of 211, a decrease of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Front Royal Homes was \$215,000. This June, the median sale price was \$231,475, an increase of 8% or \$16,475 compared to last year. The current median sold price is 5% lower than in May.

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

Front Royal are defined as properties listed in zip code/s 22630.

*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.

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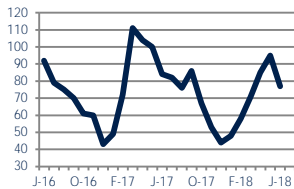
Focus On: Front Royal Housing Market

June 2018

Zip Code(s): 22630

New Listings

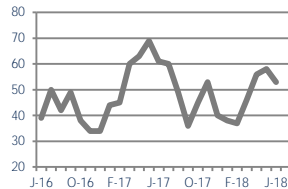
77



Down -8%
Vs. Year Ago

Current Contracts

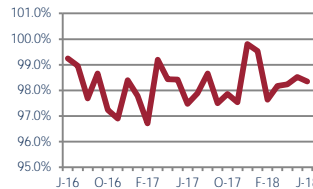
53



Down -13%
Vs. Year Ago

Sold Vs. List Price

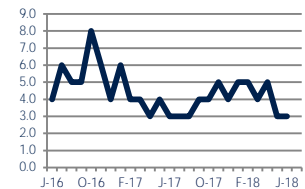
98.4%



Up 0.9%
Vs. Year Ago

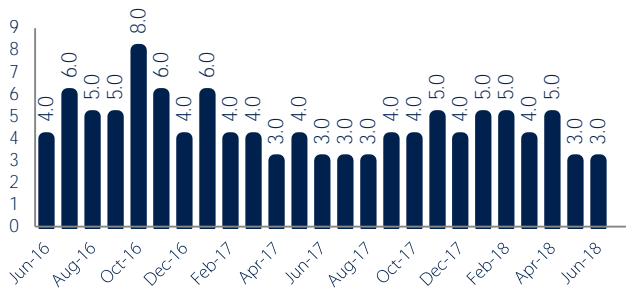
Months of Supply

3.0



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

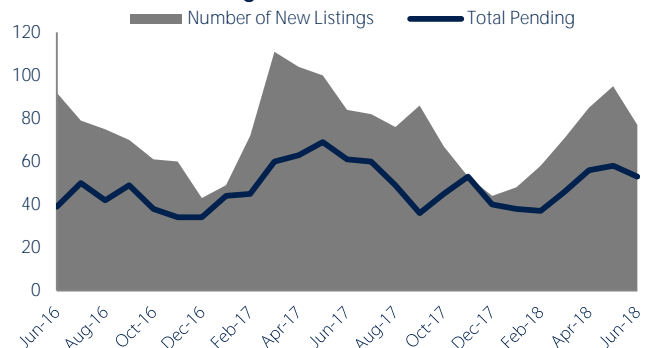
In June, there was 3.4 months of supply available in Front Royal, compared to 3.5 in June 2017. That is a decrease of 3% versus a year ago.

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.

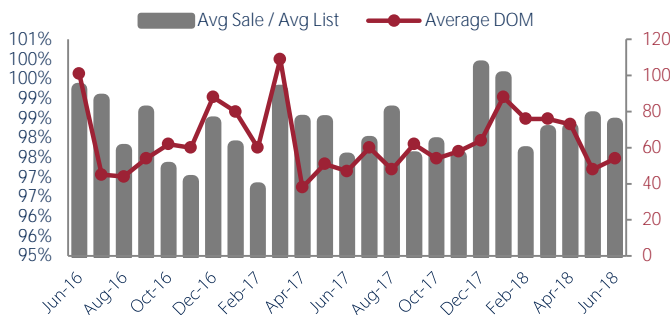
New Listings & Current Contracts

This month there were 77 homes newly listed for sale in Front Royal compared to 84 in June 2017, a decrease of 8%. There were 53 current contracts pending sale this June compared to 61 a year ago. The number of current contracts is 13% lower than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Front Royal was 98.4% of the average list price, which is 0.9% higher than at this time last year.

Days On Market

This month, the average number of days on market was 54, higher than the average last year, which was 47, an increase of 15%.



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