



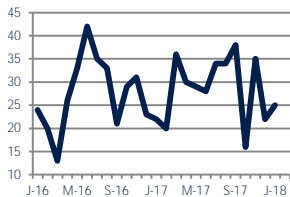
The Long & Foster Market Minute™

Focus On: King George County Housing Market

January 2018

Units Sold

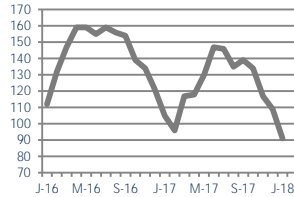
25



Up 14%
Vs. Year Ago

Active Inventory

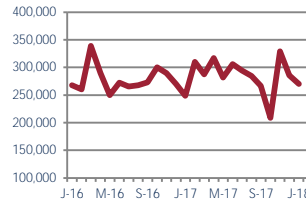
91



Down -13%
Vs. Year Ago

Median Sale Price

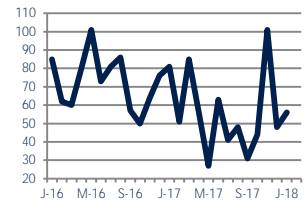
\$270,000



Up 9%
Vs. Year Ago

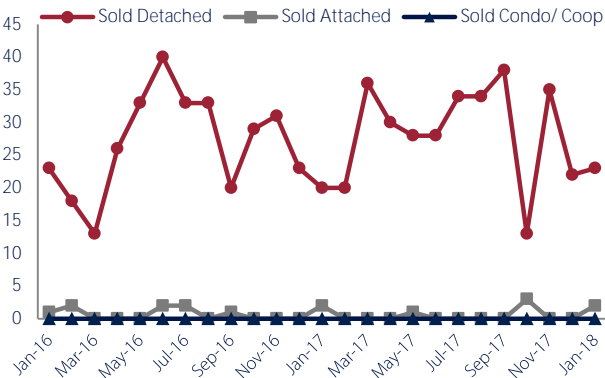
Days On Market

56



Down -31%
Vs. Year Ago

Units Sold*



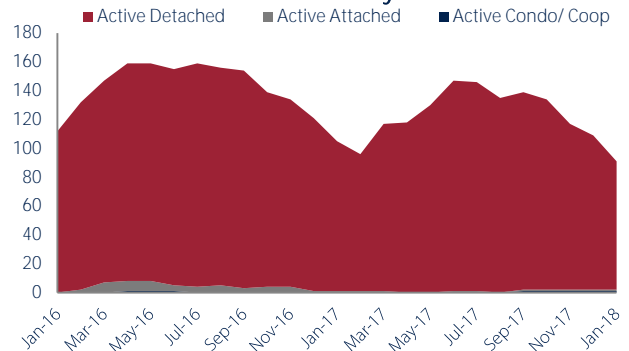
Units Sold

There was an increase in total units sold in January, with 25 sold this month in King George County versus 22 last month, an increase of 14%. This month's total units sold was higher than at this time last year, an increase of 14% versus January 2017.

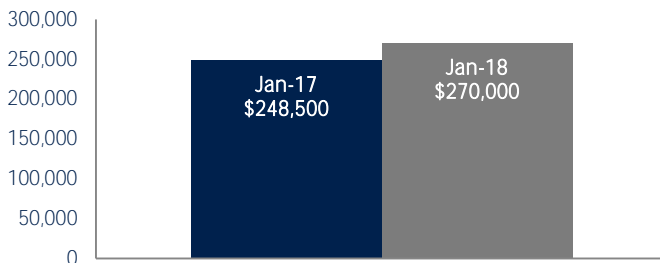
Active Inventory

Versus last year, the total number of homes available this month is lower by 14 units or 13%. The total number of active inventory this January was 91 compared to 105 in January 2017. This month's total of 91 is lower than the previous month's total supply of available inventory of 109, a decrease of 17%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for King George County Homes was \$248,500. This January, the median sale price was \$270,000, an increase of 9% or \$21,500 compared to last year. The current median sold price is 6% lower 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.



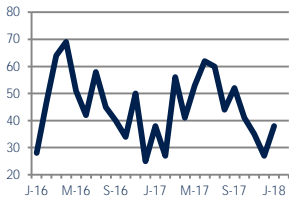
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

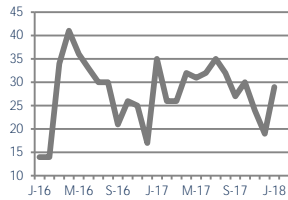
38



No Change
Vs. Year Ago

Current Contracts

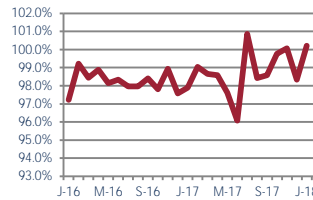
29



Down -17%
Vs. Year Ago

Sold Vs. List Price

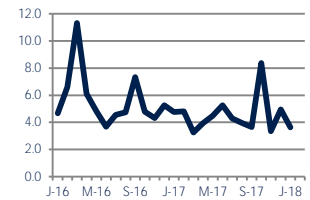
100.2%



Up 2.4%
Vs. Year Ago

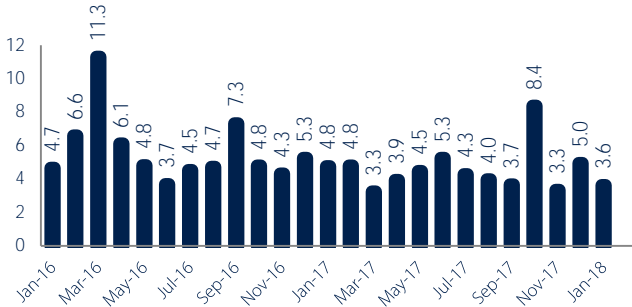
Months of Supply

3.6



Down -24%
Vs. Year Ago

Months Of Supply



Months of Supply

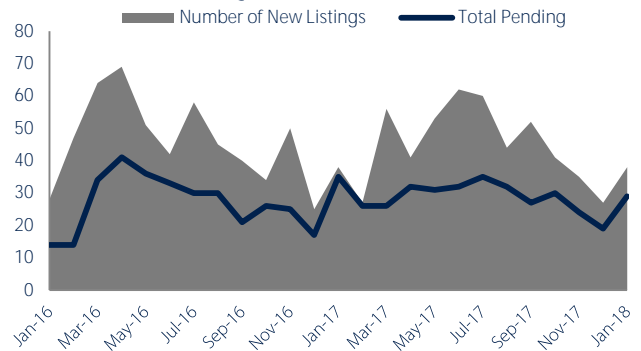
In January, there was 3.6 months of supply available in King George County, compared to 4.8 in January 2017. That is a decrease of 24% versus a year ago.

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.

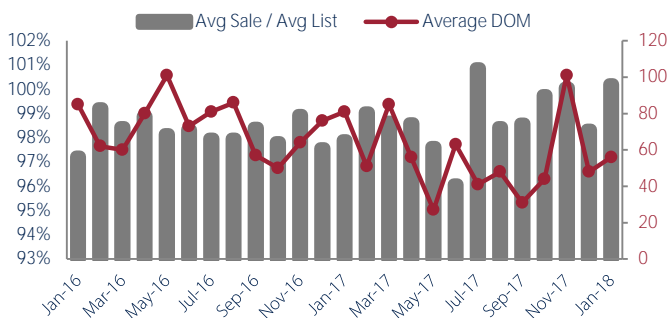
New Listings & Current Contracts

This month there were 38 homes newly listed for sale in King George County, which is similar to the amount in January 2017. There were 29 current contracts pending sale this January compared to 35 a year ago. The number of current contracts is 17% 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 King George County was 100.2% of the average list price, which is 2.3% higher than at this time last year.

Days On Market

This month, the average number of days on market was 56, lower than the average last year, which was 81, a decrease of 31%.



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