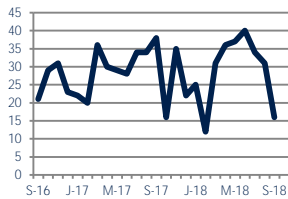




Units Sold

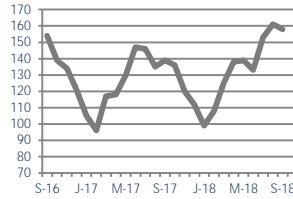
16



Down
Vs. Year Ago

Active Inventory

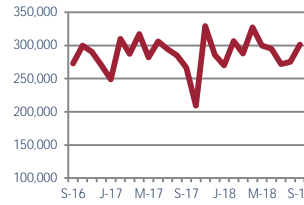
158



Up 14%
Vs. Year Ago

Median Sale Price

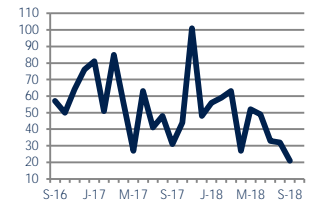
\$301,500



Up 13%
Vs. Year Ago

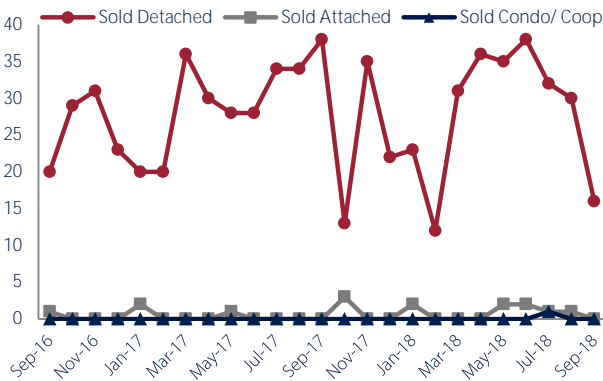
Days On Market

21



Down -32%
Vs. Year Ago

Units Sold*



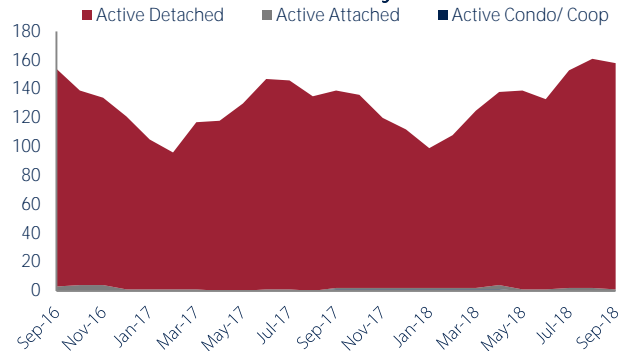
Units Sold

With relatively few transactions, there was a decrease in total units sold in September, with 16 sold this month in King George County. This month's total units sold was lower than at this time last year, a decrease from September 2017.

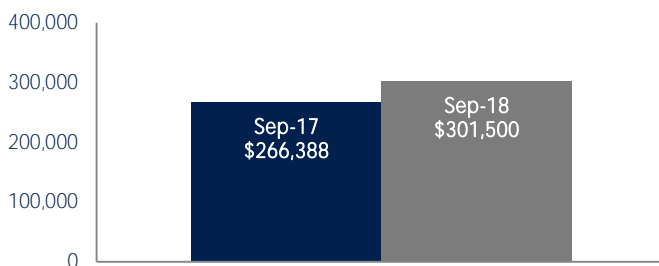
Active Inventory

Versus last year, the total number of homes available this month is higher by 19 units or 14%. The total number of active inventory this September was 158 compared to 139 in September 2017. This month's total of 158 is lower than the previous month's total supply of available inventory of 161, a decrease of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for King George County Homes was \$266,388. This September, the median sale price was \$301,500, an increase of 13% or \$35,112 compared to last year. The current median sold price is 10% higher than in August.

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

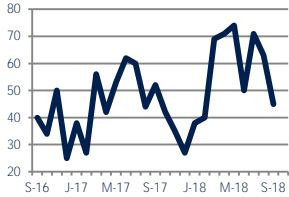


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

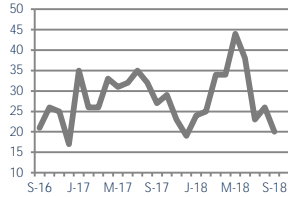
45



Down -13%
Vs. Year Ago

Current Contracts

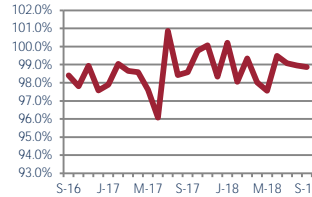
20



Down -26%
Vs. Year Ago

Sold Vs. List Price

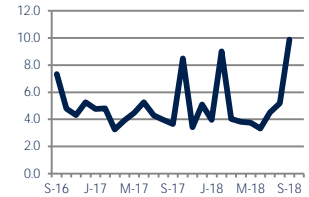
98.9%



No Change
Vs. Year Ago

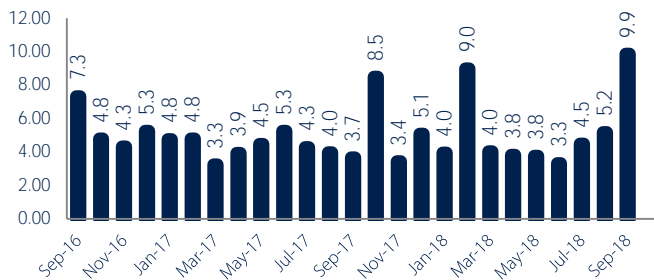
Months of Supply

9.9



Up 170%
Vs. Year Ago

Months Of Supply



Months of Supply

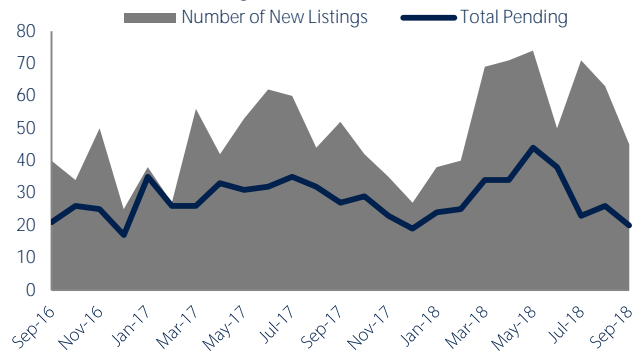
In September, there was 9.9 months of supply available in King George County, compared to 3.7 in September 2017. That is an increase of 170% versus a year ago.

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.

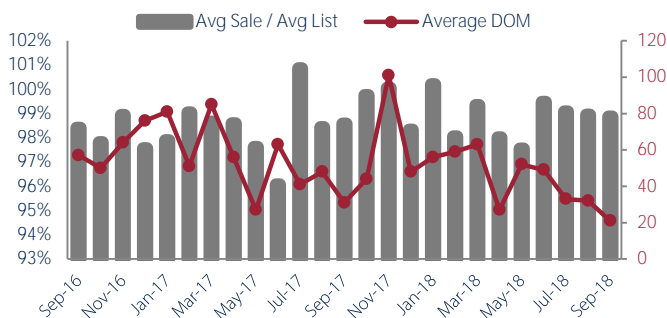
New Listings & Current Contracts

This month there were 45 homes newly listed for sale in King George County compared to 52 in September 2017, a decrease of 13%. There were 20 current contracts pending sale this September compared to 27 a year ago. The number of current contracts is 26% lower than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in King George County 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 21, lower than the average last year, which was 31, a decrease of 32%.



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