



The Long & Foster Market Minute™

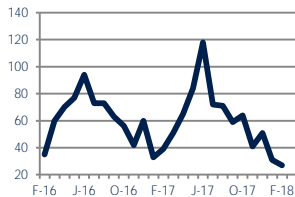
Focus On: Nokesville and Bristow Housing Market

February 2018

Zip Code(s): 20136 and 20181

Units Sold

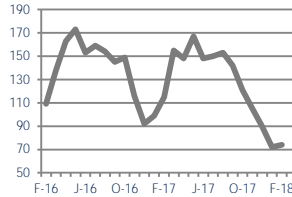
27



Down -31%
Vs. Year Ago

Active Inventory

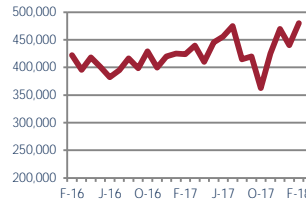
74



Down -36%
Vs. Year Ago

Median Sale Price

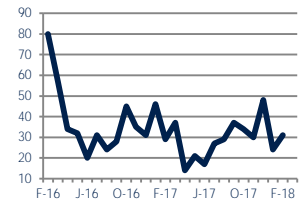
\$480,000



Up 13%
Vs. Year Ago

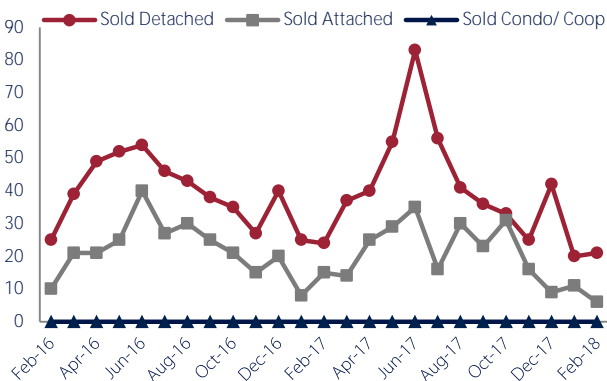
Days On Market

31



Up 7%
Vs. Year Ago

Units Sold*



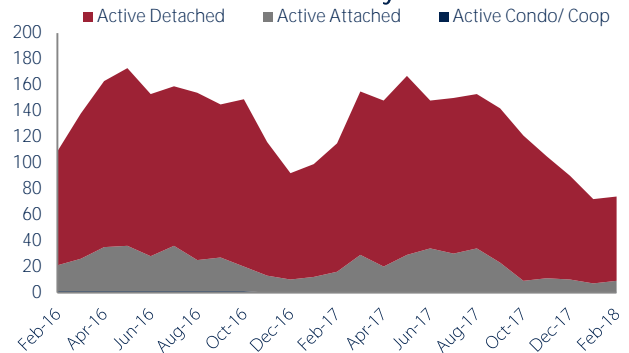
Units Sold

There was a decrease in total units sold in February, with 27 sold this month in Nokesville and Bristow versus 31 last month, a decrease of 13%. This month's total units sold was lower than at this time last year, a decrease of 31% versus February 2017.

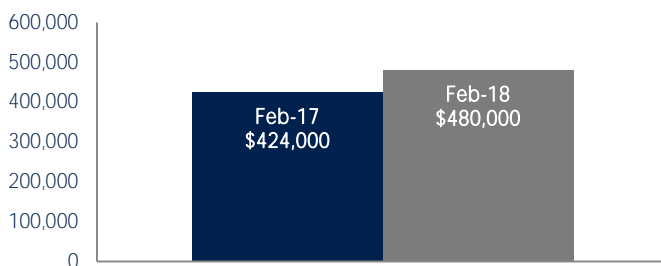
Active Inventory

Versus last year, the total number of homes available this month is lower by 41 units or 36%. The total number of active inventory this February was 74 compared to 115 in February 2017. This month's total of 74 is higher than the previous month's total supply of available inventory of 72, an increase of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last February, the median sale price for Nokesville and Bristow Homes was \$424,000. This February, the median sale price was \$480,000, an increase of 13% or \$56,000 compared to last year. The current median sold price is 9% higher than in January.

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

Nokesville and Bristow are defined as properties listed in zip code/s 20136 and 20181.

*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.



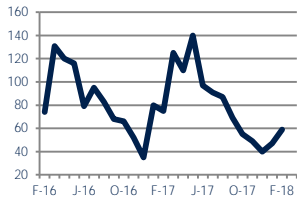
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 20136 and 20181

New Listings

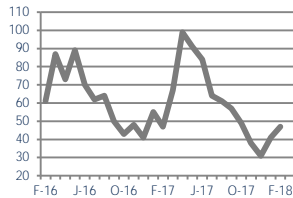
59



Down -21%
Vs. Year Ago

Current Contracts

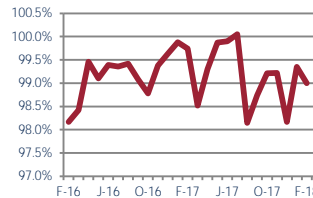
47



No Change
Vs. Year Ago

Sold Vs. List Price

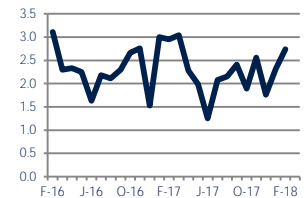
99.0%



Down -0.7%
Vs. Year Ago

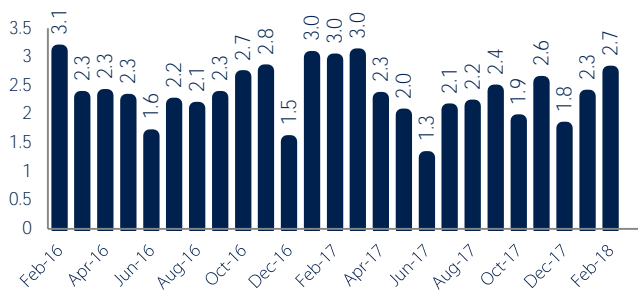
Months of Supply

2.7



Down -7%
Vs. Year Ago

Months Of Supply



Months of Supply

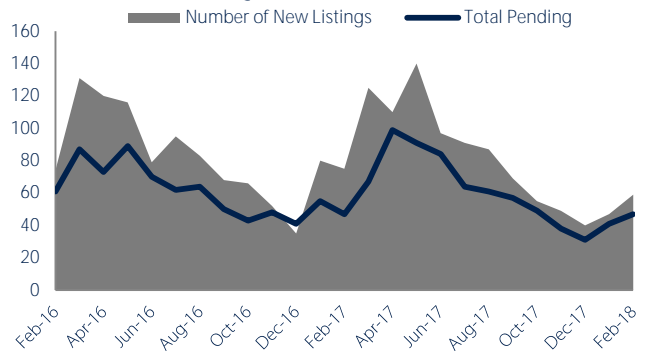
In February, there was 2.7 months of supply available in Nokesville and Bristow, compared to 2.9 in February 2017. That is a decrease of 7% versus a year ago.

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.

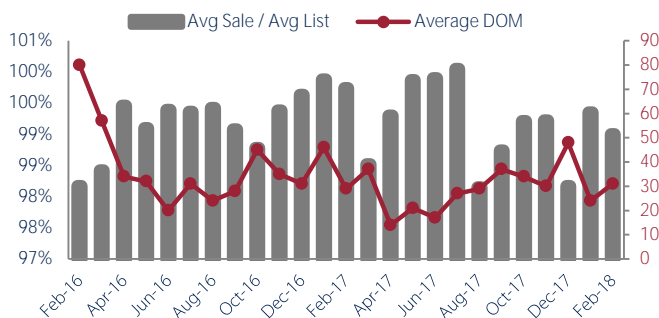
New Listings & Current Contracts

This month there were 59 homes newly listed for sale in Nokesville and Bristow compared to 75 in February 2017, a decrease of 21%. There were 47 current contracts pending sale this February, consistent with the volume a year ago. The number of current contracts is 15% higher than last month.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In February, the average sale price in Nokesville and Bristow was 99.0% of the average list price, which is 0.7% lower than at this time last year.

Days On Market

This month, the average number of days on market was 31, higher than the average last year, which was 29, an increase of 7%.



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