



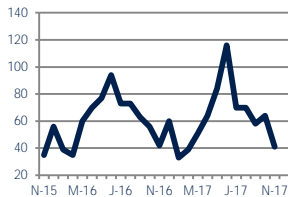
Focus On: Nokesville and Bristow Housing Market

November 2017

Zip Code(s): 20136 and 20181

Units Sold

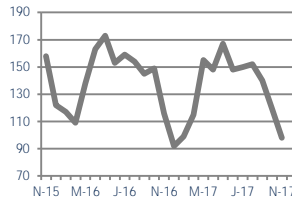
41



Down -2%
Vs. Year Ago

Active Inventory

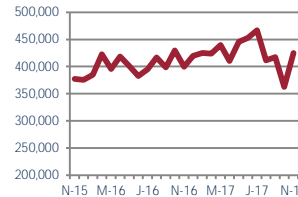
98



Down -16%
Vs. Year Ago

Median Sale Price

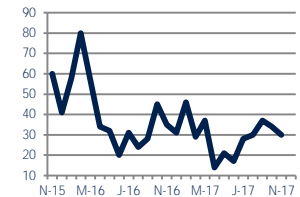
\$424,900



Up 6%
Vs. Year Ago

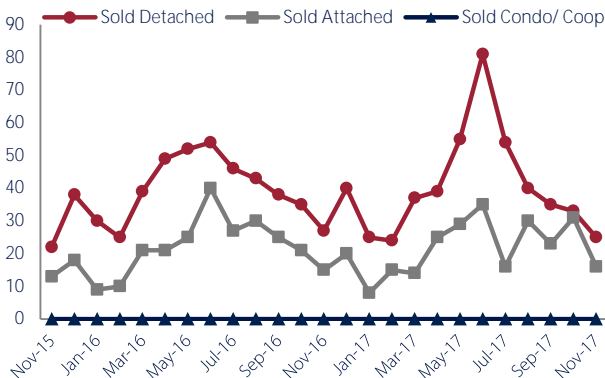
Days On Market

30



Down -14%
Vs. Year Ago

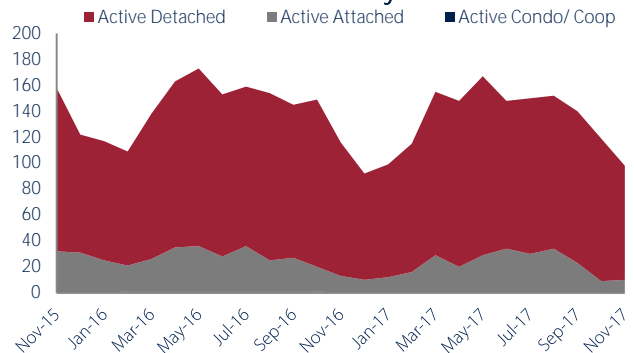
Units Sold*



Units Sold

There was a decrease in total units sold in November, with 41 sold this month in Nokesville and Bristow. This month's total units sold was lower than at this time last year.

Active Inventory*



Active Inventory

Versus last year, the total number of homes available this month is lower by 18 units or 16%. The total number of active inventory this November was 98 compared to 116 in November 2016. This month's total of 98 is lower than the previous month's total supply of available inventory of 119, a decrease of 18%.

Median Sale Price



Median Sale Price

Last November, the median sale price for Nokesville and Bristow Homes was \$399,500. This November, the median sale price was \$424,900, an increase of 6% or \$25,400 compared to last year. The current median sold price is 17% higher than in October.

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

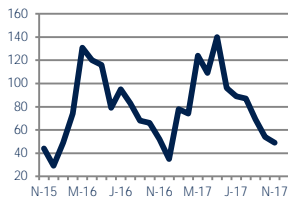
Focus On: Nokesville and Bristow Housing Market

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New Listings

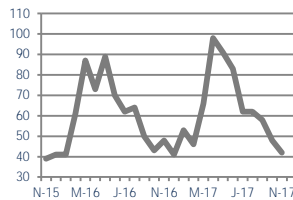
49



Down -6%
Vs. Year Ago

Current Contracts

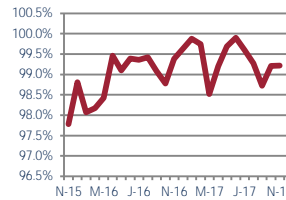
42



Down -13%
Vs. Year Ago

Sold Vs. List Price

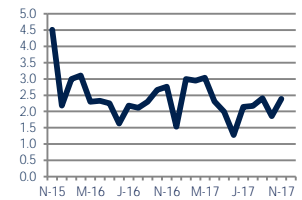
99.2%



No Change
Vs. Year Ago

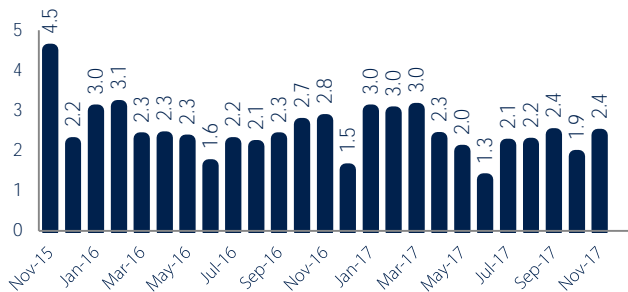
Months of Supply

2.4



Down -13%
Vs. Year Ago

Months Of Supply



Months of Supply

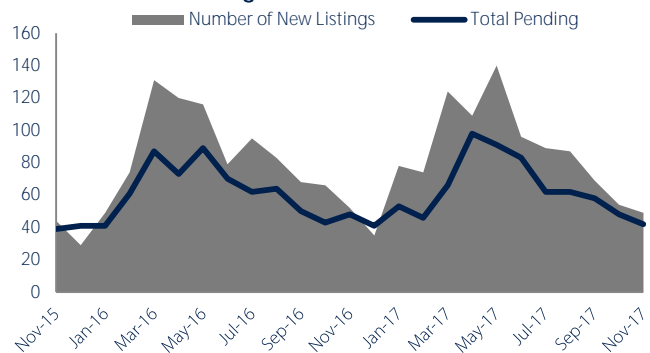
In November, there was 2.4 months of supply available in Nokesville and Bristow, compared to 2.8 in November 2016. That is a decrease of 13% versus a year ago.

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.

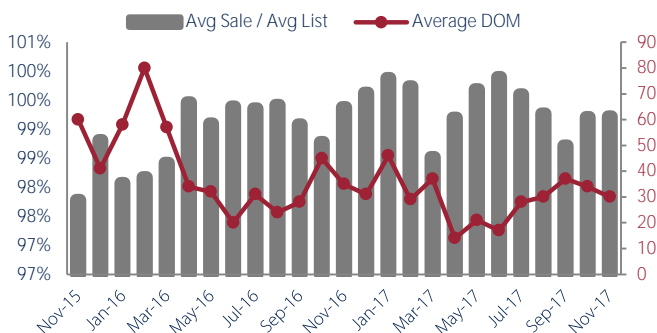
New Listings & Current Contracts

This month there were 49 homes newly listed for sale in Nokesville and Bristow compared to 52 in November 2016, a decrease of 6%. There were 42 current contracts pending sale this November compared to 48 a year ago. The number of current contracts is 13% lower than last November.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In November, the average sale price in Nokesville and Bristow was 99.2% 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 30, lower than the average last year, which was 35, a decrease of 14%.