



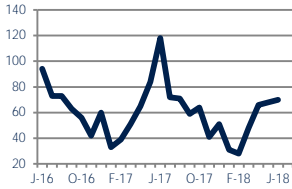
The Long & Foster Market Minute™

Focus On: Nokesville and Bristow Housing Market

June 2018

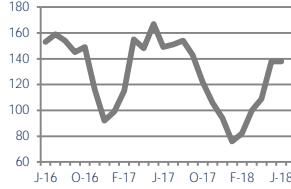
Zip Code(s): 20136 and 20181

Units Sold
70



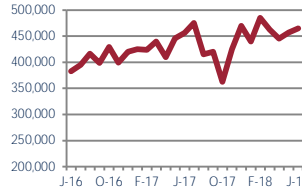
Down
Vs. Year Ago

Active Inventory
138



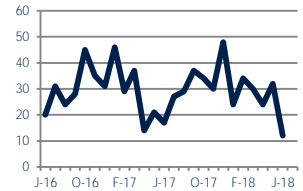
Down -7%
Vs. Year Ago

Median Sale Price
\$464,900



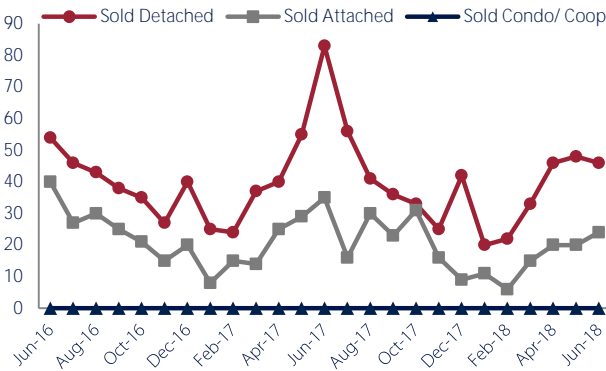
Up 2%
Vs. Year Ago

Days On Market
12



Down -29%
Vs. Year Ago

Units Sold*



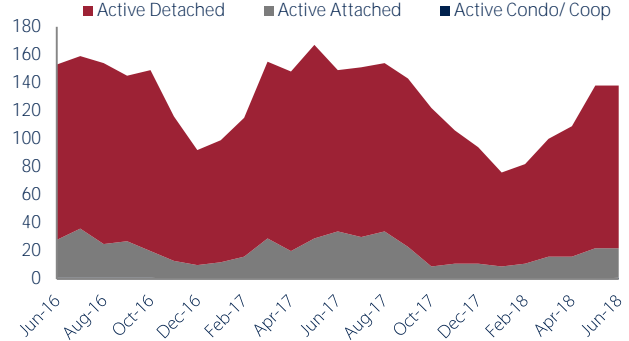
Units Sold

There was an increase in total units sold in June, with 70 sold this month in Nokesville and Bristow. This month's total units sold was lower than at this time last year.

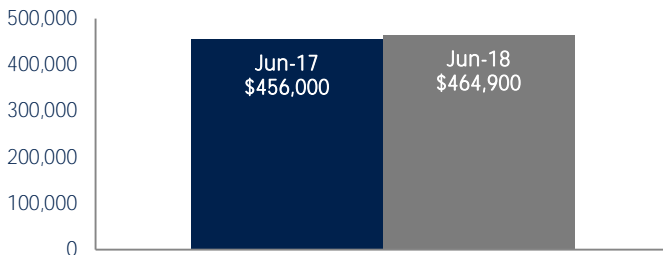
Active Inventory

Versus last year, the total number of homes available this month is lower by 11 units or 7%. The total number of active inventory this June was 138 compared to 149 in June 2017. This month's supply remained stable as compared to last month.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Nokesville and Bristow Homes was \$456,000. This June, the median sale price was \$464,900, an increase of 2% or \$8,900 compared to last year. The current median sold price is 2% higher 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.

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

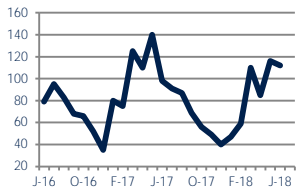




Zip Code(s): 20136 and 20181

New Listings

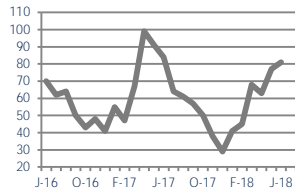
112



Up 14%
Vs. Year Ago

Current Contracts

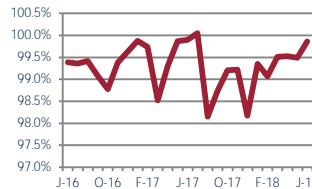
81



Down -4%
Vs. Year Ago

Sold Vs. List Price

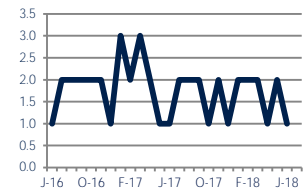
99.9%



No Change
Vs. Year Ago

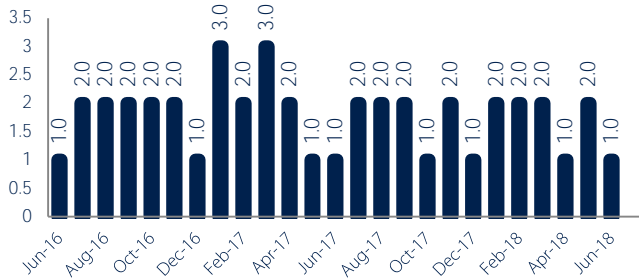
Months of Supply

1.0



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

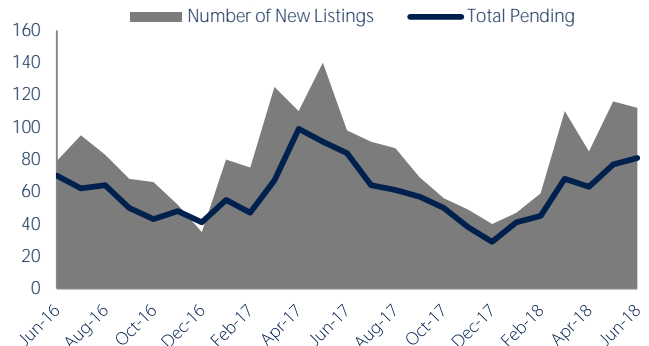
In June, there was 2.0 months of supply available in Nokesville and Bristow, compared to 1.3 in June 2017. That is an increase of 56% versus a year ago.

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.

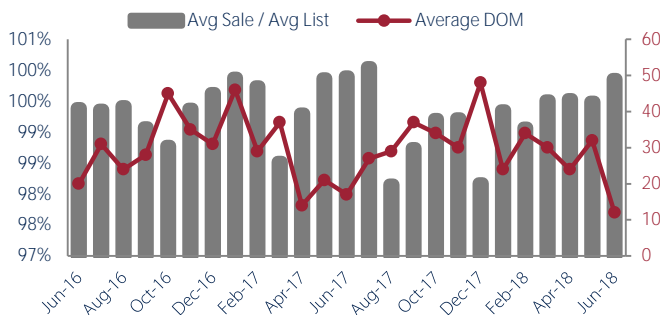
New Listings & Current Contracts

This month there were 112 homes newly listed for sale in Nokesville and Bristow compared to 98 in June 2017, an increase of 14%. There were 81 current contracts pending sale this June compared to 84 a year ago. The number of current contracts is 4% 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 Nokesville and Bristow was 99.9% 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 12, lower than the average last year, which was 17, a decrease of 29%.



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