



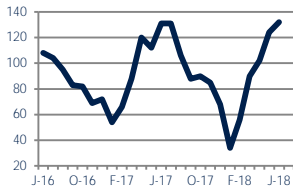
The Long & Foster Market Minute™

Focus On: Occoquan, Lake Ridge, and Northern Woodbridge Housing Market

June 2018

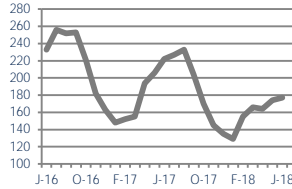
Zip Code(s): 22192, 22125 and 22195

Units Sold
132



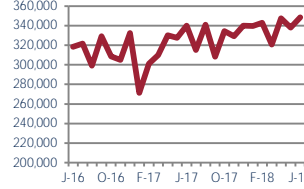
Up 1%
Vs. Year Ago

Active Inventory
177



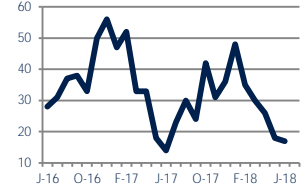
Down -20%
Vs. Year Ago

Median Sale Price
\$348,475



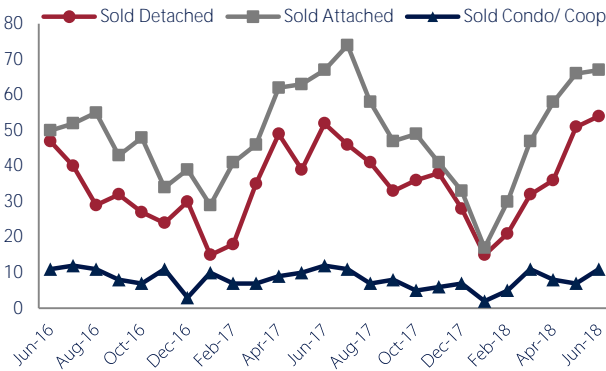
Up 3%
Vs. Year Ago

Days On Market
17



Up 21%
Vs. Year Ago

Units Sold*



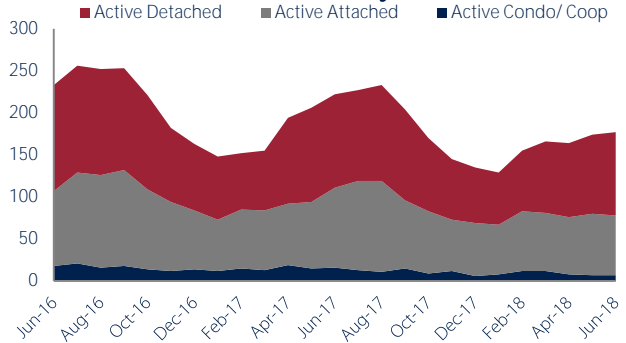
Units Sold

There was an increase in total units sold in June, with 132 sold this month in Occoquan, Lake Ridge, and Northern Woodbridge versus 124 last month, an increase of 6%. This month's total units sold was higher than at this time last year, an increase of 1% versus June 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 45 units or 20%. The total number of active inventory this June was 177 compared to 222 in June 2017. This month's total of 177 is higher than the previous month's total supply of available inventory of 174, an increase of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Occoquan, Lake Ridge, and Northern Woodbridge Homes was \$339,900. This June, the median sale price was \$348,475, an increase of 3% or \$8,575 compared to last year. The current median sold price is 3% 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.

Occoquan, Lake Ridge, and Northern Woodbridge are defined as properties listed in zip code/s 22192, 22125 and 22195.

*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

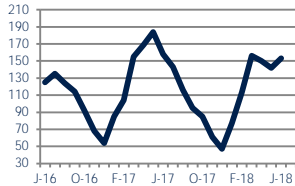




Zip Code(s): 22192, 22125 and 22195

New Listings

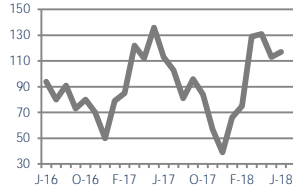
153



Down -3%
Vs. Year Ago

Current Contracts

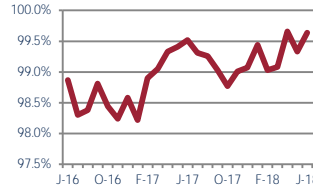
117



Up 4%
Vs. Year Ago

Sold Vs. List Price

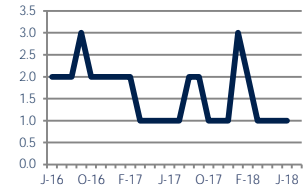
99.6%



No Change
Vs. Year Ago

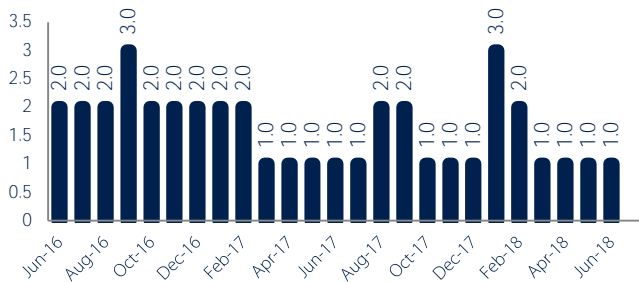
Months of Supply

1.0



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

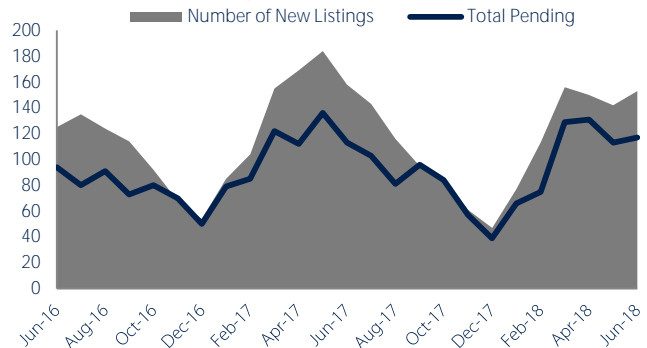
In June, there was 1.3 months of supply available in Occoquan, Lake Ridge, and Northern Woodbridge, compared to 1.7 in June 2017. That is a decrease of 21% versus a year ago.

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.

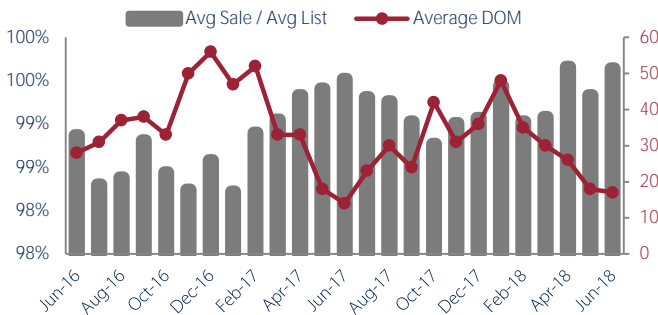
New Listings & Current Contracts

This month there were 153 homes newly listed for sale in Occoquan, Lake Ridge, and Northern Woodbridge compared to 158 in June 2017, a decrease of 3%. There were 117 current contracts pending sale this June compared to 113 a year ago. The number of current contracts is 4% higher 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 Occoquan, Lake Ridge, and Northern Woodbridge was 99.6% 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 17, higher than the average last year, which was 14, an increase of 21%.



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