

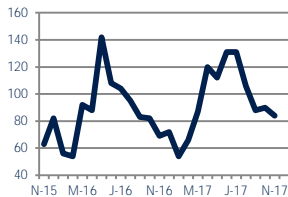
Focus On: Occoquan, Lake Ridge, and Northern Woodbridge Housing Market

November 2017

Zip Code(s): 22192, 22125 and 22195

Units Sold

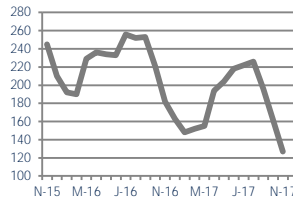
84



Up 22%
Vs. Year Ago

Active Inventory

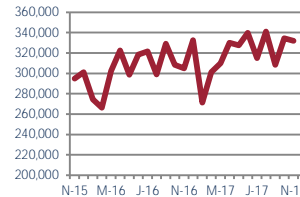
127



Down -30%
Vs. Year Ago

Median Sale Price

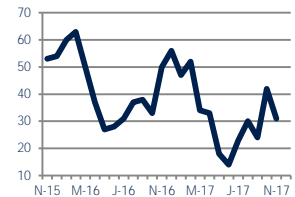
\$332,000



Up 9%
Vs. Year Ago

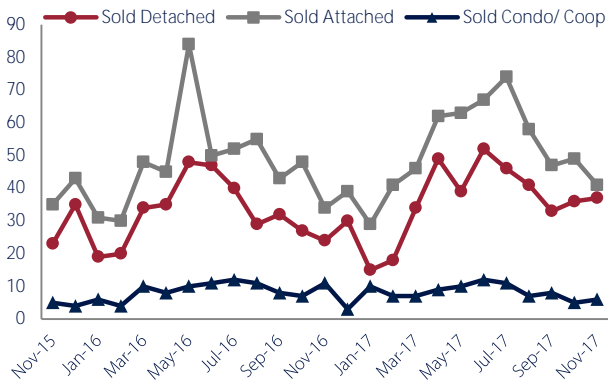
Days On Market

31



Down -38%
Vs. Year Ago

Units Sold*



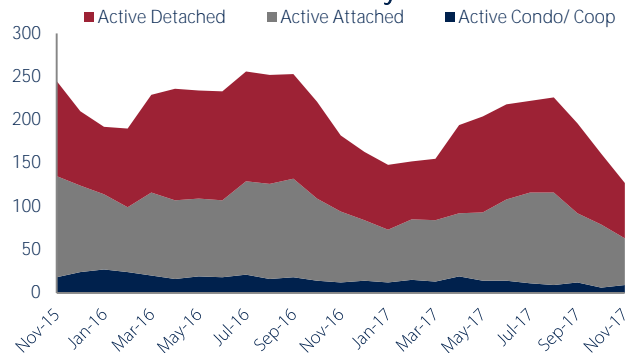
Units Sold

There was a decrease in total units sold in November, with 84 sold this month in Occoquan, Lake Ridge, and Northern Woodbridge versus 90 last month, a decrease of 7%. This month's total units sold was higher than at this time last year, an increase of 22% versus November 2016.

Active Inventory

Versus last year, the total number of homes available this month is lower by 55 units or 30%. The total number of active inventory this November was 127 compared to 182 in November 2016. This month's total of 127 is lower than the previous month's total supply of available inventory of 161, a decrease of 21%.

Active Inventory*



Median Sale Price



Median Sale Price

Last November, the median sale price for Occoquan, Lake Ridge, and Northern Woodbridge Homes was \$305,000. This November, the median sale price was \$332,000, an increase of 9% or \$27,000 compared to last year. The current median sold price is 1% lower 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.

LONG & FOSTER
REAL ESTATE

CHRISTIE'S
INTERNATIONAL REAL ESTATE

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.





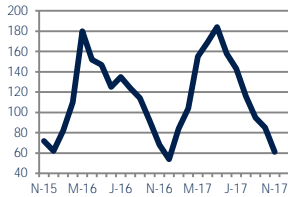
Focus On: Occoquan, Lake Ridge, and Northern Woodbridge Housing Market

November 2017

Zip Code(s): 22192, 22125 and 22195

New Listings

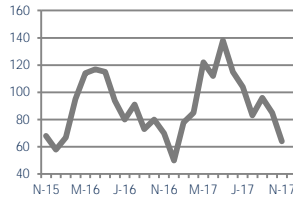
61



Down -10%
Vs. Year Ago

Current Contracts

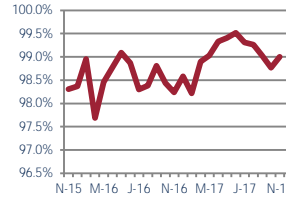
64



Down -9%
Vs. Year Ago

Sold Vs. List Price

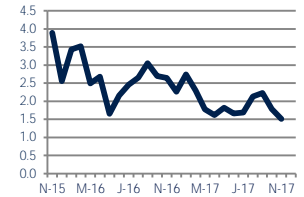
99.0%



Up 0.8%
Vs. Year Ago

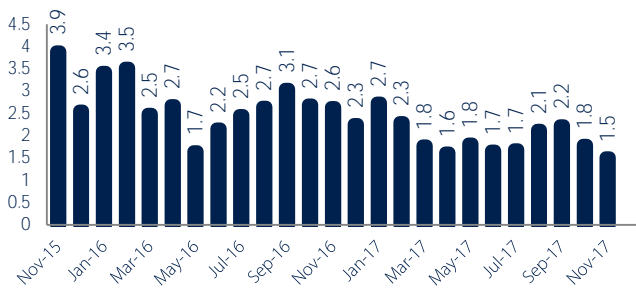
Months of Supply

1.5



Down -43%
Vs. Year Ago

Months Of Supply



Months of Supply

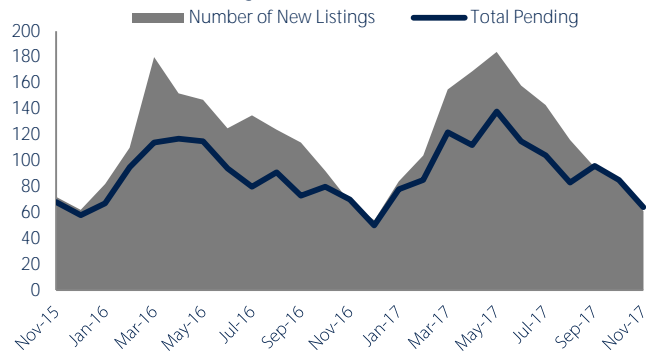
In November, there was 1.5 months of supply available in Occoquan, Lake Ridge, and Northern Woodbridge, compared to 2.6 in November 2016. That is a decrease of 43% versus a year ago.

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.

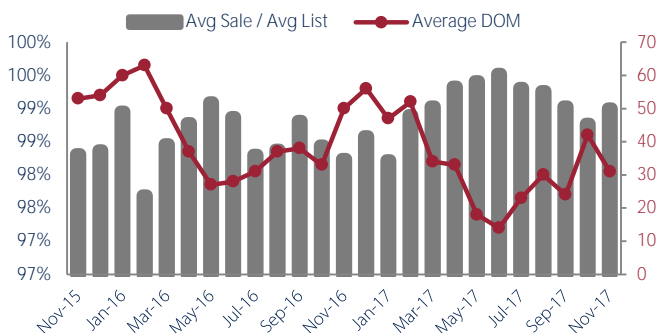
New Listings & Current Contracts

This month there were 61 homes newly listed for sale in Occoquan, Lake Ridge, and Northern Woodbridge compared to 68 in November 2016, a decrease of 10%. There were 64 current contracts pending sale this November compared to 70 a year ago. The number of current contracts is 9% 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 Occoquan, Lake Ridge, and Northern Woodbridge was 99.0% of the average list price, which is 0.8% higher than at this time last year.

Days On Market

This month, the average number of days on market was 31, lower than the average last year, which was 50, a decrease of 38%.