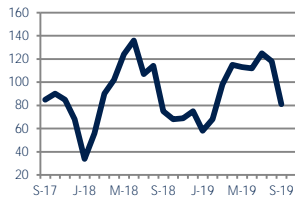


Zip Code(s): 22192, 22125 and 22195

Units Sold

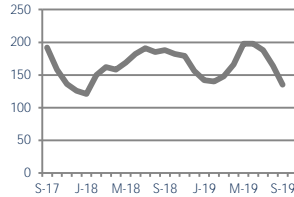
81



Up 8%
Vs. Year Ago

Active Inventory

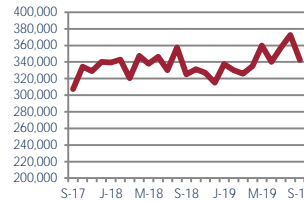
135



Down -28%
Vs. Year Ago

Median Sale Price

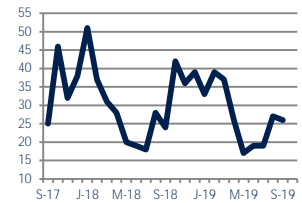
\$342,450



Up 5%
Vs. Year Ago

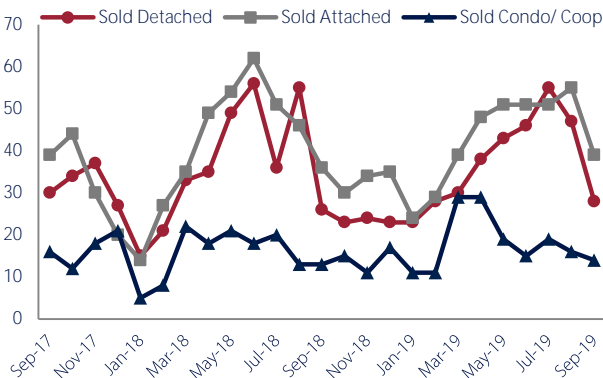
Days On Market

26



Up 8%
Vs. Year Ago

Units Sold*



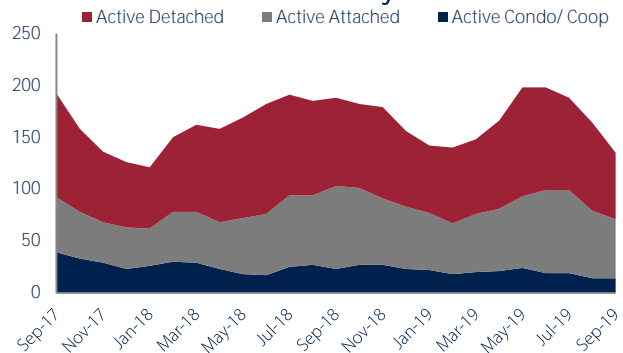
Units Sold

There was a decrease in total units sold in September, with 81 sold this month in Occoquan, Lake Ridge, and Northern Woodbridge versus 118 last month, a decrease of 31%. This month's total units sold was higher than at this time last year, an increase of 8% versus September 2018.

Active Inventory

Versus last year, the total number of homes available this month is lower by 53 units or 28%. The total number of active inventory this September was 135 compared to 188 in September 2018. This month's total of 135 is lower than the previous month's total supply of available inventory of 164, a decrease of 18%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Occoquan, Lake Ridge, and Northern Woodbridge Homes was \$325,000. This September, the median sale price was \$342,450, an increase of 5% or \$17,450 compared to last year. The current median sold price is 8% lower than in August.

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 BRIGHTMLS 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 BRIGHTMLS or Long & Foster Real Estate, Inc.



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The Long & Foster Market Minute™

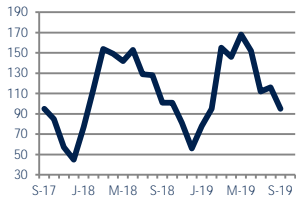
Focus On: Occoquan, Lake Ridge, and Northern Woodbridge Housing Market

September 2019

Zip Code(s): 22192, 22125 and 22195

New Listings

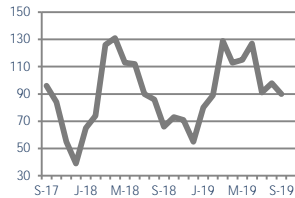
95



Down -6%
Vs. Year Ago

Current Contracts

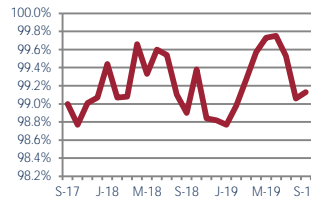
90



Up 36%
Vs. Year Ago

Sold Vs. List Price

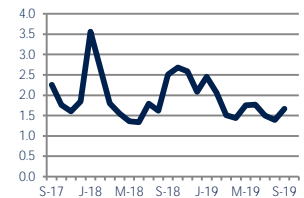
99.1%



No Change
Vs. Year Ago

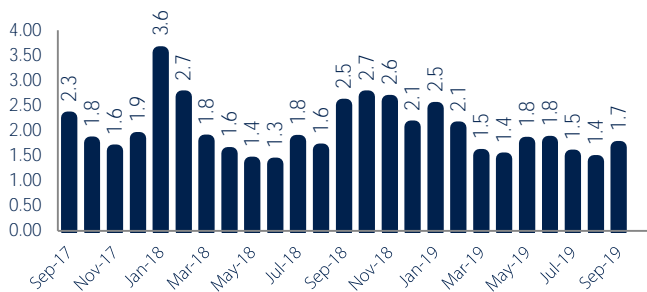
Months of Supply

1.7



Down -33%
Vs. Year Ago

Months Of Supply



Months of Supply

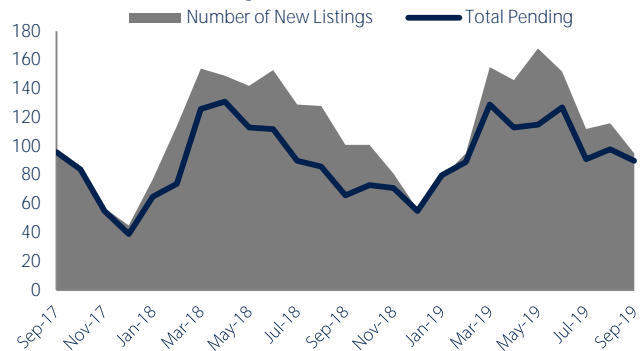
In September, there was 1.7 months of supply available in Occoquan, Lake Ridge, and Northern Woodbridge, compared to 2.5 in September 2018. That is a decrease of 34% versus a year ago.

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.

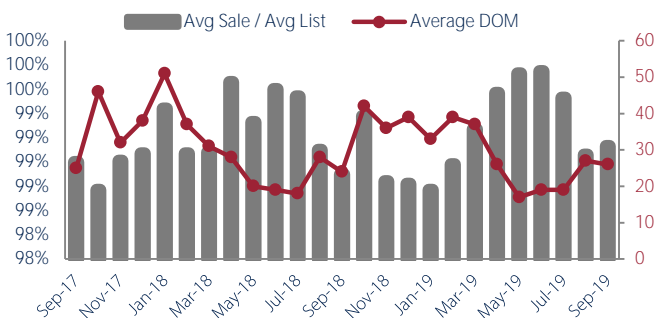
New Listings & Current Contracts

This month there were 95 homes newly listed for sale in Occoquan, Lake Ridge, and Northern Woodbridge compared to 101 in September 2018, a decrease of 6%. There were 90 current contracts pending sale this September compared to 66 a year ago. The number of current contracts is 36% higher than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Occoquan, Lake Ridge, and Northern Woodbridge was 99.1% 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 26, higher than the average last year, which was 24, an increase of 8%.



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