

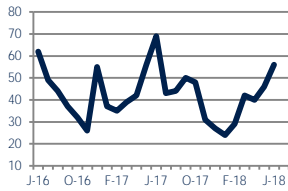
The Long & Foster Market Minute™

Focus On: Rosehill Farms and Franconia Housing Market

June 2018

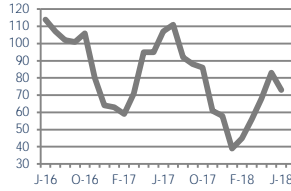
Zip Code(s): 22310

Units Sold
56



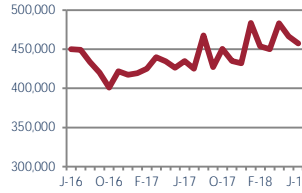
Down -19%
Vs. Year Ago

Active Inventory
73



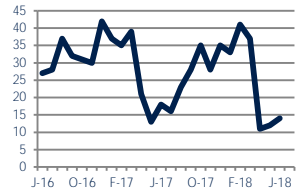
Down -32%
Vs. Year Ago

Median Sale Price
\$457,475



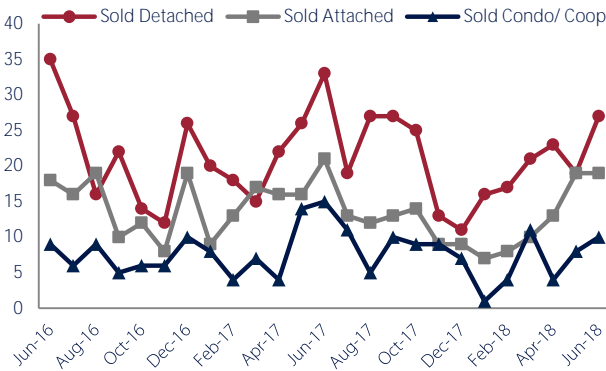
Up 5%
Vs. Year Ago

Days On Market
14



Down -22%
Vs. Year Ago

Units Sold*



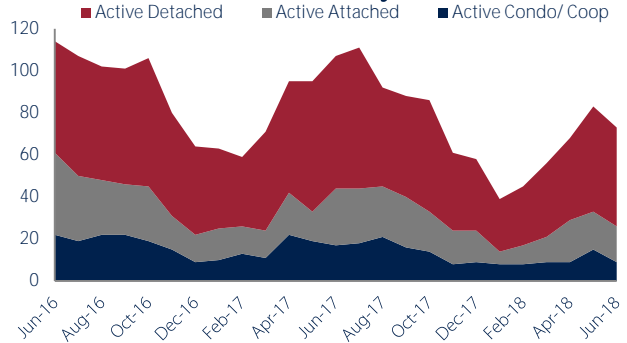
Units Sold

There was an increase in total units sold in June, with 56 sold this month in Rosehill Farms and Franconia versus 46 last month, an increase of 22%. This month's total units sold was lower than at this time last year, a decrease of 19% versus June 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 34 units or 32%. The total number of active inventory this June was 73 compared to 107 in June 2017. This month's total of 73 is lower than the previous month's total supply of available inventory of 83, a decrease of 12%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Rosehill Farms and Franconia Homes was \$435,000. This June, the median sale price was \$457,475, an increase of 5% or \$22,475 compared to last year. The current median sold price is 2% lower 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.

Rosehill Farms and Franconia are defined as properties listed in zip code/s 22310.

*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

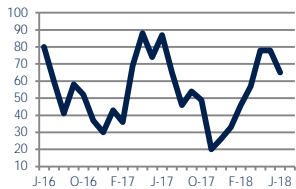




Zip Code(s): 22310

New Listings

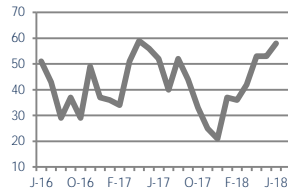
65



Down -25%
Vs. Year Ago

Current Contracts

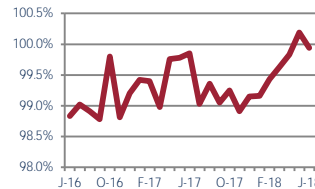
58



Up 12%
Vs. Year Ago

Sold Vs. List Price

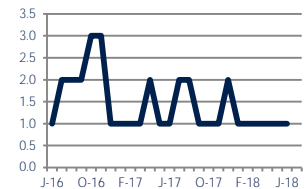
99.9%



No Change
Vs. Year Ago

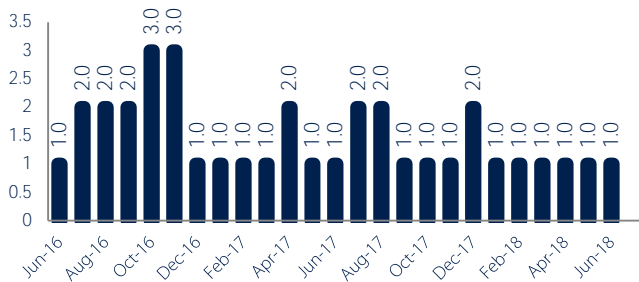
Months of Supply

1.0



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

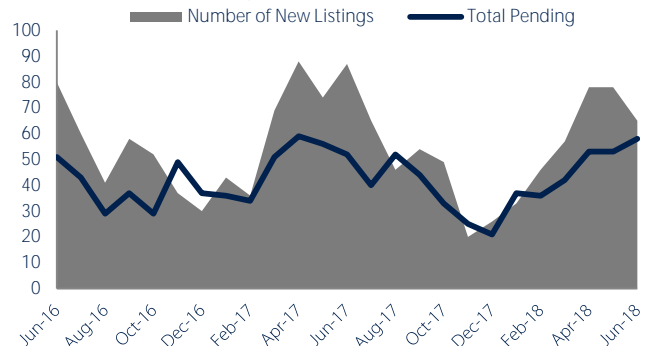
In June, there was 1.3 months of supply available in Rosehill Farms and Franconia, compared to 1.6 in June 2017. That is a decrease of 16% versus a year ago.

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.

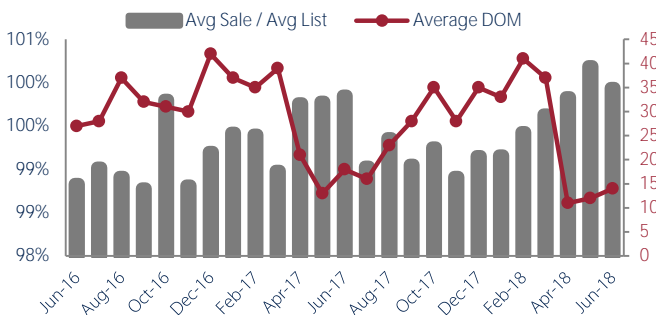
New Listings & Current Contracts

This month there were 65 homes newly listed for sale in Rosehill Farms and Franconia compared to 87 in June 2017, a decrease of 25%. There were 58 current contracts pending sale this June compared to 52 a year ago. The number of current contracts is 12% 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 Rosehill Farms and Franconia 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 14, lower than the average last year, which was 18, a decrease of 22%.



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