



# The Long & Foster Market Minute™

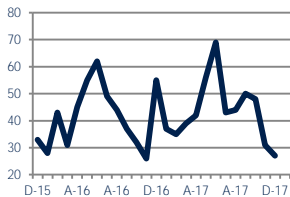
Focus On: Rosehill Farms and Franconia Housing Market

December 2017

Zip Code(s): 22310

## Units Sold

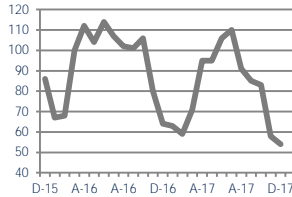
27



Down  
Vs. Year Ago

## Active Inventory

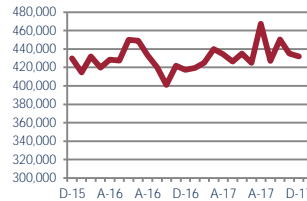
54



Down -16%  
Vs. Year Ago

## Median Sale Price

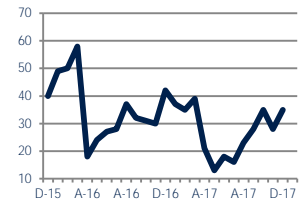
\$432,000



Up 3%  
Vs. Year Ago

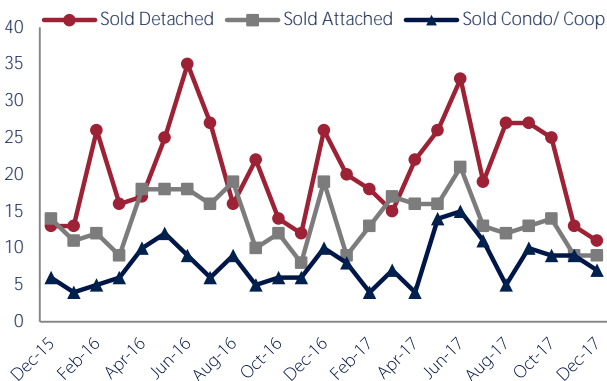
## Days On Market

35



Down -17%  
Vs. Year Ago

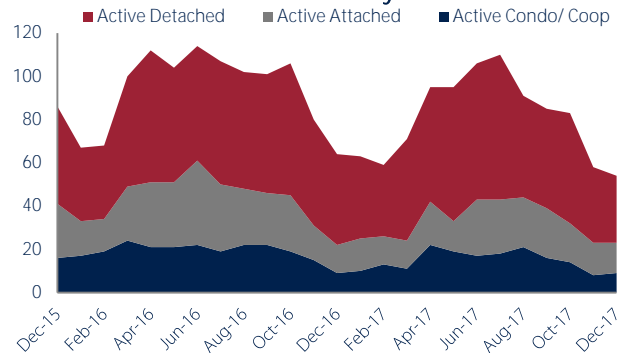
## Units Sold\*



## Units Sold

With relatively few transactions, there was a decrease in total units sold in December, with 27 sold this month in Rosehill Farms and Franconia. This month's total units sold was lower than at this time last year, a decrease from December 2016.

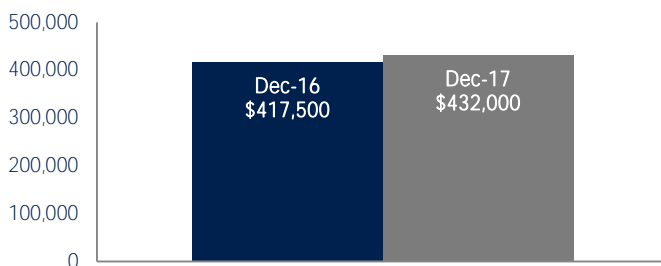
## Active Inventory\*



## Active Inventory

Versus last year, the total number of homes available this month is lower by 10 units or 16%. The total number of active inventory this December was 54 compared to 64 in December 2016. This month's total of 54 is lower than the previous month's total supply of available inventory of 58, a decrease of 7%.

## Median Sale Price



## Median Sale Price

Last December, the median sale price for Rosehill Farms and Franconia Homes was \$417,500. This December, the median sale price was \$432,000, an increase of 3% or \$14,500 compared to last year. The current median sold price is 1% lower than in November.

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.

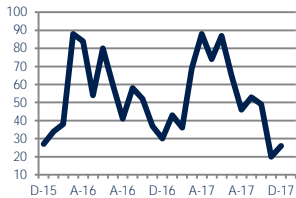
Information included in this report is based on data supplied by MRIS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of MRIS or Long & Foster Real Estate, Inc.



Zip Code(s): 22310

**New Listings**

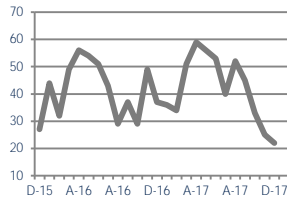
26



**Down -13%**  
Vs. Year Ago

**Current Contracts**

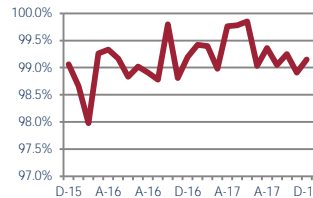
22



**Down -41%**  
Vs. Year Ago

**Sold Vs. List Price**

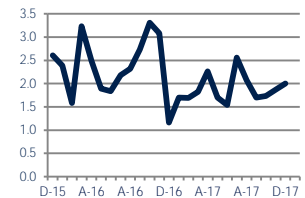
99.2%



**No Change**  
Vs. Year Ago

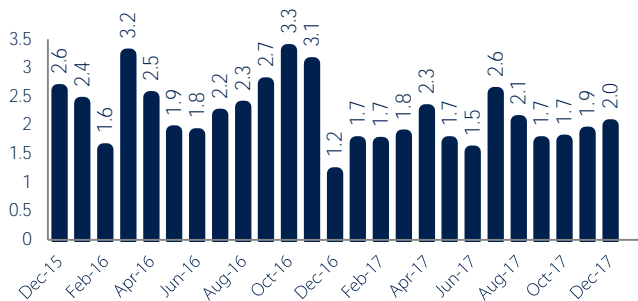
**Months of Supply**

2.0



**Up 72%**  
Vs. Year Ago

**Months Of Supply**



**Months of Supply**

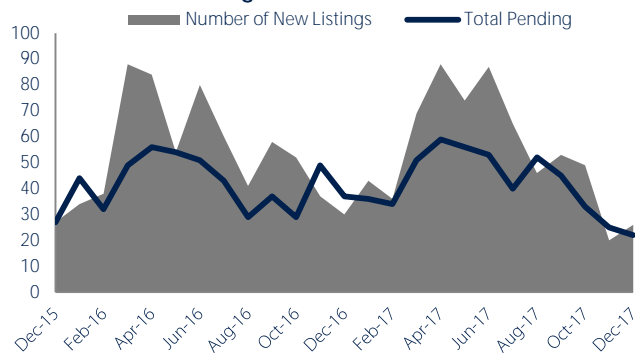
In December, there was 2.0 months of supply available in Rosehill Farms and Franconia, compared to 1.2 in December 2016. That is an increase of 72% versus a year ago.

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.

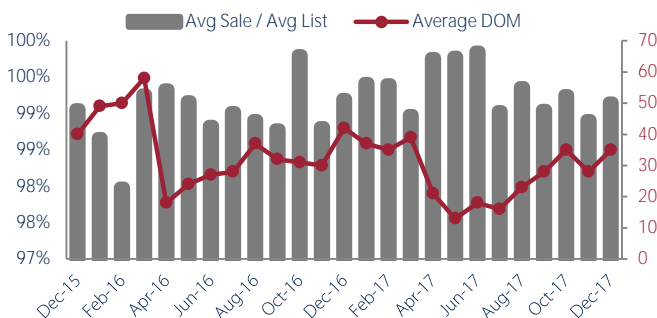
**New Listings & Current Contracts**

This month there were 26 homes newly listed for sale in Rosehill Farms and Franconia compared to 30 in December 2016, a decrease of 13%. There were 22 current contracts pending sale this December compared to 37 a year ago. The number of current contracts is 41% lower than last December.

**New Listings & Current Contracts**



**Sale Price/ List Price & DOM**



**Sale Price to List Price Ratio**

In December, the average sale price in Rosehill Farms and Franconia was 99.2% 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 35, lower than the average last year, which was 42, a decrease of 17%.



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.

