



# The Long & Foster Market Minute™

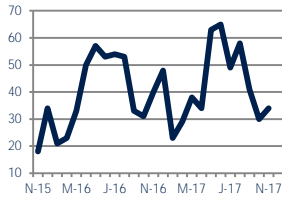
**Focus On:** Shiloh, Mountain View, and Western Stafford Housing Market

November 2017

Zip Code(s): 22556

## Units Sold

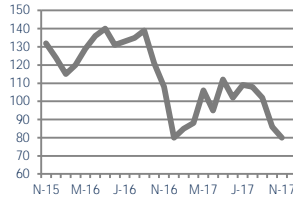
34



Down -15%  
Vs. Year Ago

## Active Inventory

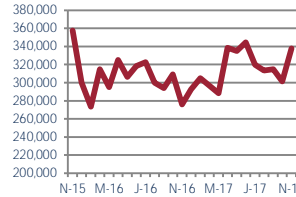
80



Down -26%  
Vs. Year Ago

## Median Sale Price

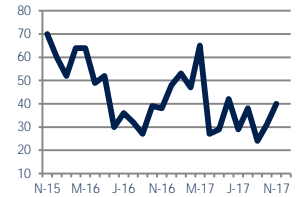
\$337,788



Up 22%  
Vs. Year Ago

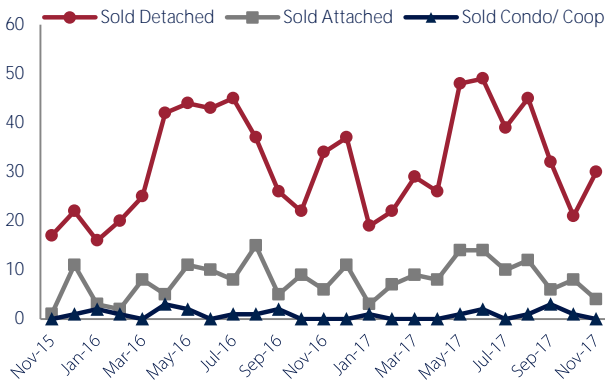
## Days On Market

40



Up 5%  
Vs. Year Ago

## Units Sold\*



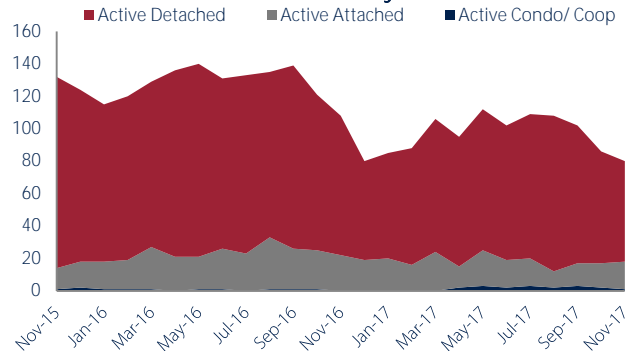
## Units Sold

There was an increase in total units sold in November, with 34 sold this month in Shiloh, Mountain View, and Western Stafford versus 30 last month, an increase of 13%. This month's total units sold was lower than at this time last year, a decrease of 15% versus November 2016.

## Active Inventory

Versus last year, the total number of homes available this month is lower by 28 units or 26%. The total number of active inventory this November was 80 compared to 108 in November 2016. This month's total of 80 is lower than the previous month's total supply of available inventory of 86, a decrease of 7%.

## Active Inventory\*



## Median Sale Price



## Median Sale Price

Last November, the median sale price for Shiloh, Mountain View, and Western Stafford Homes was \$275,950. This November, the median sale price was \$337,788, an increase of 22% or \$61,838 compared to last year. The current median sold price is 12% higher 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.

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REAL ESTATE

**CHRISTIE'S**  
INTERNATIONAL REAL ESTATE

Shiloh, Mountain View, and Western Stafford are defined as properties listed in zip code/s 22556.

\*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.

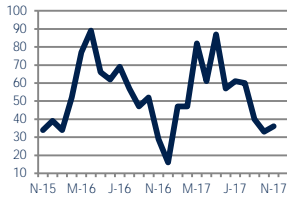




Zip Code(s): 22556

### New Listings

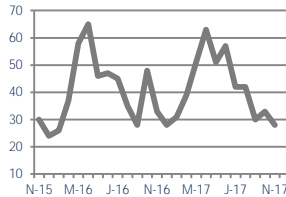
36



Up 24%  
Vs. Year Ago

### Current Contracts

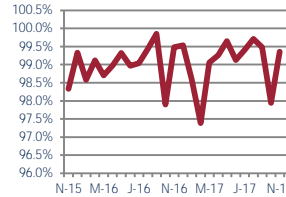
28



Down -15%  
Vs. Year Ago

### Sold Vs. List Price

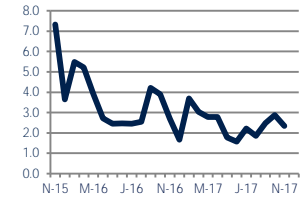
99.4%



No Change  
Vs. Year Ago

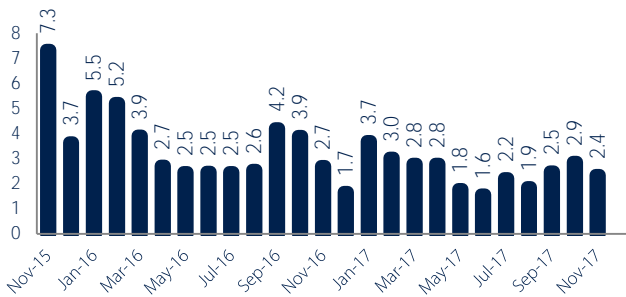
### Months of Supply

2.4



Down -13%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

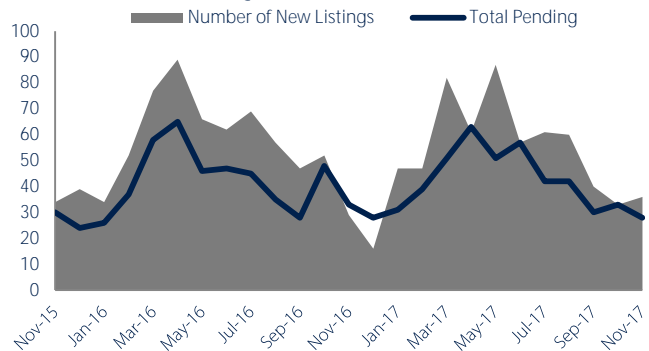
In November, there was 2.4 months of supply available in Shiloh, Mountain View, and Western Stafford, compared to 2.7 in November 2016. That is a decrease of 13% versus a year ago.

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.

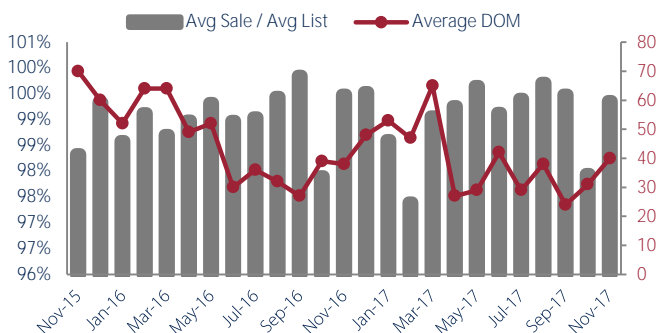
### New Listings & Current Contracts

This month there were 36 homes newly listed for sale in Shiloh, Mountain View, and Western Stafford compared to 29 in November 2016, an increase of 24%. There were 28 current contracts pending sale this November compared to 33 a year ago. The number of current contracts is 15% 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 Shiloh, Mountain View, and Western Stafford was 99.4% 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 40, higher than the average last year, which was 38, an increase of 5%.