



# The Long & Foster Market Minute™

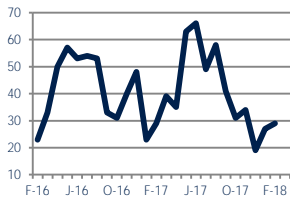
Focus On: Shiloh, Mountain View, and Western Stafford Housing Market

February 2018

Zip Code(s): 22556

## Units Sold

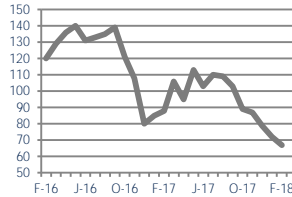
29



No Change  
Vs. Year Ago

## Active Inventory

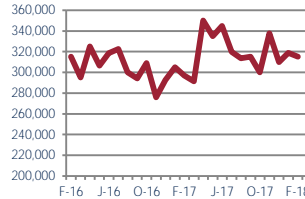
67



Down -24%  
Vs. Year Ago

## Median Sale Price

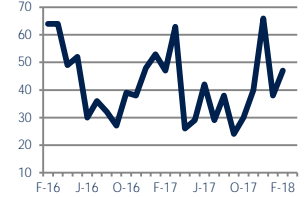
\$315,000



Up 6%  
Vs. Year Ago

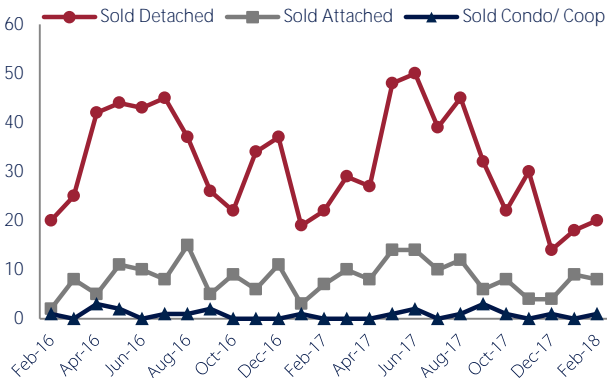
## Days On Market

47



No Change  
Vs. Year Ago

## Units Sold\*



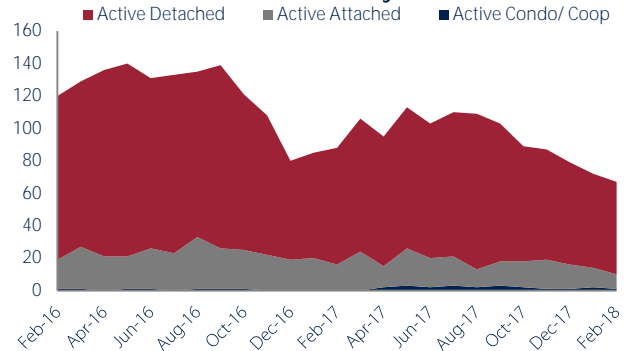
## Units Sold

There was an increase in total units sold in February, with 29 sold this month in Shiloh, Mountain View, and Western Stafford, an increase of 7%. This month's total units sold is similar compared to a year ago.

## Active Inventory

Versus last year, the total number of homes available this month is lower by 21 units or 24%. The total number of active inventory this February was 67 compared to 88 in February 2017. This month's total of 67 is lower than the previous month's total supply of available inventory of 72, a decrease of 7%.

## Active Inventory\*

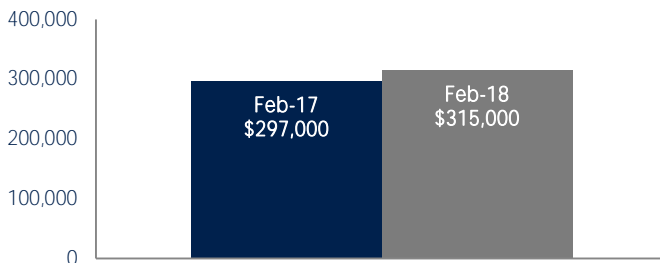


## Median Sale Price

Last February, the median sale price for Shiloh, Mountain View, and Western Stafford Homes was \$297,000. This February, the median sale price was \$315,000, an increase of 6% or \$18,000 compared to last year. The current median sold price is 1% lower than in January.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

## Median Sale Price



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.



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

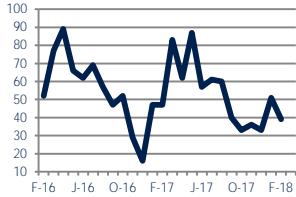




Zip Code(s): 22556

### New Listings

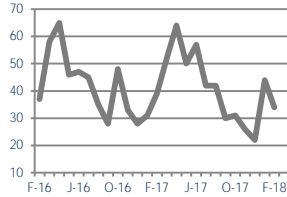
39



Down -17%  
Vs. Year Ago

### Current Contracts

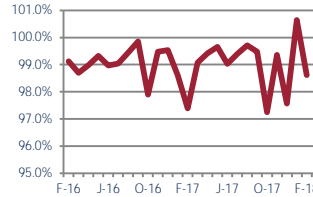
34



Down -13%  
Vs. Year Ago

### Sold Vs. List Price

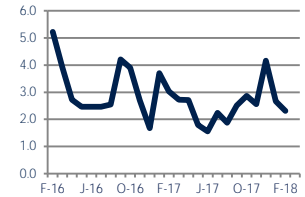
98.6%



Up 1.3%  
Vs. Year Ago

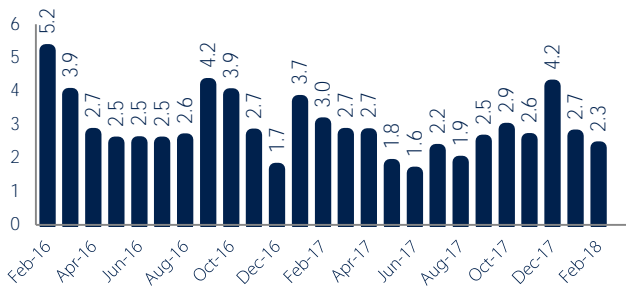
### Months of Supply

2.3



Down -24%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

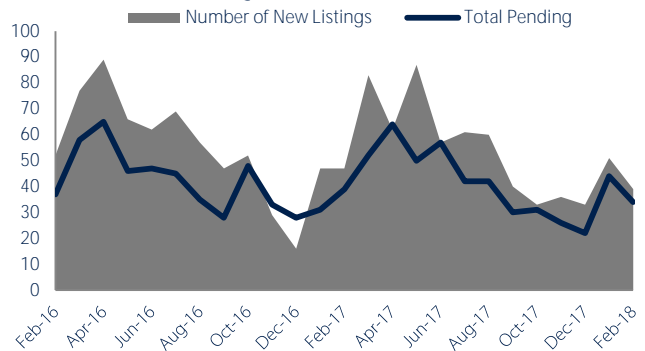
In February, there was 2.3 months of supply available in Shiloh, Mountain View, and Western Stafford, compared to 3.0 in February 2017. That is a decrease of 24% versus a year ago.

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.

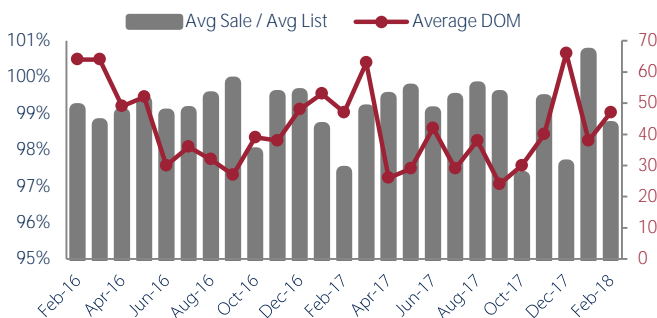
### New Listings & Current Contracts

This month there were 39 homes newly listed for sale in Shiloh, Mountain View, and Western Stafford compared to 47 in February 2017, a decrease of 17%. There were 34 current contracts pending sale this February compared to 39 a year ago. The number of current contracts is 13% lower than last February.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In February, the average sale price in Shiloh, Mountain View, and Western Stafford was 98.6% of the average list price, which is 1.2% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 47, which is similar compared to a year ago.



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