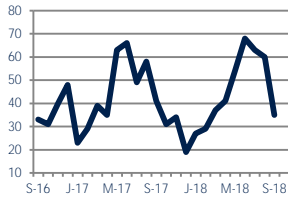


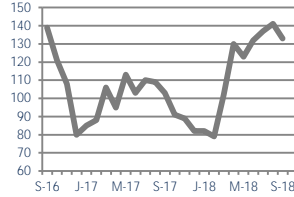
Zip Code(s): 22556

**Units Sold**  
35



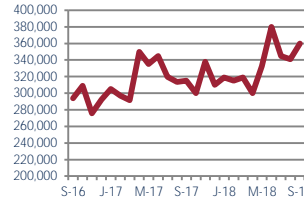
**Down**  
Vs. Year Ago

**Active Inventory**  
133



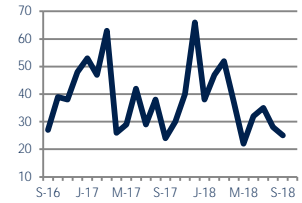
**Up 29%**  
Vs. Year Ago

**Median Sale Price**  
\$360,000



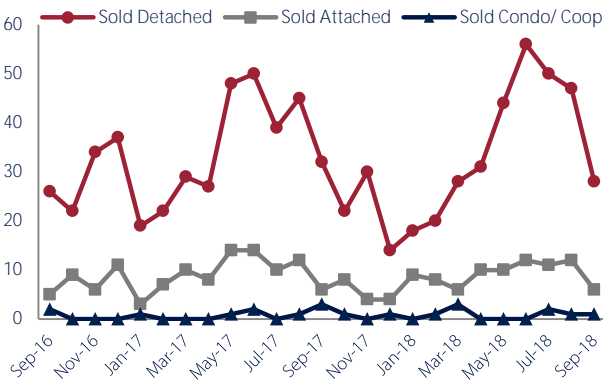
**Up 14%**  
Vs. Year Ago

**Days On Market**  
25



**Up 4%**  
Vs. Year Ago

### Units Sold\*



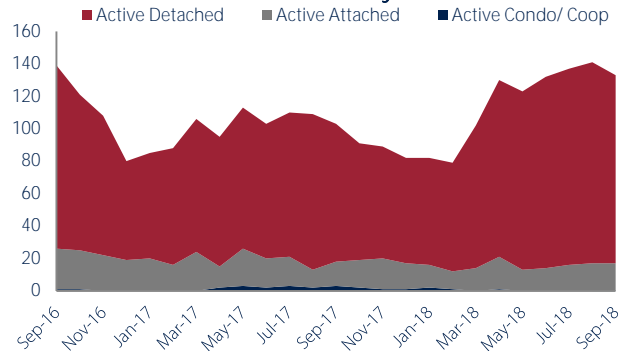
### Units Sold

With relatively few transactions, there was a decrease in total units sold in September, with 35 sold this month in Shiloh, Mountain View, and Western Stafford. This month's total units sold was lower than at this time last year, a decrease from September 2017.

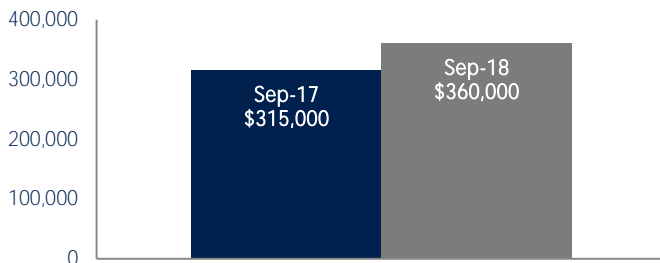
### Active Inventory

Versus last year, the total number of homes available this month is higher by 30 units or 29%. The total number of active inventory this September was 133 compared to 103 in September 2017. This month's total of 133 is lower than the previous month's total supply of available inventory of 141, a decrease of 6%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last September, the median sale price for Shiloh, Mountain View, and Western Stafford Homes was \$315,000. This September, the median sale price was \$360,000, an increase of 14% or \$45,000 compared to last year. The current median sold price is 6% higher 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.



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.





# The Long & Foster Market Minute™

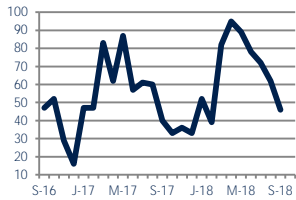
Focus On: Shiloh, Mountain View, and Western Stafford Housing Market

September 2018

Zip Code(s): 22556

## New Listings

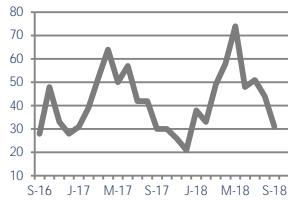
46



Up 15%  
Vs. Year Ago

## Current Contracts

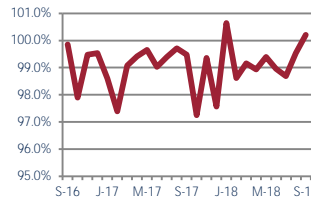
31



Up 3%  
Vs. Year Ago

## Sold Vs. List Price

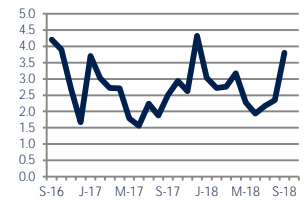
100.2%



Up 0.7%  
Vs. Year Ago

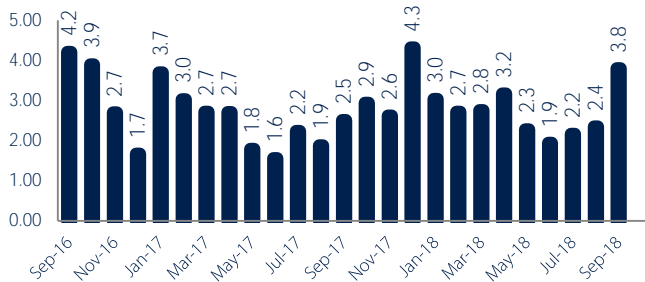
## Months of Supply

3.8



Up 51%  
Vs. Year Ago

## Months Of Supply



## Months of Supply

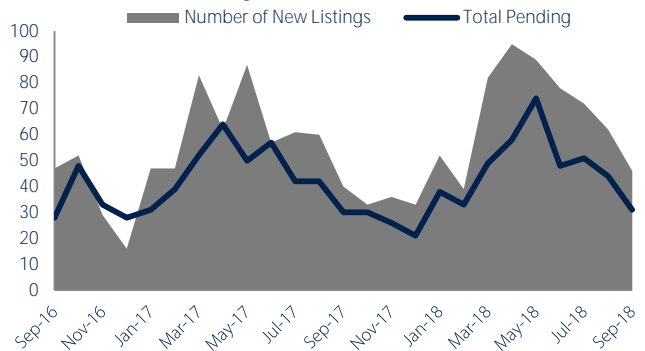
In September, there was 3.8 months of supply available in Shiloh, Mountain View, and Western Stafford, compared to 2.5 in September 2017. That is an increase of 51% versus a year ago.

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.

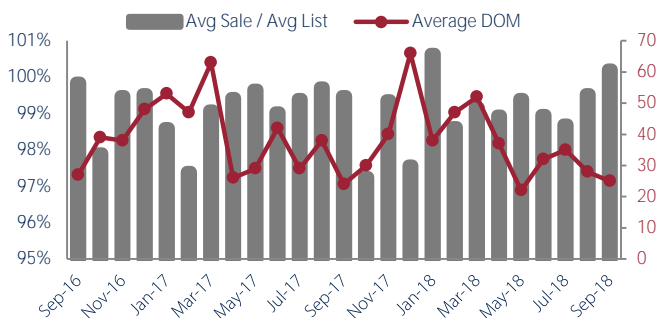
## New Listings & Current Contracts

This month there were 46 homes newly listed for sale in Shiloh, Mountain View, and Western Stafford compared to 40 in September 2017, an increase of 15%. There were 31 current contracts pending sale this September compared to 30 a year ago. The number of current contracts is 3% 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 Shiloh, Mountain View, and Western Stafford was 100.2% of the average list price, which is 0.7% higher than at this time last year.

## Days On Market

This month, the average number of days on market was 25, higher than the average last year, which was 24, an increase of 4%.



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