



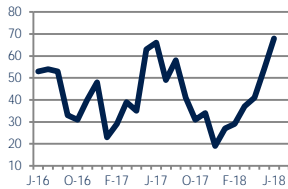
The Long & Foster Market Minute™

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

June 2018

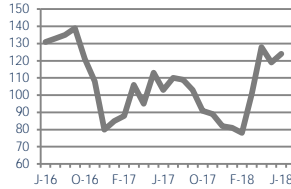
Zip Code(s): 22556

Units Sold
68



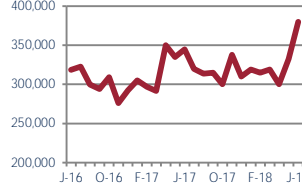
Up 3%
Vs. Year Ago

Active Inventory
124



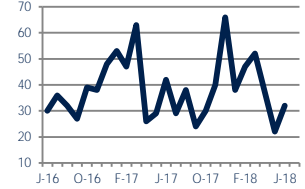
Up 20%
Vs. Year Ago

Median Sale Price
\$379,950



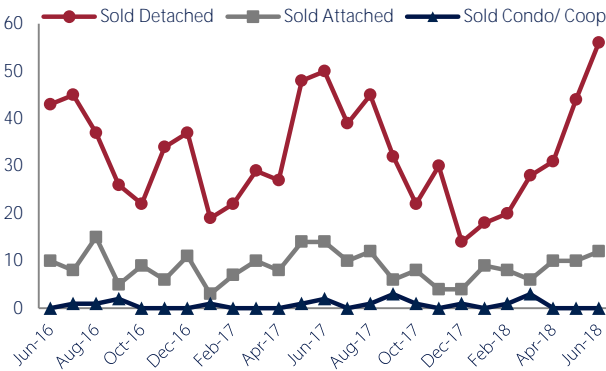
Up 10%
Vs. Year Ago

Days On Market
32



Down -24%
Vs. Year Ago

Units Sold*



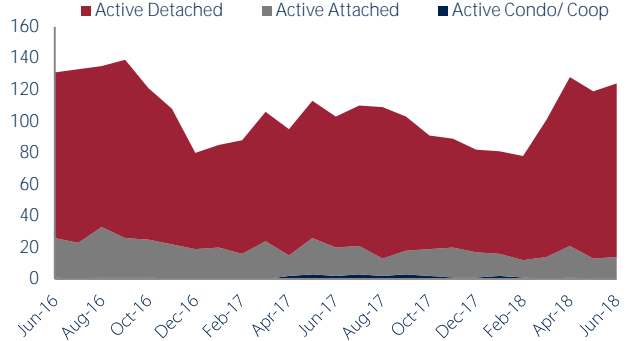
Units Sold

There was an increase in total units sold in June, with 68 sold this month in Shiloh, Mountain View, and Western Stafford versus 54 last month, an increase of 26%. This month's total units sold was higher than at this time last year, an increase of 3% versus June 2017.

Active Inventory

Versus last year, the total number of homes available this month is higher by 21 units or 20%. The total number of active inventory this June was 124 compared to 103 in June 2017. This month's total of 124 is higher than the previous month's total supply of available inventory of 119, an increase of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Shiloh, Mountain View, and Western Stafford Homes was \$344,750. This June, the median sale price was \$379,950, an increase of 10% or \$35,200 compared to last year. The current median sold price is 14% higher 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.

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

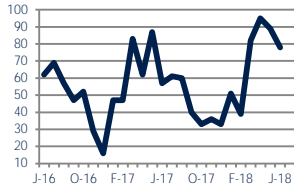




Zip Code(s): 22556

New Listings

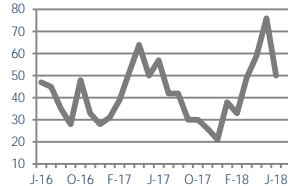
78



Up 37%
Vs. Year Ago

Current Contracts

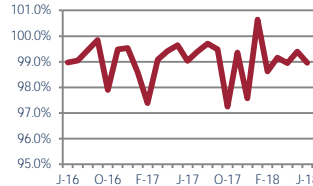
50



Down -12%
Vs. Year Ago

Sold Vs. List Price

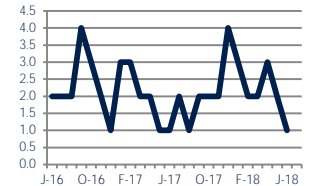
99.0%



No Change
Vs. Year Ago

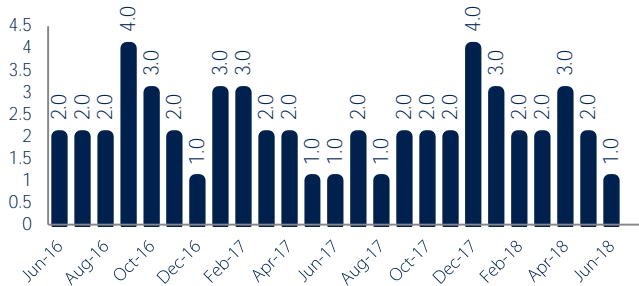
Months of Supply

1.0



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

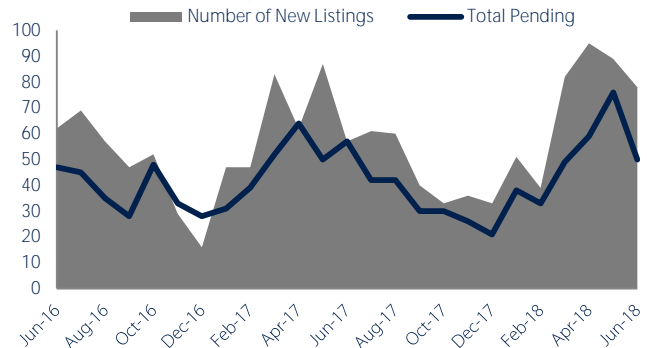
In June, there was 1.8 months of supply available in Shiloh, Mountain View, and Western Stafford, compared to 1.6 in June 2017. That is an increase of 17% versus a year ago.

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.

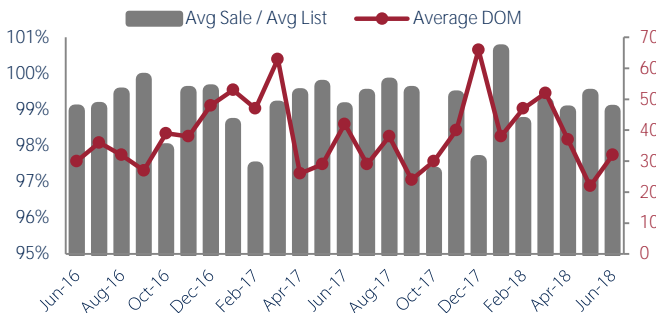
New Listings & Current Contracts

This month there were 78 homes newly listed for sale in Shiloh, Mountain View, and Western Stafford compared to 57 in June 2017, an increase of 37%. There were 50 current contracts pending sale this June compared to 57 a year ago. The number of current contracts is 12% lower 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 Shiloh, Mountain View, and Western Stafford was 99.0% 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 32, lower than the average last year, which was 42, a decrease of 24%.



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