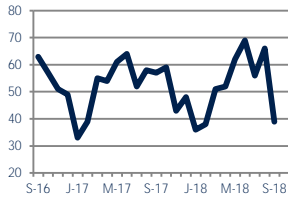


Zip Code(s): 22553, 22551 and 22534

Units Sold

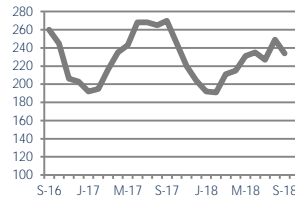
39



Down
Vs. Year Ago

Active Inventory

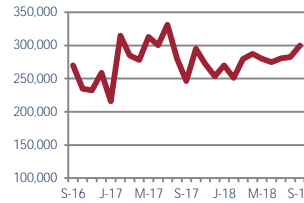
234



Down -13%
Vs. Year Ago

Median Sale Price

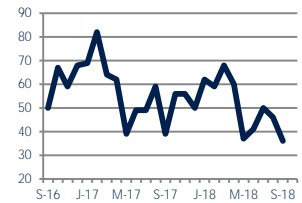
\$300,000



Up 22%
Vs. Year Ago

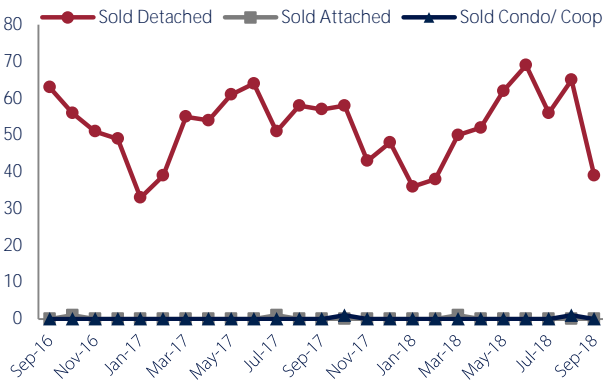
Days On Market

36



Down -8%
Vs. Year Ago

Units Sold*



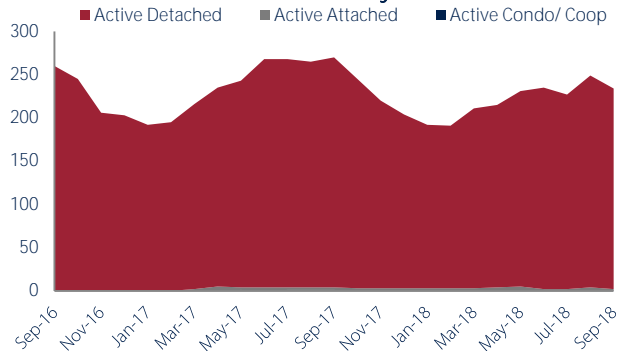
Units Sold

With relatively few transactions, there was a decrease in total units sold in September, with 39 sold this month in Snell, Spotsylvania, and Partlow. This month's total units sold was lower than at this time last year, a decrease from September 2017.

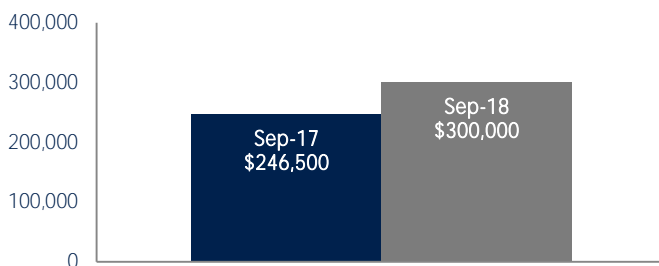
Active Inventory

Versus last year, the total number of homes available this month is lower by 36 units or 13%. The total number of active inventory this September was 234 compared to 270 in September 2017. This month's total of 234 is lower than the previous month's total supply of available inventory of 249, a decrease of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Snell, Spotsylvania, and Partlow Homes was \$246,500. This September, the median sale price was \$300,000, an increase of 22% or \$53,500 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.

Snell, Spotsylvania, and Partlow are defined as properties listed in zip code/s 22553, 22551 and 22534.

*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.



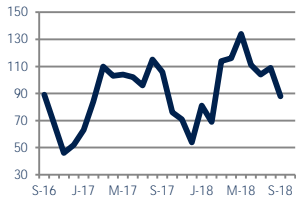
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 22553, 22551 and 22534

New Listings

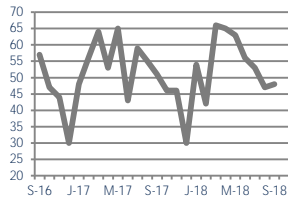
88



Down -17%
Vs. Year Ago

Current Contracts

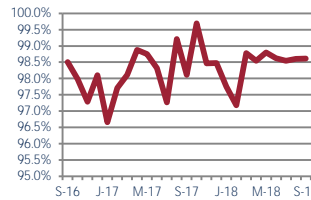
48



Down -6%
Vs. Year Ago

Sold Vs. List Price

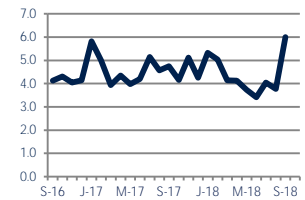
98.6%



Up 0.5%
Vs. Year Ago

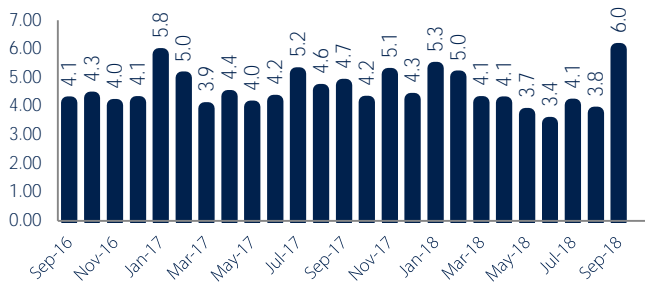
Months of Supply

6.0



Up 27%
Vs. Year Ago

Months Of Supply



Months of Supply

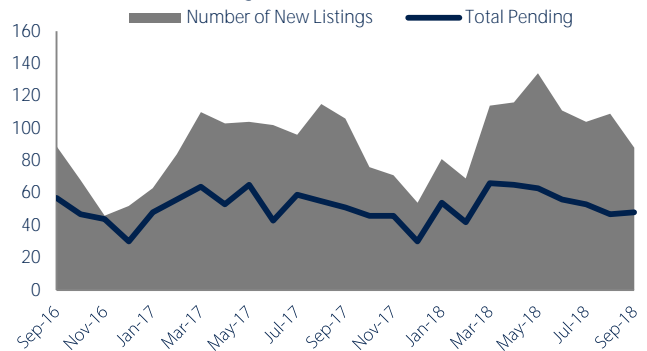
In September, there was 6.0 months of supply available in Snell, Spotsylvania, and Partlow, compared to 4.7 in September 2017. That is an increase of 27% versus a year ago.

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.

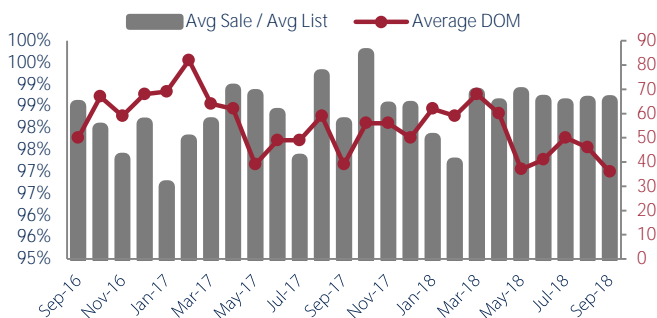
New Listings & Current Contracts

This month there were 88 homes newly listed for sale in Snell, Spotsylvania, and Partlow compared to 106 in September 2017, a decrease of 17%. There were 48 current contracts pending sale this September compared to 51 a year ago. The number of current contracts is 6% lower 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 Snell, Spotsylvania, and Partlow was 98.6% of the average list price, which is 0.5% higher than at this time last year.

Days On Market

This month, the average number of days on market was 36, lower than the average last year, which was 39, a decrease of 8%.



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