



# The Long & Foster Market Minute™

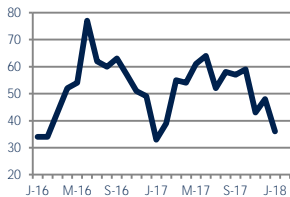
Focus On: Snell, Spotsylvania, and Partlow Housing Market

January 2018

Zip Code(s): 22553, 22551 and 22534

## Units Sold

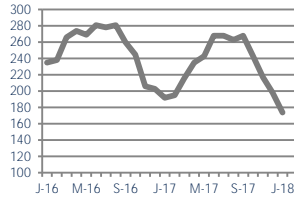
36



Up 9%  
Vs. Year Ago

## Active Inventory

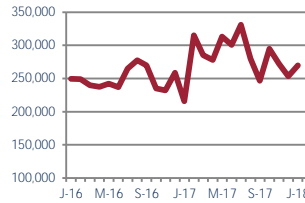
174



Down -9%  
Vs. Year Ago

## Median Sale Price

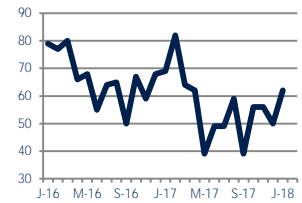
\$270,000



Up  
Vs. Year Ago

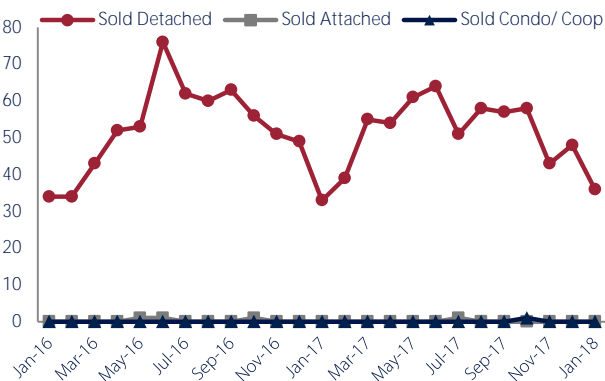
## Days On Market

62



Down -10%  
Vs. Year Ago

## Units Sold\*



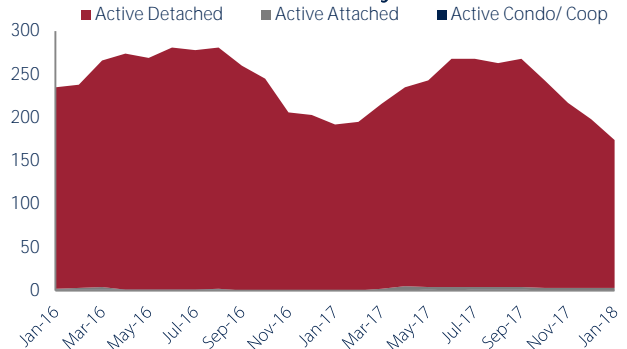
## Units Sold

There was a decrease in total units sold in January, with 36 sold this month in Snell, Spotsylvania, and Partlow versus 48 last month, a decrease of 25%. This month's total units sold was higher than at this time last year, an increase of 9% versus January 2017.

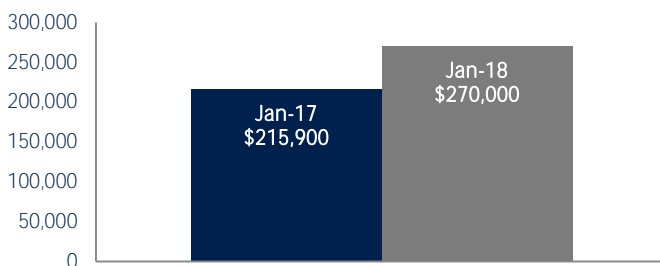
## Active Inventory

Versus last year, the total number of homes available this month is lower by 18 units or 9%. The total number of active inventory this January was 174 compared to 192 in January 2017. This month's total of 174 is lower than the previous month's total supply of available inventory of 198, a decrease of 12%.

## Active Inventory\*



## Median Sale Price



## Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last January, the median sale price for Snell, Spotsylvania, and Partlow Homes was \$215,900. This January, the median sale price was \$270,000, an increase of \$54,100 compared to last year. The current median sold price is higher than in December.

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



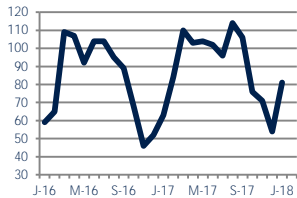
**Focus On:** Snell, Spotsylvania, and Partlow Housing Market

January 2018

Zip Code(s): 22553, 22551 and 22534

**New Listings**

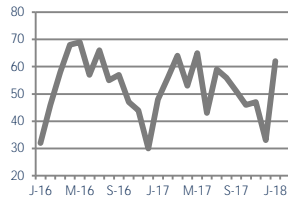
81



**Up 29%**  
Vs. Year Ago

**Current Contracts**

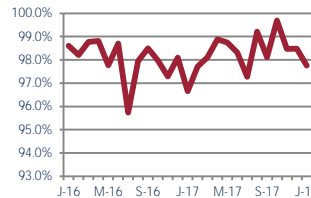
62



**Up 29%**  
Vs. Year Ago

**Sold Vs. List Price**

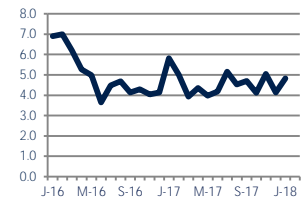
97.8%



**Up 1.1%**  
Vs. Year Ago

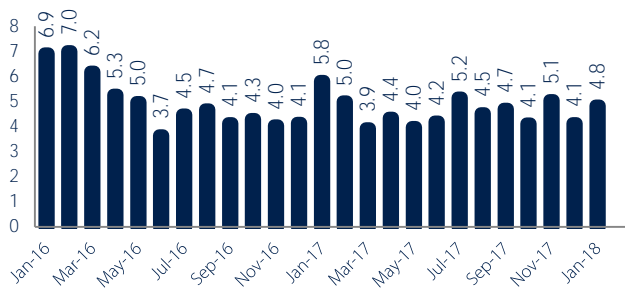
**Months of Supply**

4.8



**Down -17%**  
Vs. Year Ago

**Months Of Supply**



**Months of Supply**

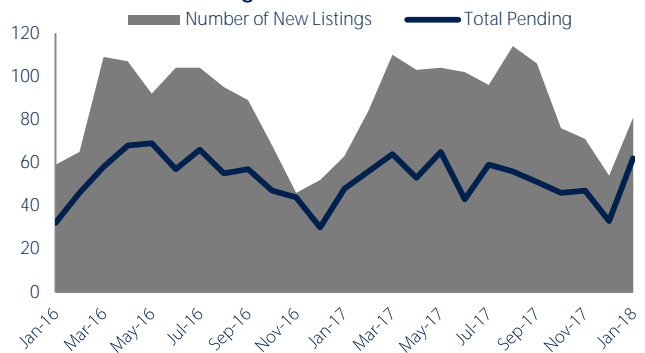
In January, there was 4.8 months of supply available in Snell, Spotsylvania, and Partlow, compared to 5.8 in January 2017. That is a decrease of 17% versus a year ago.

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.

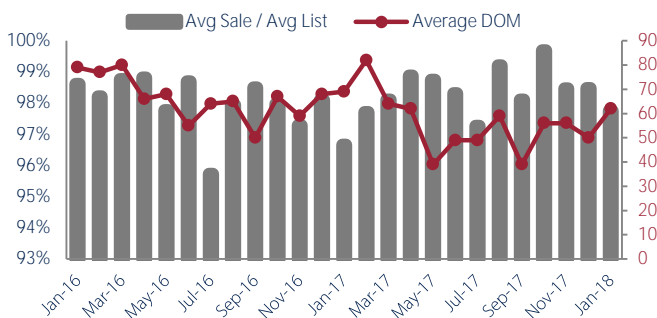
**New Listings & Current Contracts**

This month there were 81 homes newly listed for sale in Snell, Spotsylvania, and Partlow compared to 63 in January 2017, an increase of 29%. There were 62 current contracts pending sale this January compared to 48 a year ago. The number of current contracts is 29% higher than last January.

**New Listings & Current Contracts**



**Sale Price/ List Price & DOM**



**Sale Price to List Price Ratio**

In January, the average sale price in Snell, Spotsylvania, and Partlow was 97.8% of the average list price, which is 1.1% higher than at this time last year.

**Days On Market**

This month, the average number of days on market was 62, lower than the average last year, which was 69, a decrease of 10%.



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