



The Long & Foster Market Minute™

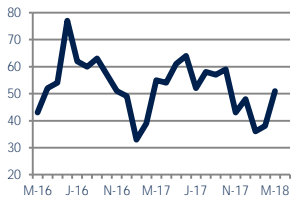
Focus On: Snell, Spotsylvania, and Partlow Housing Market

March 2018

Zip Code(s): 22553, 22551 and 22534

Units Sold

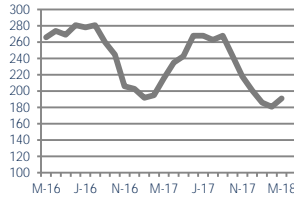
51



Down -7%
Vs. Year Ago

Active Inventory

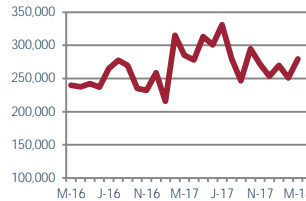
191



Down -12%
Vs. Year Ago

Median Sale Price

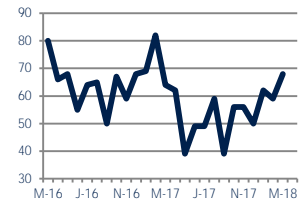
\$279,400



Down -2%
Vs. Year Ago

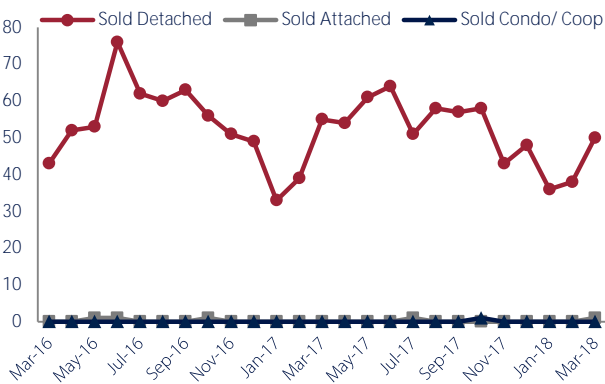
Days On Market

68



Up 6%
Vs. Year Ago

Units Sold*



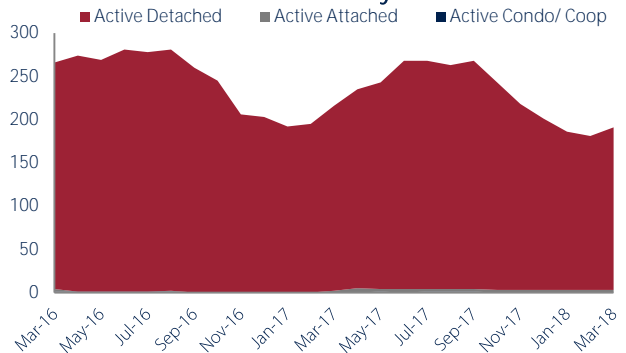
Units Sold

There was an increase in total units sold in March, with 51 sold this month in Snell, Spotsylvania, and Partlow versus 38 last month, an increase of 34%. This month's total units sold was lower than at this time last year, a decrease of 7% versus March 2017.

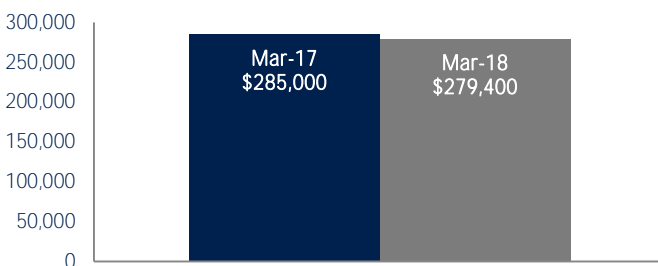
Active Inventory

Versus last year, the total number of homes available this month is lower by 25 units or 12%. The total number of active inventory this March was 191 compared to 216 in March 2017. This month's total of 191 is higher than the previous month's total supply of available inventory of 181, an increase of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Snell, Spotsylvania, and Partlow Homes was \$285,000. This March, the median sale price was \$279,400, a decrease of 2% or \$5,600 compared to last year. The current median sold price is 11% higher than in February.

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.

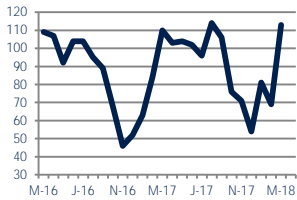
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Zip Code(s): 22553, 22551 and 22534

New Listings

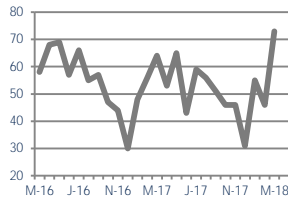
113



Up 3%
Vs. Year Ago

Current Contracts

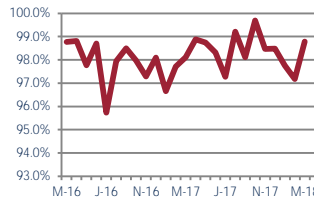
73



Up 14%
Vs. Year Ago

Sold Vs. List Price

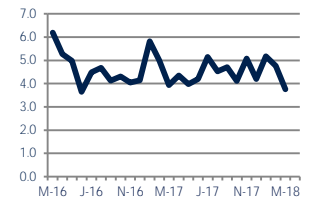
98.8%



Up 0.7%
Vs. Year Ago

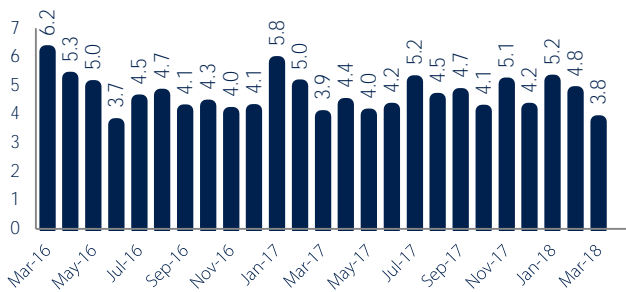
Months of Supply

3.8



Down -5%
Vs. Year Ago

Months Of Supply



Months of Supply

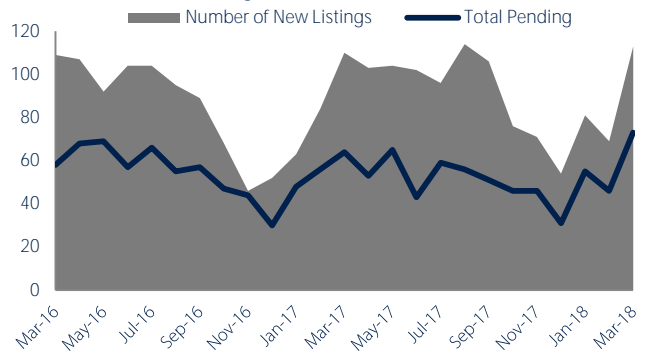
In March, there was 3.7 months of supply available in Snell, Spotsylvania, and Partlow, compared to 3.9 in March 2017. That is a decrease of 5% versus a year ago.

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.

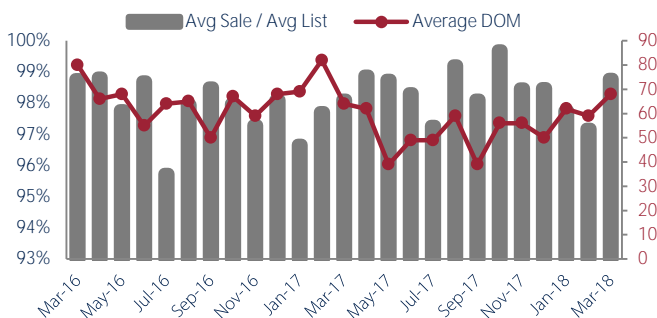
New Listings & Current Contracts

This month there were 113 homes newly listed for sale in Snell, Spotsylvania, and Partlow compared to 110 in March 2017, an increase of 3%. There were 73 current contracts pending sale this March compared to 64 a year ago. The number of current contracts is 14% higher than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Snell, Spotsylvania, and Partlow was 98.8% 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 68, higher than the average last year, which was 64, an increase of 6%.



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