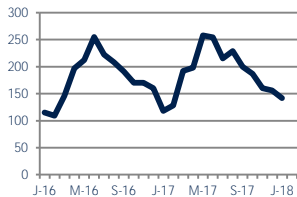




Units Sold

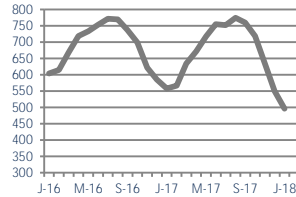
142



Up 20%
Vs. Year Ago

Active Inventory

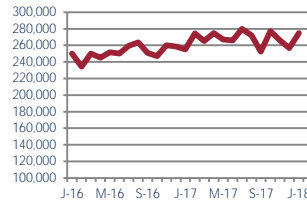
496



Down -11%
Vs. Year Ago

Median Sale Price

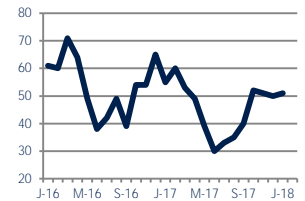
\$275,000



Up 8%
Vs. Year Ago

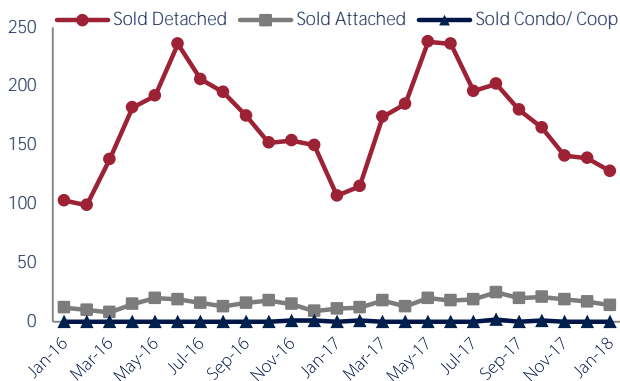
Days On Market

51



Down -7%
Vs. Year Ago

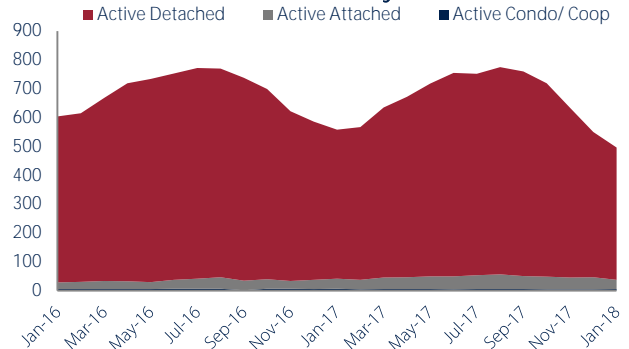
Units Sold*



Units Sold

There was a decrease in total units sold in January, with 142 sold this month in Spotsylvania County versus 156 last month, a decrease of 9%. This month's total units sold was higher than at this time last year, an increase of 20% versus January 2017.

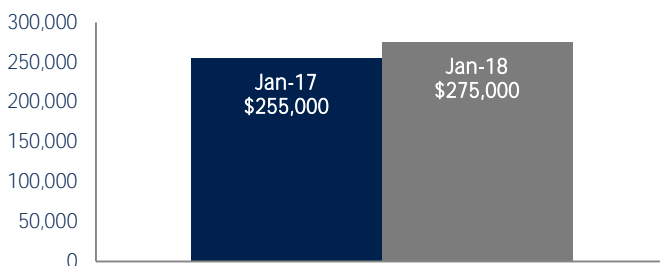
Active Inventory*



Active Inventory

Versus last year, the total number of homes available this month is lower by 62 units or 11%. The total number of active inventory this January was 496 compared to 558 in January 2017. This month's total of 496 is lower than the previous month's total supply of available inventory of 550, a decrease of 10%.

Median Sale Price



Median Sale Price

Last January, the median sale price for Spotsylvania County Homes was \$255,000. This January, the median sale price was \$275,000, an increase of 8% or \$20,000 compared to last year. The current median sold price is 7% higher than in December.

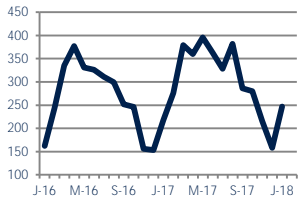
Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



*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.

New Listings

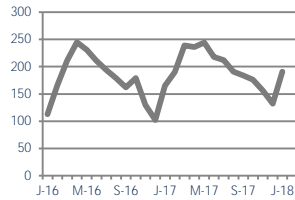
247



Up 13%
Vs. Year Ago

Current Contracts

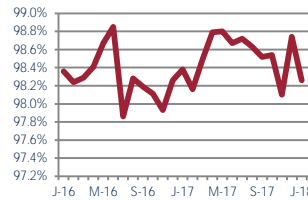
191



Up 16%
Vs. Year Ago

Sold Vs. List Price

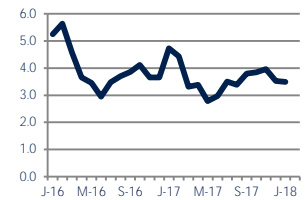
98.3%



No Change
Vs. Year Ago

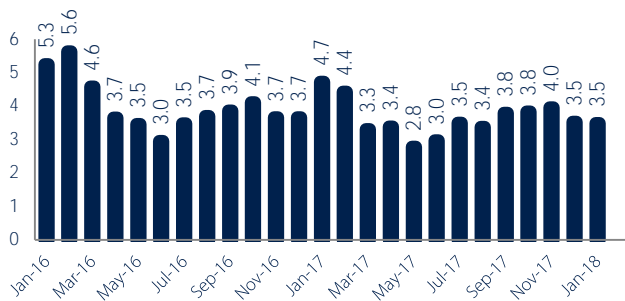
Months of Supply

3.5



Down -26%
Vs. Year Ago

Months Of Supply



Months of Supply

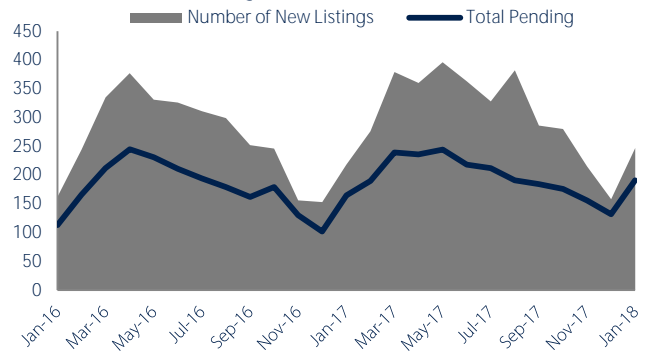
In January, there was 3.5 months of supply available in Spotsylvania County, compared to 4.7 in January 2017. That is a decrease of 26% versus a year ago.

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.

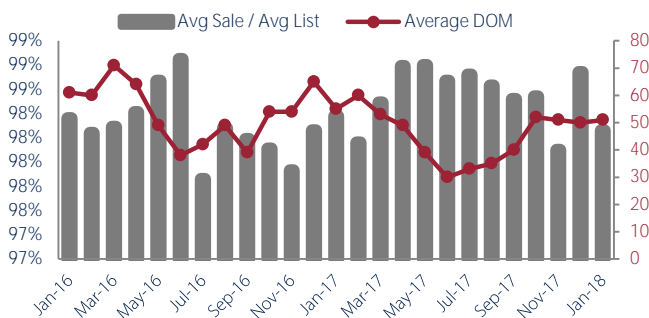
New Listings & Current Contracts

This month there were 247 homes newly listed for sale in Spotsylvania County compared to 218 in January 2017, an increase of 13%. There were 191 current contracts pending sale this January compared to 165 a year ago. The number of current contracts is 16% 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 Spotsylvania County was 98.3% 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 51, lower than the average last year, which was 55, a decrease of 7%.



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