

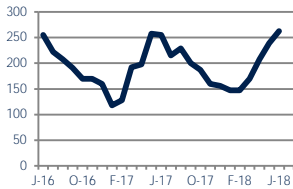


The Long & Foster Market Minute™

Focus On: Spotsylvania County Housing Market

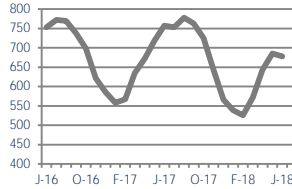
June 2018

Units Sold
263



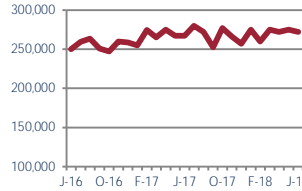
Up 3%
Vs. Year Ago

Active Inventory
678



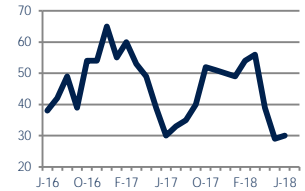
Down -10%
Vs. Year Ago

Median Sale Price
\$272,000



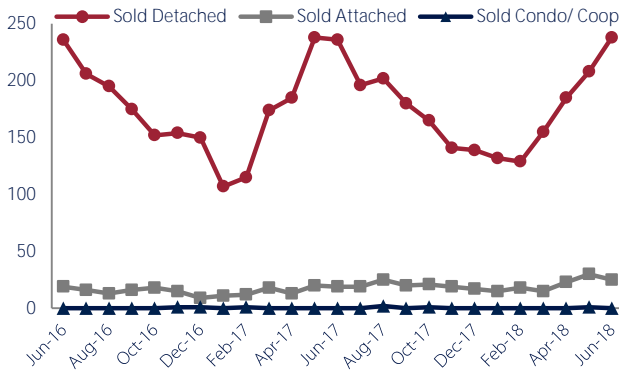
Up 2%
Vs. Year Ago

Days On Market
30



No Change
Vs. Year Ago

Units Sold*



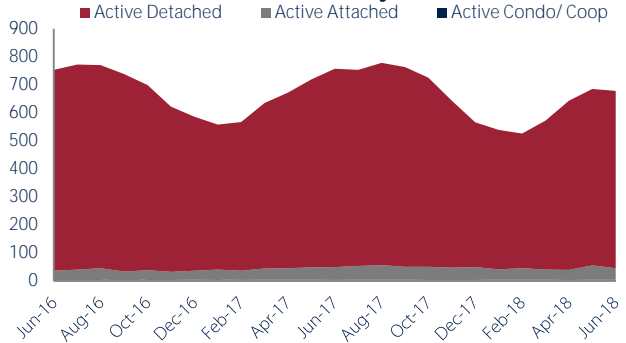
Units Sold

There was an increase in total units sold in June, with 263 sold this month in Spotsylvania County versus 239 last month, an increase of 10%. This month's total units sold was higher than at this time last year, an increase of 3% versus June 2017.

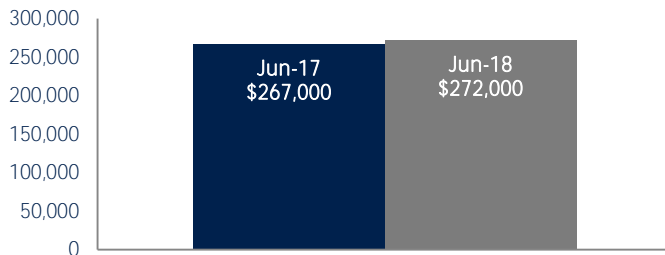
Active Inventory

Versus last year, the total number of homes available this month is lower by 79 units or 10%. The total number of active inventory this June was 678 compared to 757 in June 2017. This month's total of 678 is lower than the previous month's total supply of available inventory of 685, a decrease of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Spotsylvania County Homes was \$267,000. This June, the median sale price was \$272,000, an increase of 2% or \$5,000 compared to last year. The current median sold price is 1% lower 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.



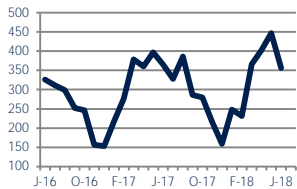
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and 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

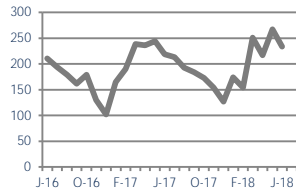
356



Down -2%
Vs. Year Ago

Current Contracts

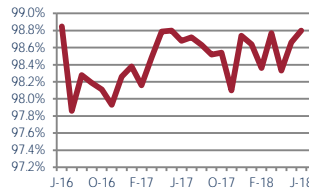
234



Up 7%
Vs. Year Ago

Sold Vs. List Price

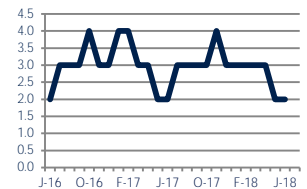
98.8%



No Change
Vs. Year Ago

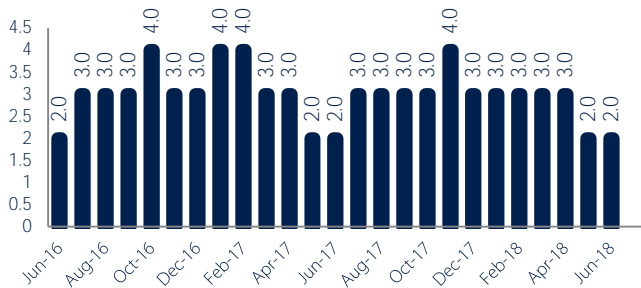
Months of Supply

2.0



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

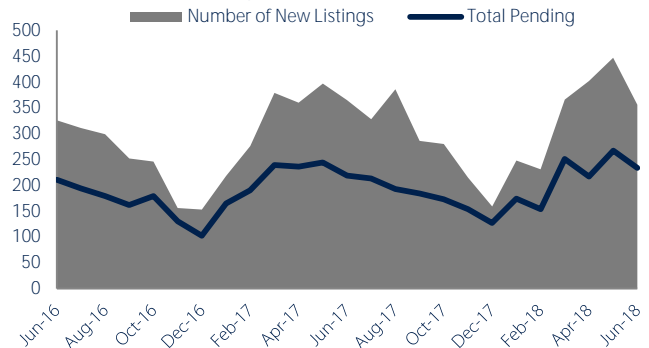
In June, there was 2.6 months of supply available in Spotsylvania County, compared to 3.0 in June 2017. That is a decrease of 13% versus a year ago.

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.

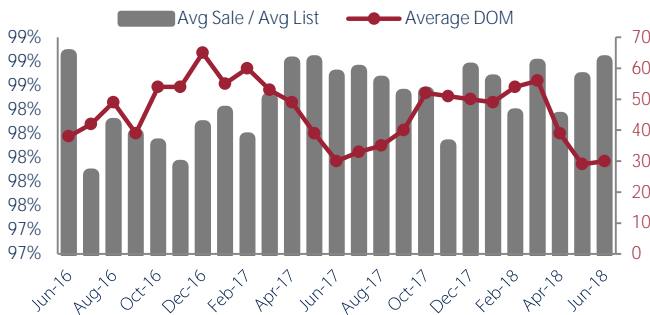
New Listings & Current Contracts

This month there were 356 homes newly listed for sale in Spotsylvania County compared to 365 in June 2017, a decrease of 2%. There were 234 current contracts pending sale this June compared to 219 a year ago. The number of current contracts is 7% higher 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 Spotsylvania County was 98.8% 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 30, which is similar compared to a year ago.



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