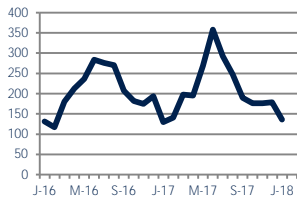




### Units Sold

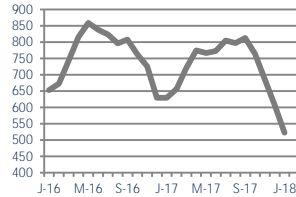
136



Up 5%  
Vs. Year Ago

### Active Inventory

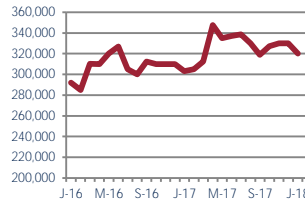
523



Down -17%  
Vs. Year Ago

### Median Sale Price

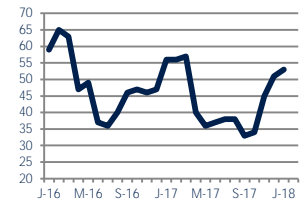
\$320,000



Up 6%  
Vs. Year Ago

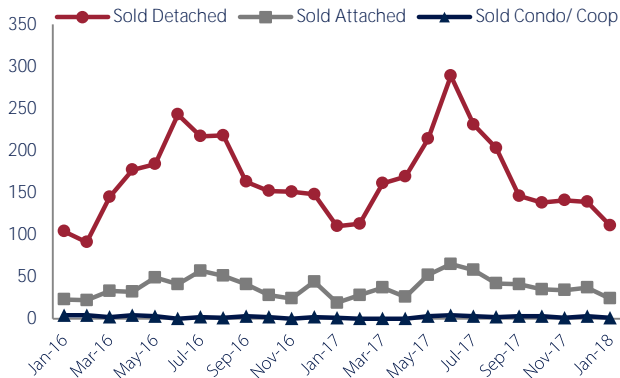
### Days On Market

53



Down -5%  
Vs. Year Ago

### Units Sold\*



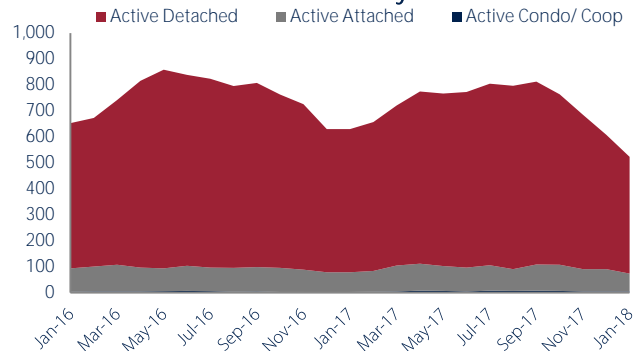
### Units Sold

There was a decrease in total units sold in January, with 136 sold this month in Stafford County versus 179 last month, a decrease of 24%. This month's total units sold was higher than at this time last year, an increase of 5% versus January 2017.

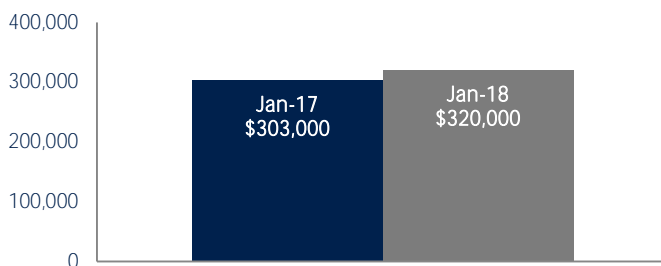
### Active Inventory

Versus last year, the total number of homes available this month is lower by 107 units or 17%. The total number of active inventory this January was 523 compared to 630 in January 2017. This month's total of 523 is lower than the previous month's total supply of available inventory of 608, a decrease of 14%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last January, the median sale price for Stafford County Homes was \$303,000. This January, the median sale price was \$320,000, an increase of 6% or \$17,000 compared to last year. The current median sold price is 3% lower than in December.

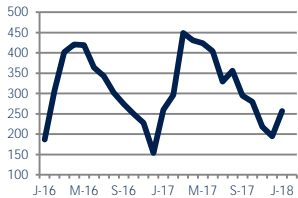
Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



\*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**

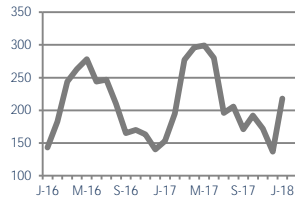
257



Down -1%  
Vs. Year Ago

**Current Contracts**

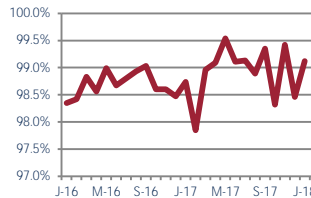
218



Up 42%  
Vs. Year Ago

**Sold Vs. List Price**

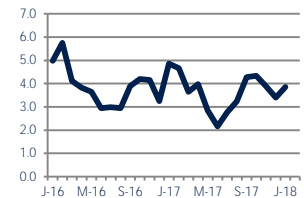
99.1%



No Change  
Vs. Year Ago

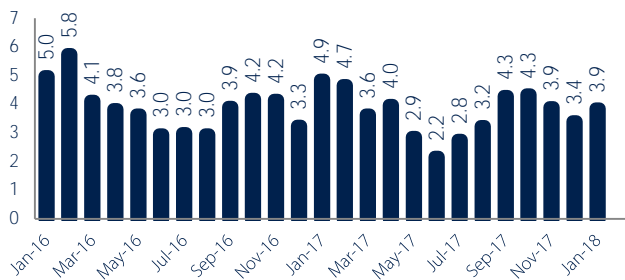
**Months of Supply**

3.9



Down -21%  
Vs. Year Ago

**Months Of Supply**



**Months of Supply**

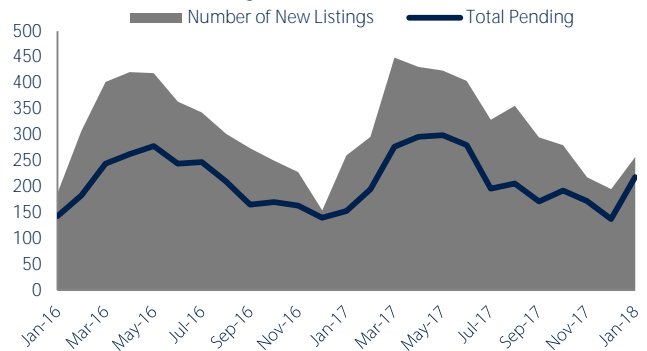
In January, there was 3.8 months of supply available in Stafford County, compared to 4.8 in January 2017. That is a decrease of 21% versus a year ago.

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.

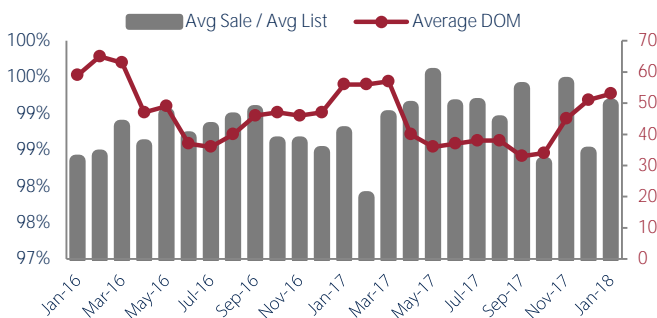
**New Listings & Current Contracts**

This month there were 257 homes newly listed for sale in Stafford County compared to 260 in January 2017, a decrease of 1%. There were 218 current contracts pending sale this January compared to 153 a year ago. The number of current contracts is 42% 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 Stafford County was 99.1% 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 53, lower than the average last year, which was 56, a decrease of 5%.



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