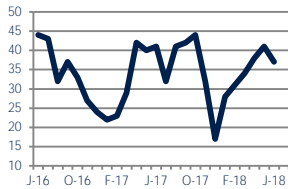


Focus On: Stephens City Housing Market

June 2018

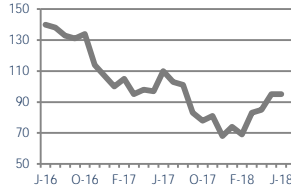
Zip Code(s): 22655

Units Sold
37



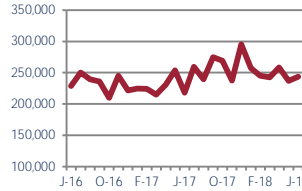
Down -10%
Vs. Year Ago

Active Inventory
95



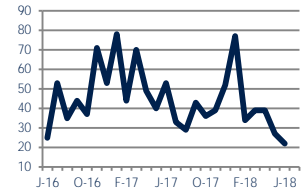
Down -14%
Vs. Year Ago

Median Sale Price
\$243,700



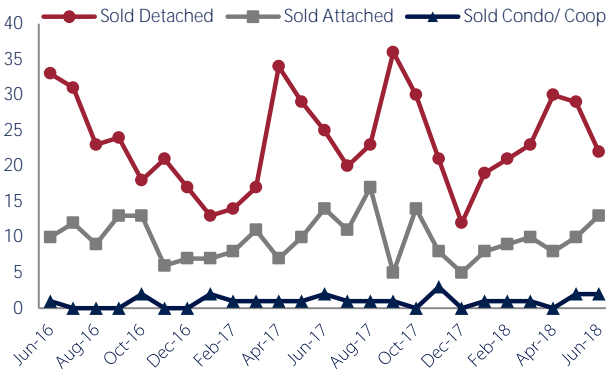
Up 12%
Vs. Year Ago

Days On Market
22



Down
Vs. Year Ago

Units Sold*



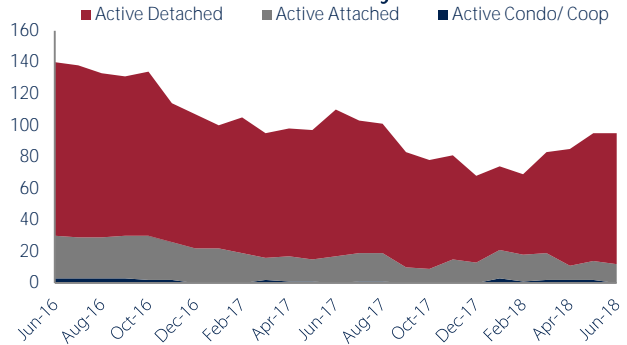
Units Sold

There was a decrease in total units sold in June, with 37 sold this month in Stephens City versus 41 last month, a decrease of 10%. This month's total units sold was lower than at this time last year, a decrease of 10% versus June 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 15 units or 14%. The total number of active inventory this June was 95 compared to 110 in June 2017. This month's supply remained stable as compared to last month.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Stephens City Homes was \$218,000. This June, the median sale price was \$243,700, an increase of 12% or \$25,700 compared to last year. The current median sold price is 3% higher 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.



Stephens City are defined as properties listed in zip code/s 22655.

*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





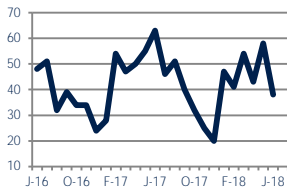
Focus On: Stephens City Housing Market

June 2018

Zip Code(s): 22655

New Listings

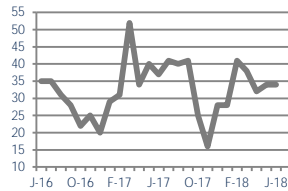
38



Down -40%
Vs. Year Ago

Current Contracts

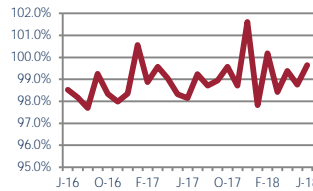
34



Down -8%
Vs. Year Ago

Sold Vs. List Price

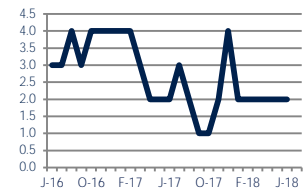
99.7%



Up 1.5%
Vs. Year Ago

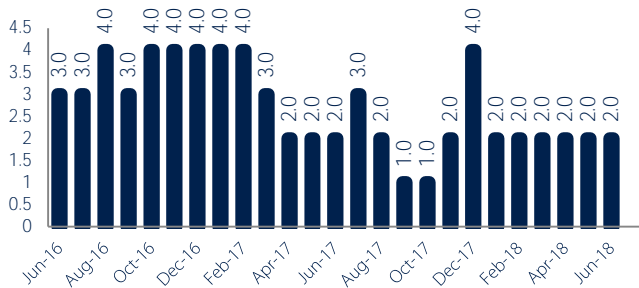
Months of Supply

2.0



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

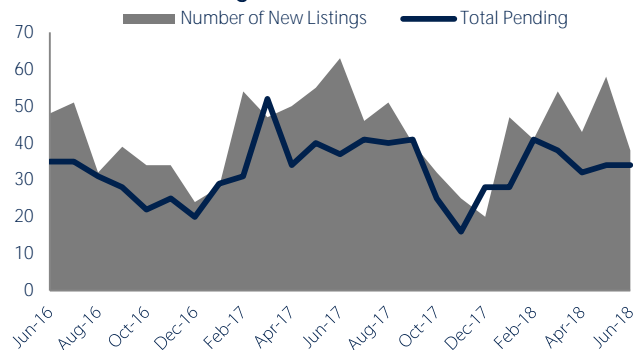
In June, there was 2.6 months of supply available in Stephens City, compared to 2.7 in June 2017. That is a decrease of 4% versus a year ago.

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.

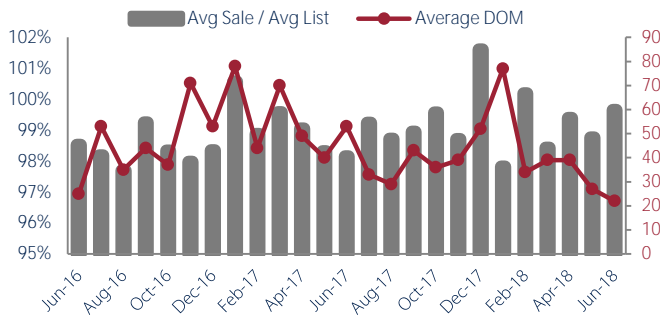
New Listings & Current Contracts

This month there were 38 homes newly listed for sale in Stephens City compared to 63 in June 2017, a decrease of 40%. There were 34 current contracts pending sale this June compared to 37 a year ago. The number of current contracts remained stable as compared to last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Stephens City was 99.7% of the average list price, which is 1.5% higher than at this time last year.

Days On Market

This month, the average number of days on market was 22, lower than the average last year, which was 53. This decrease was impacted by the limited number of sales.



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