



The Long & Foster Market Minute™

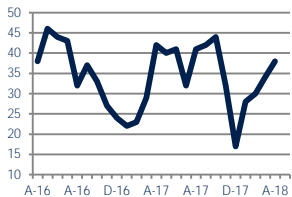
Focus On: **Stephens City Housing Market**

April 2018

Zip Code(s): 22655

Units Sold

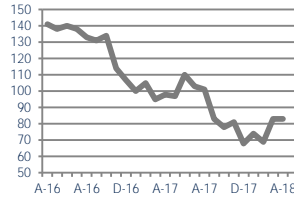
38



Down -10%
Vs. Year Ago

Active Inventory

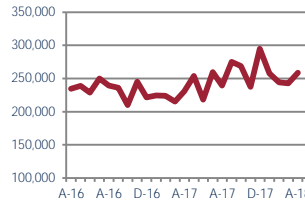
83



Down -15%
Vs. Year Ago

Median Sale Price

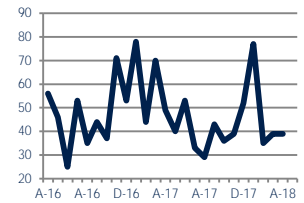
\$258,500



Up 12%
Vs. Year Ago

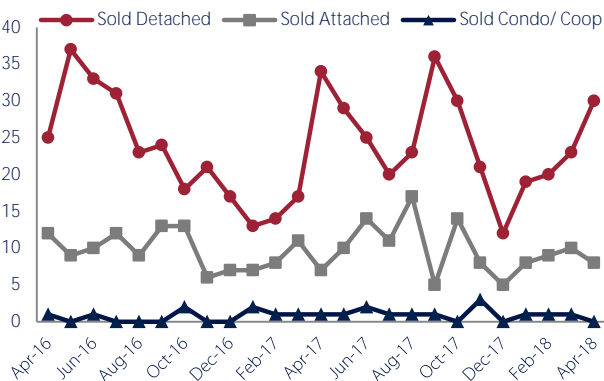
Days On Market

39



Down -20%
Vs. Year Ago

Units Sold*



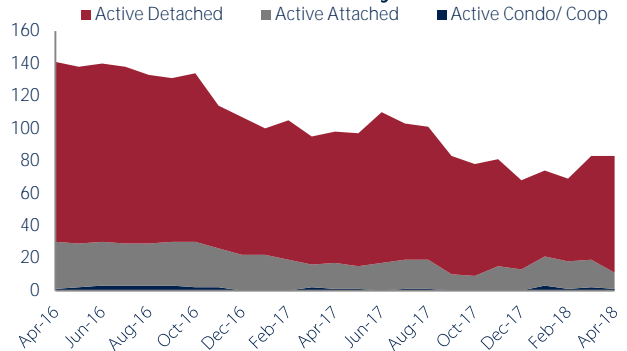
Units Sold

There was an increase in total units sold in April, with 38 sold this month in Stephens City versus 34 last month, an increase of 12%. This month's total units sold was lower than at this time last year, a decrease of 10% versus April 2017.

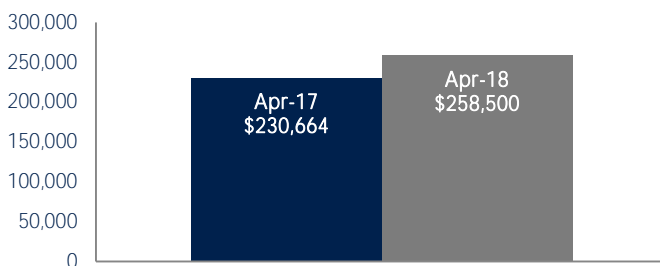
Active Inventory

Versus last year, the total number of homes available this month is lower by 15 units or 15%. The total number of active inventory this April was 83 compared to 98 in April 2017. This month's supply remained stable as compared to last month.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Stephens City Homes was \$230,664. This April, the median sale price was \$258,500, an increase of 12% or \$27,836 compared to last year. The current median sold price is 6% higher than in March.

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





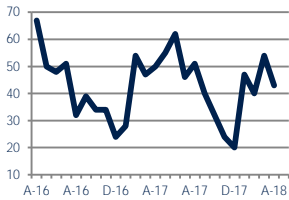
Focus On: Stephens City Housing Market

April 2018

Zip Code(s): 22655

New Listings

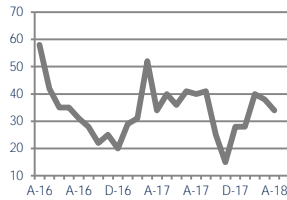
43



Down -14%
Vs. Year Ago

Current Contracts

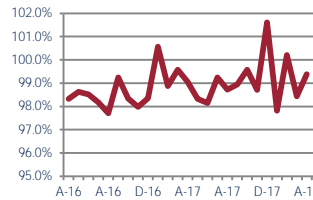
34



No Change
Vs. Year Ago

Sold Vs. List Price

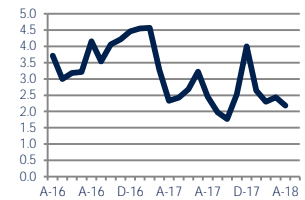
99.4%



No Change
Vs. Year Ago

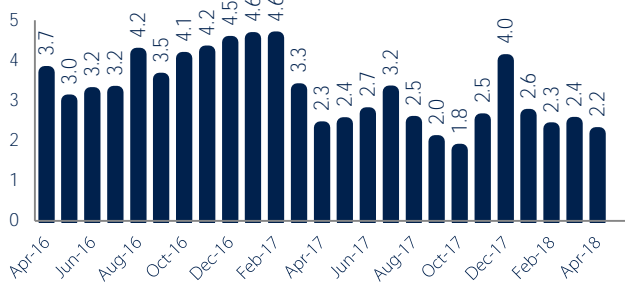
Months of Supply

2.2



Down -6%
Vs. Year Ago

Months Of Supply



Months of Supply

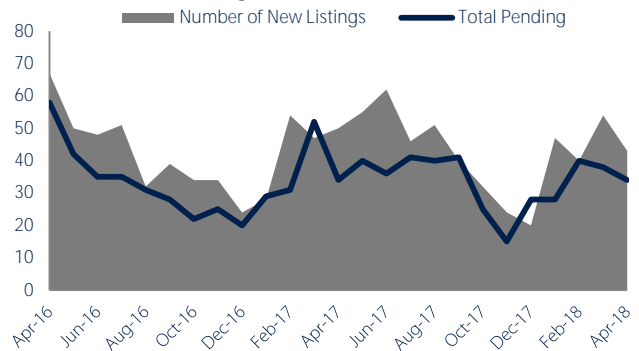
In April, there was 2.2 months of supply available in Stephens City, compared to 2.3 in April 2017. That is a decrease of 6% versus a year ago.

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.

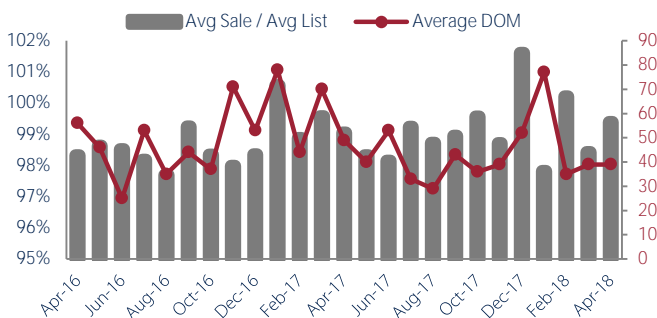
New Listings & Current Contracts

This month there were 43 homes newly listed for sale in Stephens City compared to 50 in April 2017, a decrease of 14%. There were 34 current contracts pending sale this April, consistent with the volume a year ago. The number of current contracts is 11% lower than last month.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Stephens City was 99.4% 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 39, lower than the average last year, which was 49, a decrease of 20%.



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