

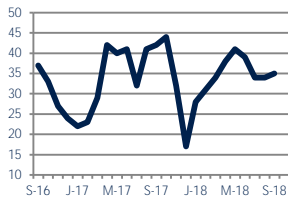
Focus On: Stephens City Housing Market

September 2018

Zip Code(s): 22655

Units Sold

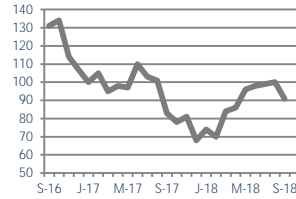
35



Down -17%
Vs. Year Ago

Active Inventory

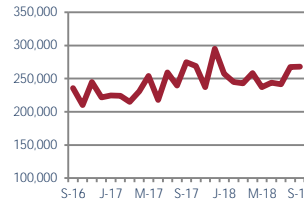
91



Up 10%
Vs. Year Ago

Median Sale Price

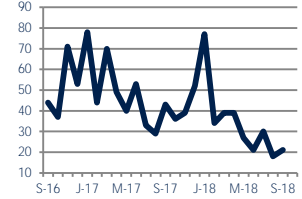
\$268,000



Down -3%
Vs. Year Ago

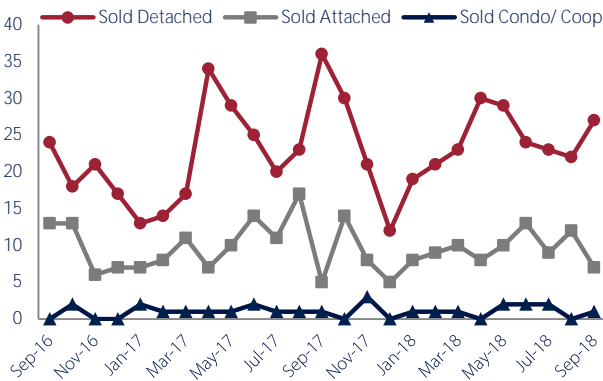
Days On Market

21



Down
Vs. Year Ago

Units Sold*



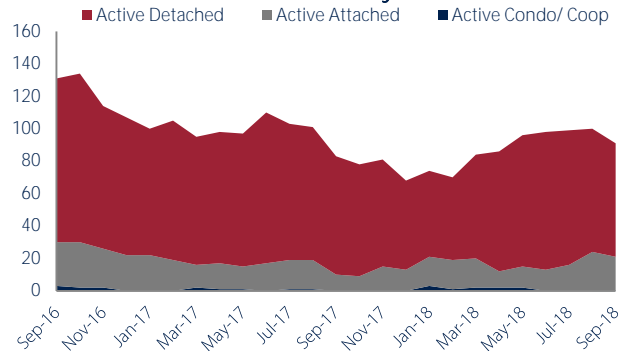
Units Sold

There was an increase in total units sold in September, with 35 sold this month in Stephens City versus 34 last month, an increase of 3%. This month's total units sold was lower than at this time last year, a decrease of 17% versus September 2017.

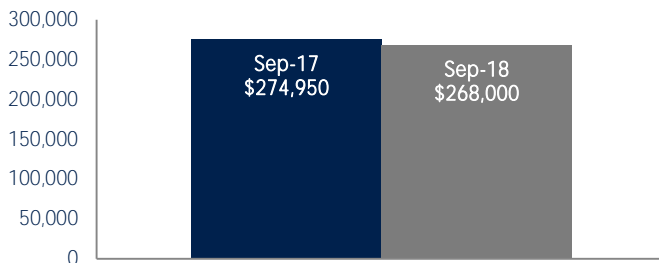
Active Inventory

Versus last year, the total number of homes available this month is higher by 8 units or 10%. The total number of active inventory this September was 91 compared to 83 in September 2017. This month's total of 91 is lower than the previous month's total supply of available inventory of 100, a decrease of 9%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Stephens City Homes was \$274,950. This September, the median sale price was \$268,000, a decrease of 3% or \$6,950 compared to last year. The current median sold price is approximately the same as the median price in August.

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



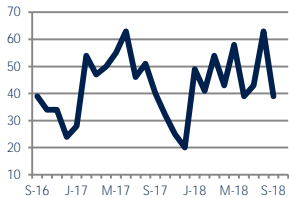
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Zip Code(s): 22655

New Listings

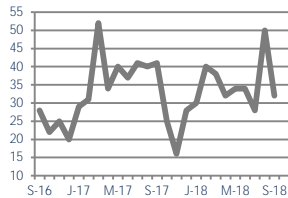
39



Down -3%
Vs. Year Ago

Current Contracts

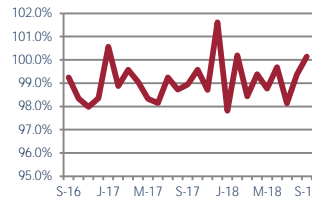
32



Down -22%
Vs. Year Ago

Sold Vs. List Price

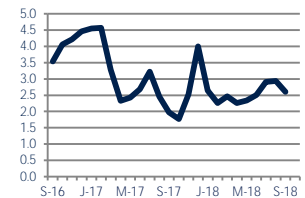
100.1%



Up 1.2%
Vs. Year Ago

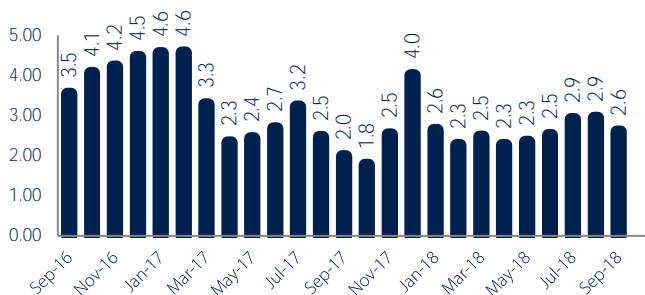
Months of Supply

2.6



Up 31%
Vs. Year Ago

Months Of Supply



Months of Supply

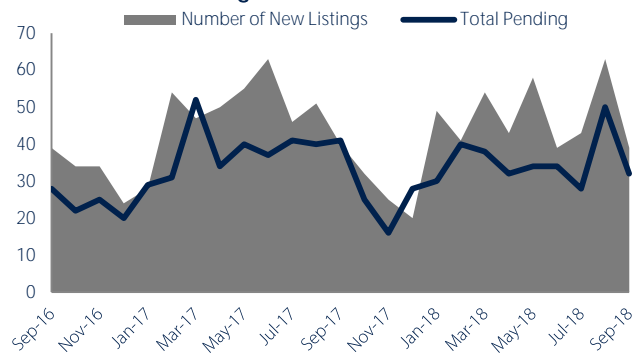
In September, there was 2.6 months of supply available in Stephens City, compared to 2.0 in September 2017. That is an increase of 32% versus a year ago.

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.

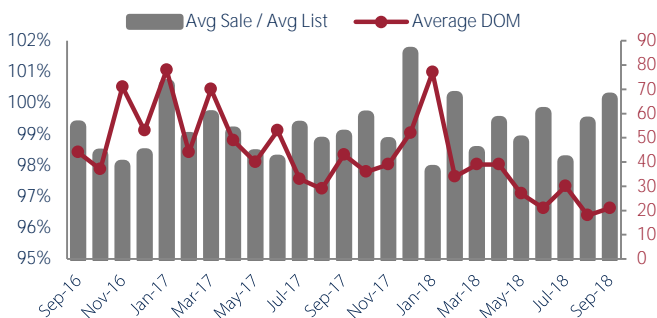
New Listings & Current Contracts

This month there were 39 homes newly listed for sale in Stephens City compared to 40 in September 2017, a decrease of 3%. There were 32 current contracts pending sale this September compared to 41 a year ago. The number of current contracts is 22% lower than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Stephens City was 100.1% of the average list price, which is 1.2% higher than at this time last year.

Days On Market

This month, the average number of days on market was 21, lower than the average last year, which was 43. This decrease was impacted by the limited number of sales.



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