



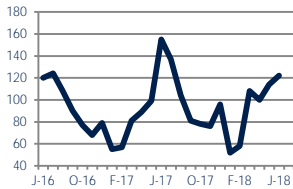
The Long & Foster Market Minute™

Focus On: Aquia, Leeland, and Eastern Stafford Housing Market

June 2018

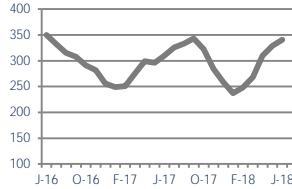
Zip Code(s): 22554

Units Sold
122



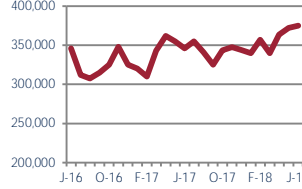
Down -21%
Vs. Year Ago

Active Inventory
341



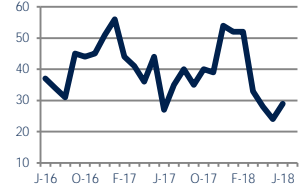
Up 10%
Vs. Year Ago

Median Sale Price
\$375,000



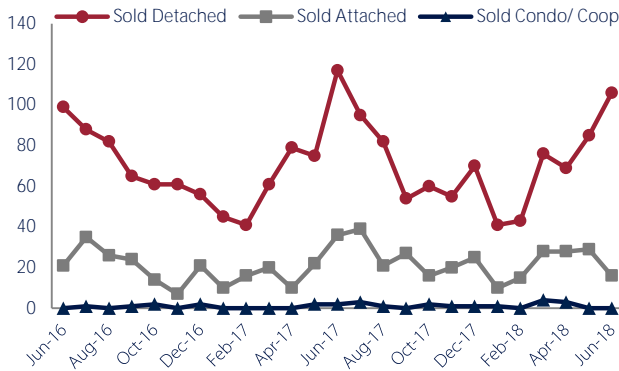
Up 8%
Vs. Year Ago

Days On Market
29



Up 7%
Vs. Year Ago

Units Sold*



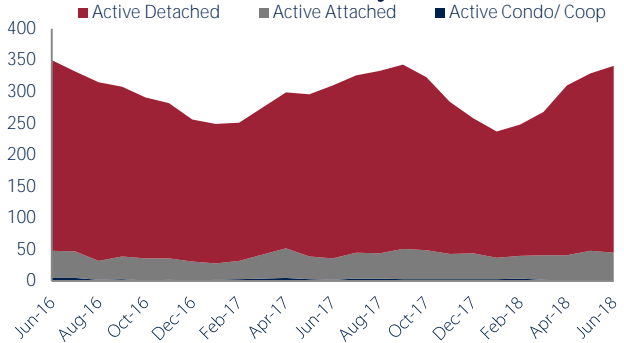
Units Sold

There was an increase in total units sold in June, with 122 sold this month in Aquia, Leeland, and Eastern Stafford versus 114 last month, an increase of 7%. This month's total units sold was lower than at this time last year, a decrease of 21% versus June 2017.

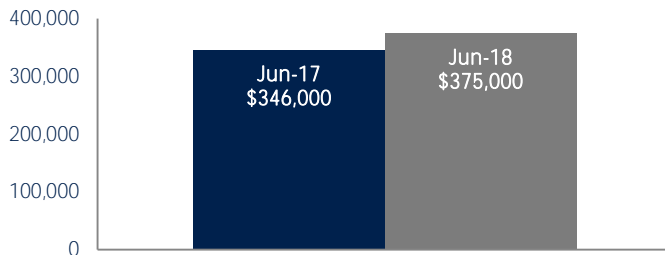
Active Inventory

Versus last year, the total number of homes available this month is higher by 31 units or 10%. The total number of active inventory this June was 341 compared to 310 in June 2017. This month's total of 341 is higher than the previous month's total supply of available inventory of 329, an increase of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Aquia, Leeland, and Eastern Stafford Homes was \$346,000. This June, the median sale price was \$375,000, an increase of 8% or \$29,000 compared to last year. The current median sold price is 1% 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.

Aquia, Leeland, and Eastern Stafford are defined as properties listed in zip code/s 22554.

*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

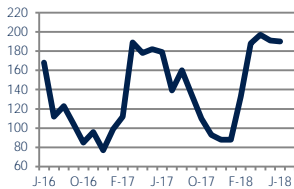




Zip Code(s): 22554

New Listings

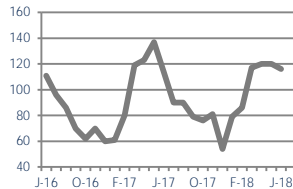
190



Up 6%
Vs. Year Ago

Current Contracts

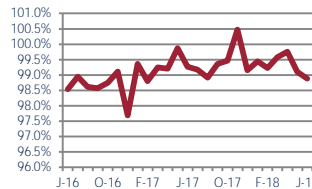
116



Up 2%
Vs. Year Ago

Sold Vs. List Price

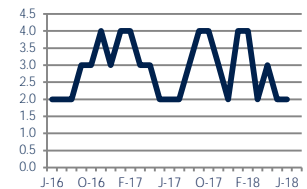
98.9%



No Change
Vs. Year Ago

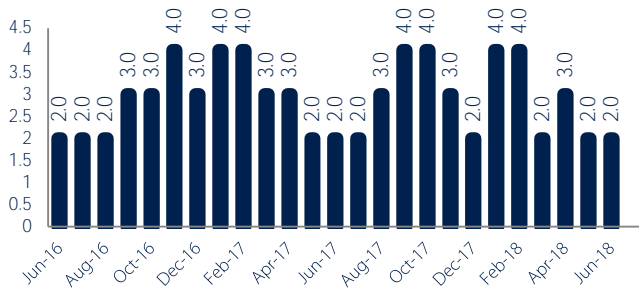
Months of Supply

2.0



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

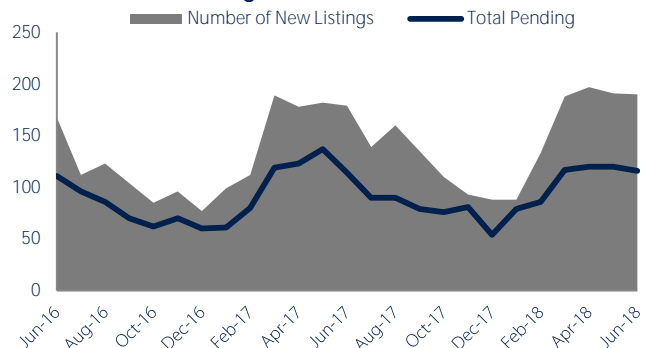
In June, there was 2.8 months of supply available in Aquia, Leeland, and Eastern Stafford, compared to 2.0 in June 2017. That is an increase of 40% versus a year ago.

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.

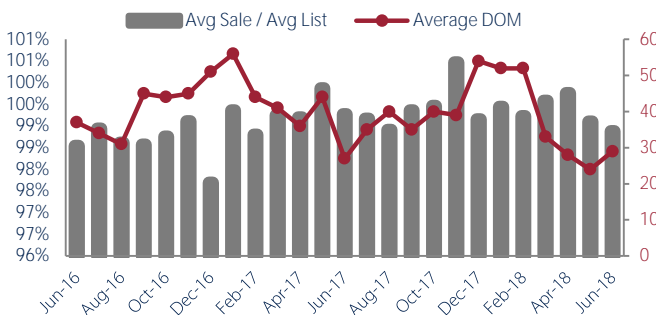
New Listings & Current Contracts

This month there were 190 homes newly listed for sale in Aquia, Leeland, and Eastern Stafford compared to 179 in June 2017, an increase of 6%. There were 116 current contracts pending sale this June compared to 114 a year ago. The number of current contracts is 2% 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 Aquia, Leeland, and Eastern Stafford was 98.9% 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 29, higher than the average last year, which was 27, an increase of 7%.



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