



The Long & Foster Market Minute™

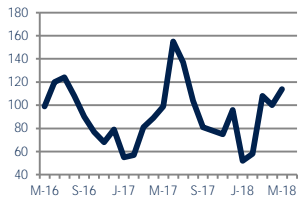
Focus On: Aquia, Leeland, and Eastern Stafford Housing Market

May 2018

Zip Code(s): 22554

Units Sold

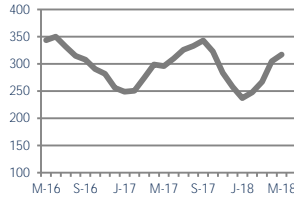
114



Up 15%
Vs. Year Ago

Active Inventory

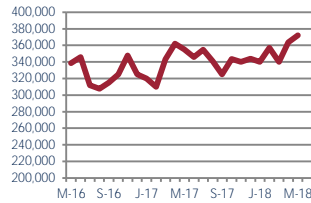
317



Up 7%
Vs. Year Ago

Median Sale Price

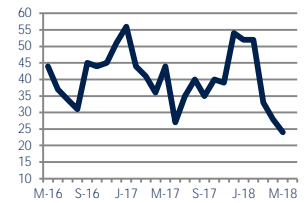
\$372,000



Up 5%
Vs. Year Ago

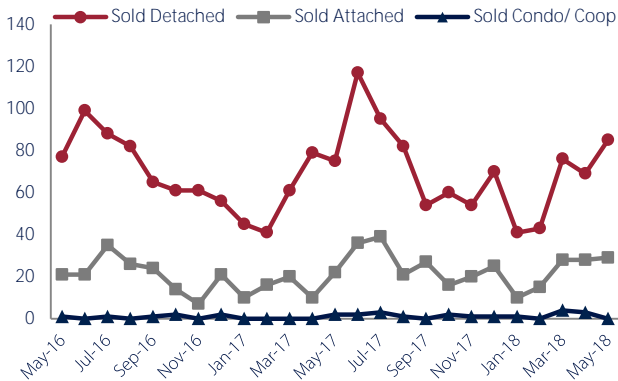
Days On Market

24



Down -45%
Vs. Year Ago

Units Sold*



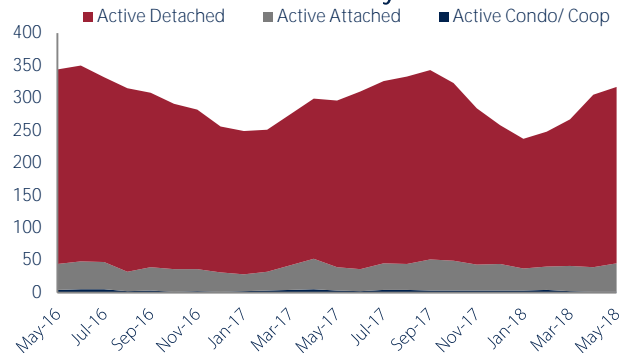
Units Sold

There was an increase in total units sold in May, with 114 sold this month in Aquia, Leeland, and Eastern Stafford versus 100 last month, an increase of 14%. This month's total units sold was higher than at this time last year, an increase of 15% versus May 2017.

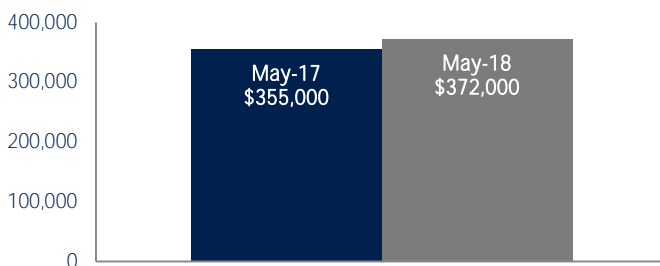
Active Inventory

Versus last year, the total number of homes available this month is higher by 21 units or 7%. The total number of active inventory this May was 317 compared to 296 in May 2017. This month's total of 317 is higher than the previous month's total supply of available inventory of 305, an increase of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for Aquia, Leeland, and Eastern Stafford Homes was \$355,000. This May, the median sale price was \$372,000, an increase of 5% or \$17,000 compared to last year. The current median sold price is 2% higher than in April.

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.

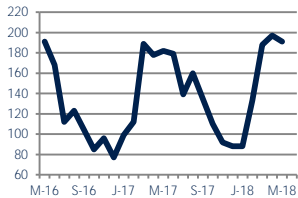
Information included in this report is based on data supplied by MRIS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of MRIS or Long & Foster Real Estate, Inc.



Zip Code(s): 22554

New Listings

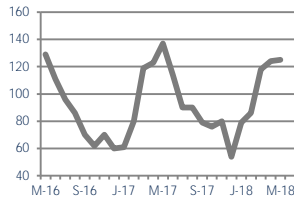
191



Up 5%
Vs. Year Ago

Current Contracts

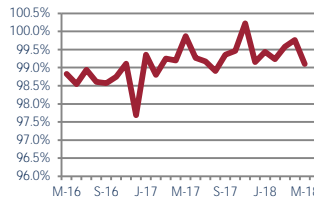
125



Down -9%
Vs. Year Ago

Sold Vs. List Price

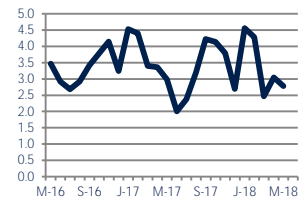
99.1%



Down -0.8%
Vs. Year Ago

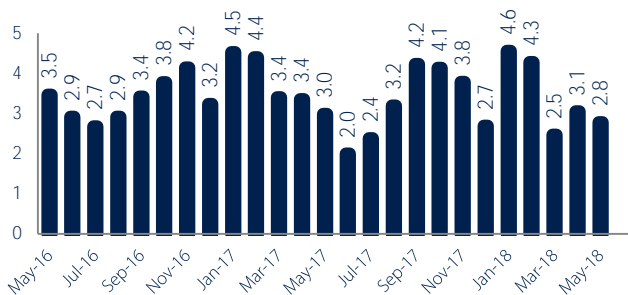
Months of Supply

2.8



Down -7%
Vs. Year Ago

Months Of Supply



Months of Supply

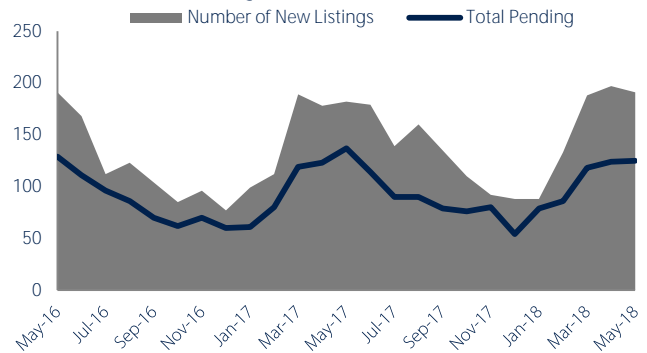
In May, there was 2.8 months of supply available in Aquia, Leeland, and Eastern Stafford, compared to 3.0 in May 2017. That is a decrease of 7% versus a year ago.

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.

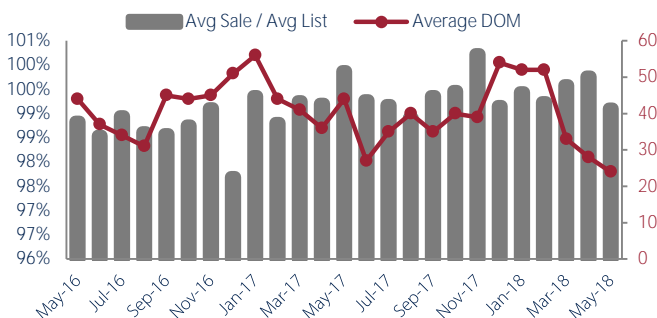
New Listings & Current Contracts

This month there were 191 homes newly listed for sale in Aquia, Leeland, and Eastern Stafford compared to 182 in May 2017, an increase of 5%. There were 125 current contracts pending sale this May compared to 137 a year ago. The number of current contracts is 9% lower than last May.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In May, the average sale price in Aquia, Leeland, and Eastern Stafford was 99.1% of the average list price, which is 0.8% lower than at this time last year.

Days On Market

This month, the average number of days on market was 24, lower than the average last year, which was 44, a decrease of 45%.



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