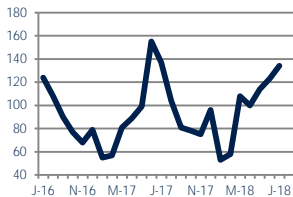


Zip Code(s): 22554

### Units Sold

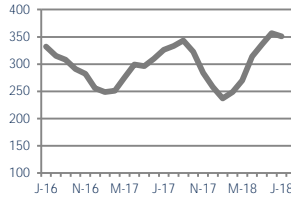
134



Down -2%  
Vs. Year Ago

### Active Inventory

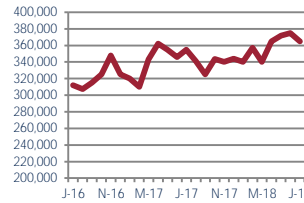
351



Up 8%  
Vs. Year Ago

### Median Sale Price

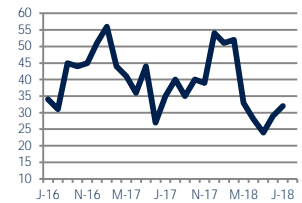
\$365,000



Up 3%  
Vs. Year Ago

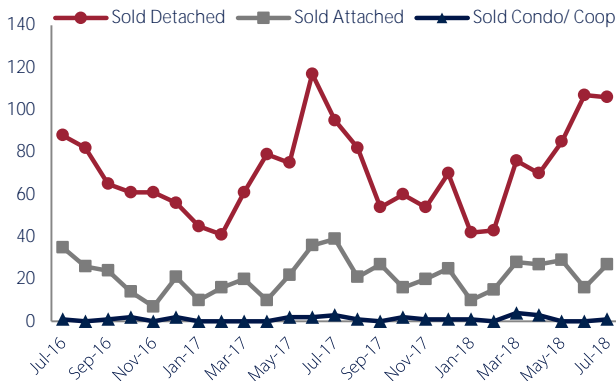
### Days On Market

32



Down -9%  
Vs. Year Ago

### Units Sold\*



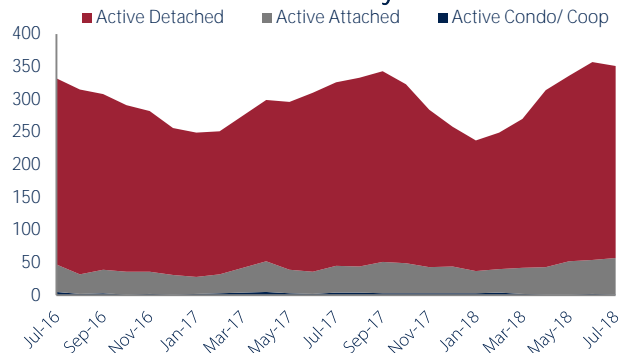
### Units Sold

There was an increase in total units sold in July, with 134 sold this month in Aquia, Leeland, and Eastern Stafford versus 123 last month, an increase of 9%. This month's total units sold was lower than at this time last year, a decrease of 2% versus July 2017.

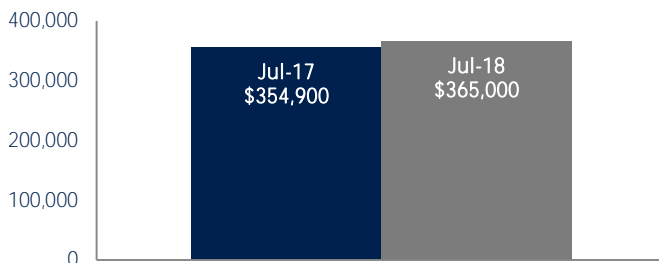
### Active Inventory

Versus last year, the total number of homes available this month is higher by 25 units or 8%. The total number of active inventory this July was 351 compared to 326 in July 2017. This month's total of 351 is lower than the previous month's total supply of available inventory of 357, a decrease of 2%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last July, the median sale price for Aquia, Leeland, and Eastern Stafford Homes was \$354,900. This July, the median sale price was \$365,000, an increase of 3% or \$10,100 compared to last year. The current median sold price is 3% lower than in June.

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.

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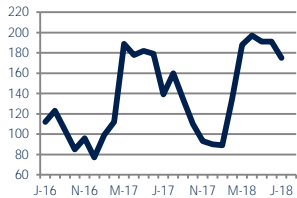
CHRISTIE'S  
INTERNATIONAL REAL ESTATE



Zip Code(s): 22554

**New Listings**

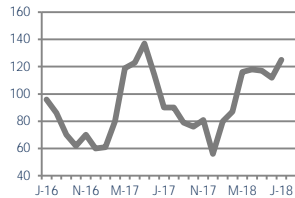
175



Up 26%  
Vs. Year Ago

**Current Contracts**

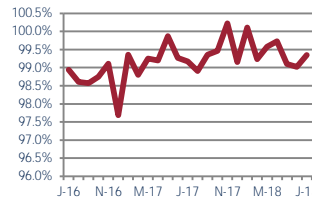
125



Up 39%  
Vs. Year Ago

**Sold Vs. List Price**

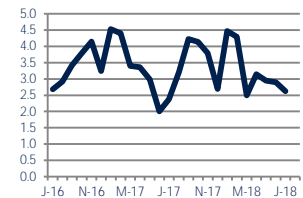
99.4%



No Change  
Vs. Year Ago

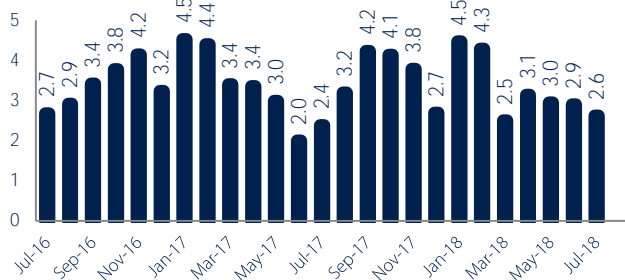
**Months of Supply**

2.6



Up 10%  
Vs. Year Ago

**Months Of Supply**



**Months of Supply**

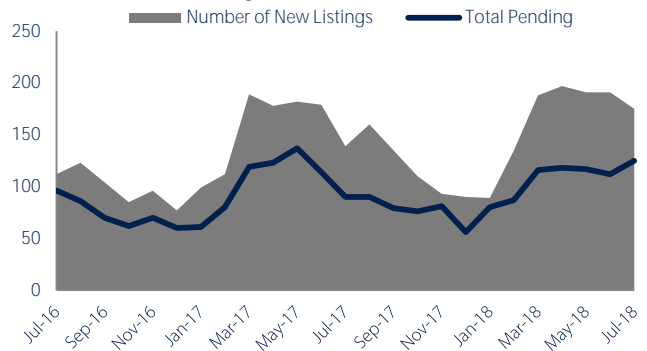
In July, there was 2.6 months of supply available in Aquia, Leeland, and Eastern Stafford, compared to 2.4 in July 2017. That is an increase of 10% versus a year ago.

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.

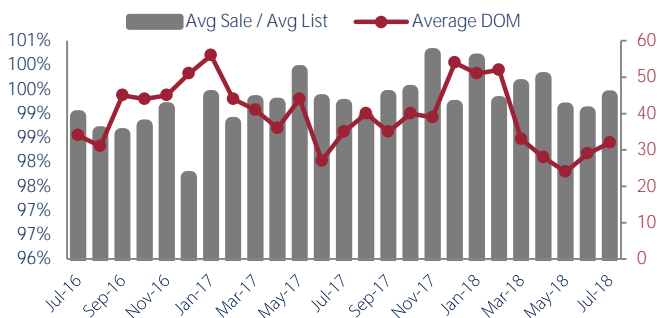
**New Listings & Current Contracts**

This month there were 175 homes newly listed for sale in Aquia, Leeland, and Eastern Stafford compared to 139 in July 2017, an increase of 26%. There were 125 current contracts pending sale this July compared to 90 a year ago. The number of current contracts is 39% higher than last July.

**New Listings & Current Contracts**



**Sale Price/ List Price & DOM**



**Sale Price to List Price Ratio**

In July, the average sale price in Aquia, Leeland, and Eastern Stafford 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 32, lower than the average last year, which was 35, a decrease of 9%.



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