



The Long & Foster Market Minute™

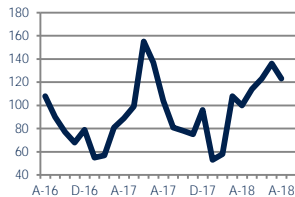
Focus On: Aquia, Leeland, and Eastern Stafford Housing Market

August 2018

Zip Code(s): 22554

Units Sold

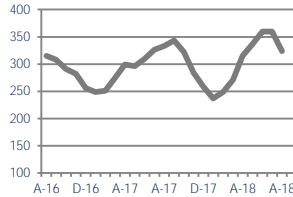
123



Up 18%
Vs. Year Ago

Active Inventory

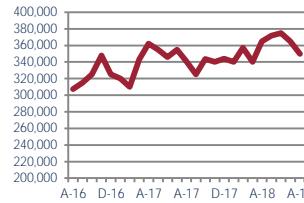
324



Down -3%
Vs. Year Ago

Median Sale Price

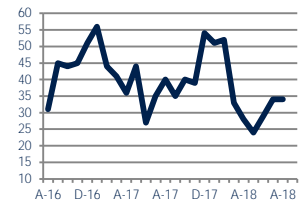
\$349,950



Up 3%
Vs. Year Ago

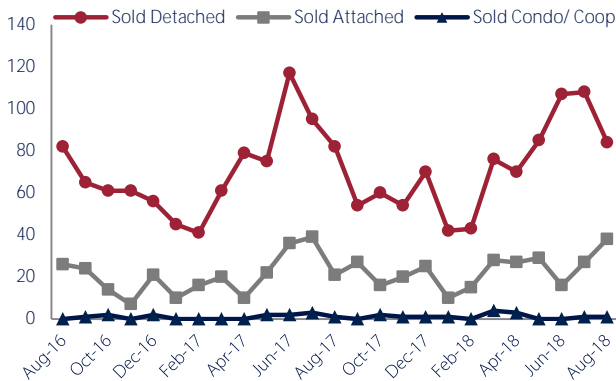
Days On Market

34



Down -15%
Vs. Year Ago

Units Sold*



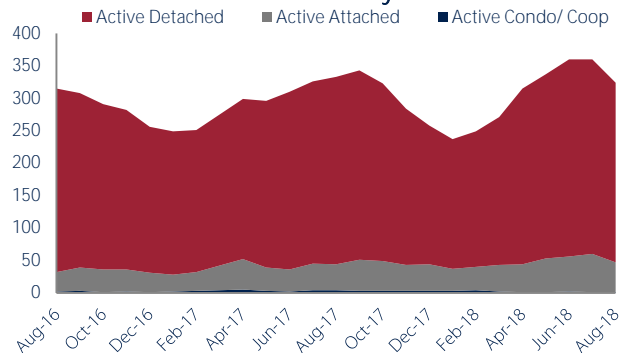
Units Sold

There was a decrease in total units sold in August, with 123 sold this month in Aquia, Leeland, and Eastern Stafford versus 136 last month, a decrease of 10%. This month's total units sold was higher than at this time last year, an increase of 18% versus August 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 9 units or 3%. The total number of active inventory this August was 324 compared to 333 in August 2017. This month's total of 324 is lower than the previous month's total supply of available inventory of 360, a decrease of 10%.

Active Inventory*



Median Sale Price



Median Sale Price

Last August, the median sale price for Aquia, Leeland, and Eastern Stafford Homes was \$341,000. This August, the median sale price was \$349,950, an increase of 3% or \$8,950 compared to last year. The current median sold price is 4% lower than in July.

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

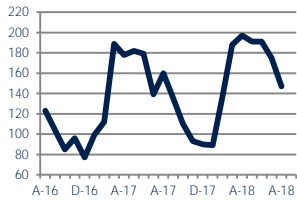




Zip Code(s): 22554

New Listings

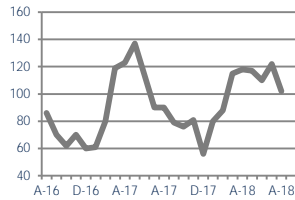
147



Down -8%
Vs. Year Ago

Current Contracts

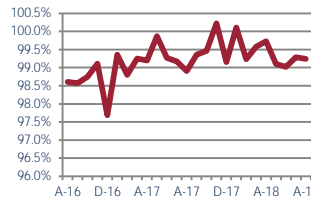
102



Up 13%
Vs. Year Ago

Sold Vs. List Price

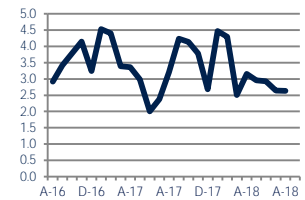
99.2%



No Change
Vs. Year Ago

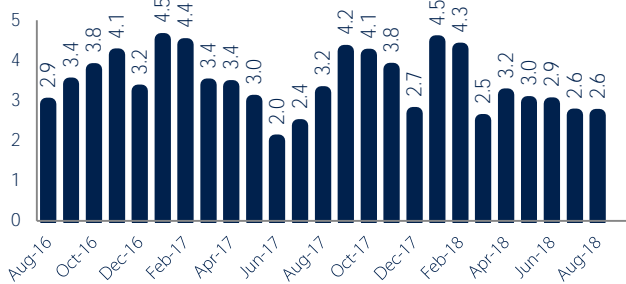
Months of Supply

2.6



Down -18%
Vs. Year Ago

Months Of Supply



Months of Supply

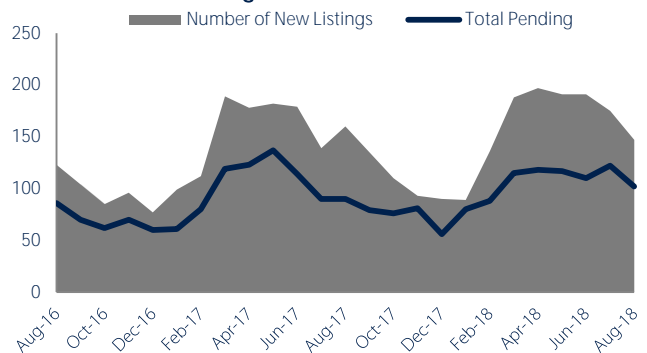
In August, there was 2.6 months of supply available in Aquia, Leeland, and Eastern Stafford, compared to 3.2 in August 2017. That is a decrease of 18% versus a year ago.

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.

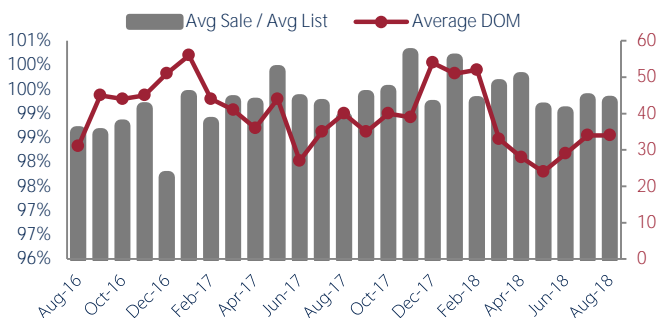
New Listings & Current Contracts

This month there were 147 homes newly listed for sale in Aquia, Leeland, and Eastern Stafford compared to 160 in August 2017, a decrease of 8%. There were 102 current contracts pending sale this August compared to 90 a year ago. The number of current contracts is 13% higher than last August.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In August, the average sale price in Aquia, Leeland, and Eastern Stafford was 99.2% 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 34, lower than the average last year, which was 40, a decrease of 15%.



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