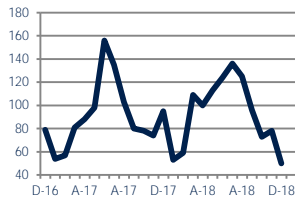


Zip Code(s): 22554

Units Sold

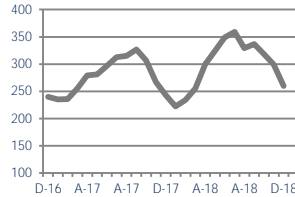
50



Down
Vs. Year Ago

Active Inventory

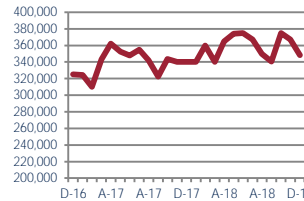
260



Up 7%
Vs. Year Ago

Median Sale Price

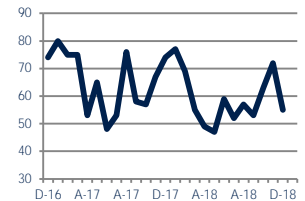
\$348,450



Up 2%
Vs. Year Ago

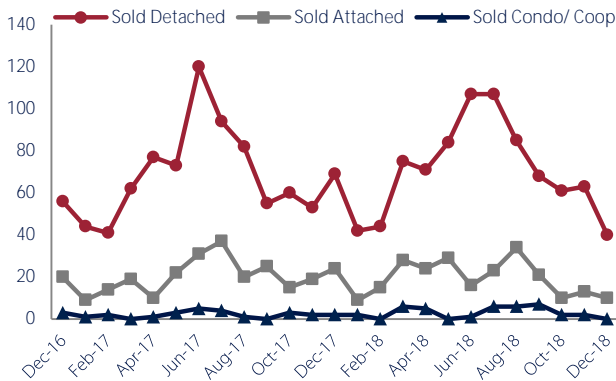
Days On Market

55



Down -26%
Vs. Year Ago

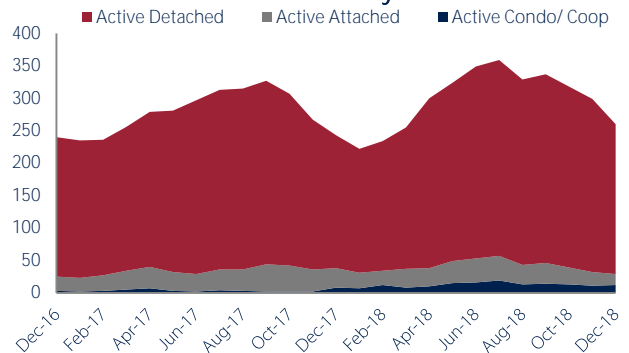
Units Sold*



Units Sold

There was a decrease in total units sold in December, with 50 sold this month in Aquia, Leeland, and Eastern Stafford. This month's total units sold was lower than at this time last year.

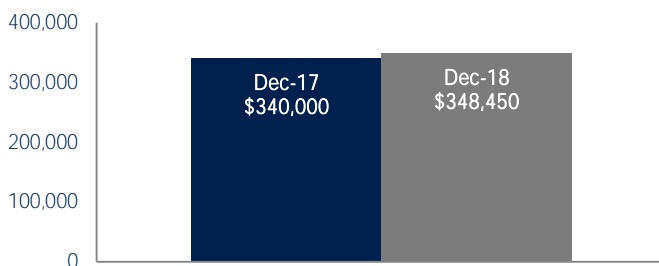
Active Inventory*



Active Inventory

Versus last year, the total number of homes available this month is higher by 17 units or 7%. The total number of active inventory this December was 260 compared to 243 in December 2017. This month's total of 260 is lower than the previous month's total supply of available inventory of 299, a decrease of 13%.

Median Sale Price



Median Sale Price

Last December, the median sale price for Aquia, Leeland, and Eastern Stafford Homes was \$340,000. This December, the median sale price was \$348,450, an increase of 2% or \$8,450 compared to last year. The current median sold price is 5% lower than in November.

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 BRIGHTMLS 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 BRIGHTMLS or Long & Foster Real Estate, Inc.



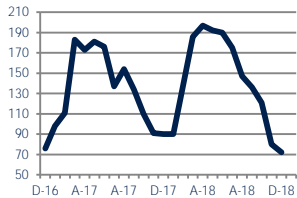
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 22554

New Listings

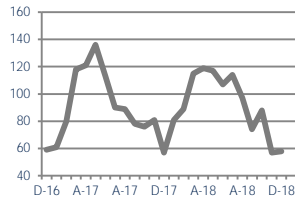
72



Down -20%
Vs. Year Ago

Current Contracts

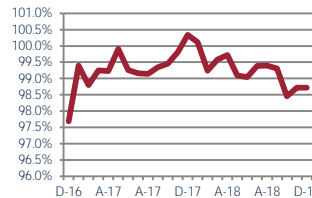
58



Up 2%
Vs. Year Ago

Sold Vs. List Price

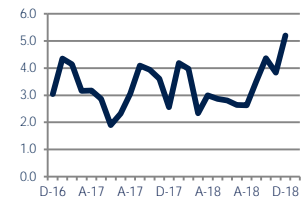
98.7%



Down -1.6%
Vs. Year Ago

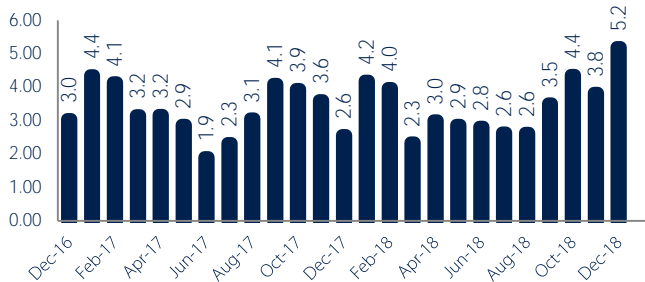
Months of Supply

5.2



Up 103%
Vs. Year Ago

Months Of Supply



Months of Supply

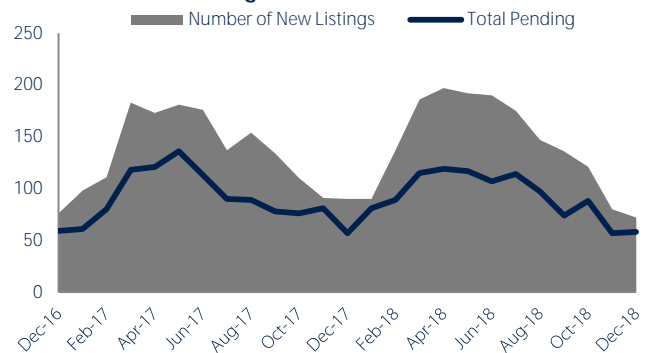
In December, there was 5.2 months of supply available in Aquia, Leeland, and Eastern Stafford, compared to 2.6 in December 2017. That is an increase of 103% versus a year ago.

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.

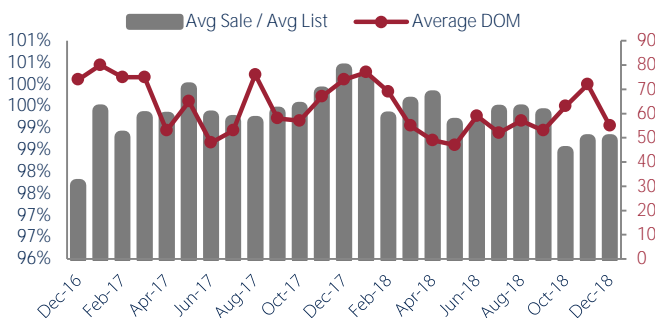
New Listings & Current Contracts

This month there were 72 homes newly listed for sale in Aquia, Leeland, and Eastern Stafford compared to 90 in December 2017, a decrease of 20%. There were 58 current contracts pending sale this December compared to 57 a year ago. The number of current contracts is 2% higher than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Aquia, Leeland, and Eastern Stafford was 98.7% of the average list price, which is 1.6% lower than at this time last year.

Days On Market

This month, the average number of days on market was 55, lower than the average last year, which was 74, a decrease of 26%.



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