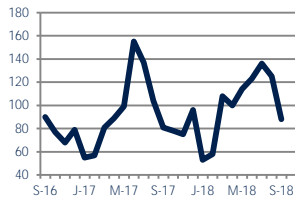


Zip Code(s): 22554

### Units Sold

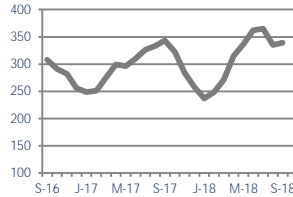
88



Up 9%  
Vs. Year Ago

### Active Inventory

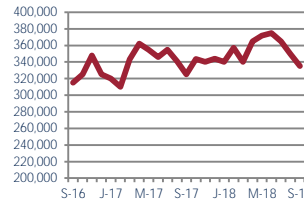
339



Down -1%  
Vs. Year Ago

### Median Sale Price

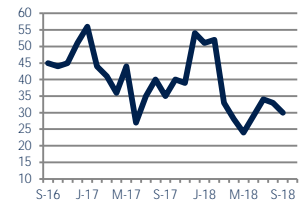
\$335,000



Up 3%  
Vs. Year Ago

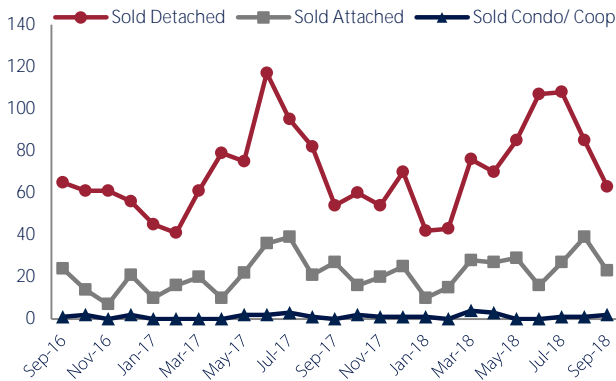
### Days On Market

30



Down -14%  
Vs. Year Ago

### Units Sold\*



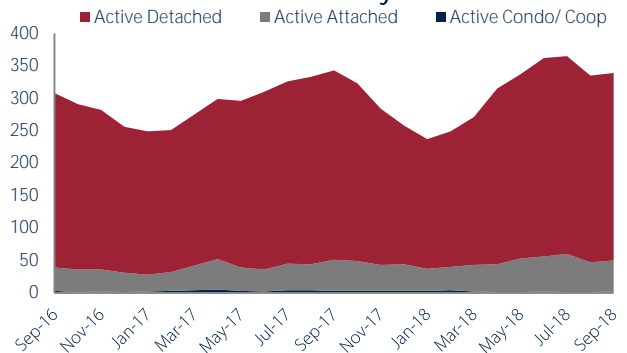
### Units Sold

There was a decrease in total units sold in September, with 88 sold this month in Aquia, Leeland, and Eastern Stafford versus 125 last month, a decrease of 30%. This month's total units sold was higher than at this time last year, an increase of 9% versus September 2017.

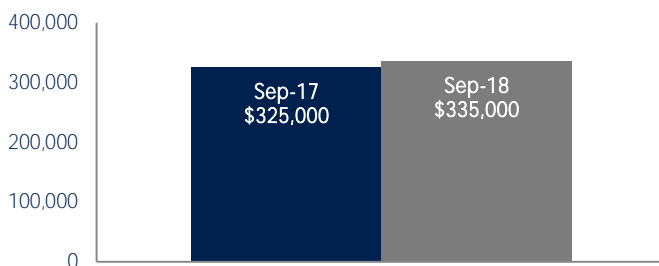
### Active Inventory

Versus last year, the total number of homes available this month is lower by 4 units or 1%. The total number of active inventory this September was 339 compared to 343 in September 2017. This month's total of 339 is higher than the previous month's total supply of available inventory of 335, an increase of 1%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last September, the median sale price for Aquia, Leeland, and Eastern Stafford Homes was \$325,000. This September, the median sale price was \$335,000, an increase of 3% or \$10,000 compared to last year. The current median sold price is 4% lower than in August.

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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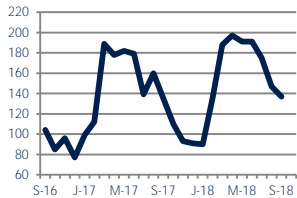
CHRISTIE'S  
INTERNATIONAL REAL ESTATE



Zip Code(s): 22554

### New Listings

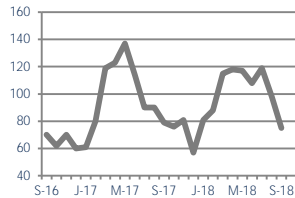
137



Up 1%  
Vs. Year Ago

### Current Contracts

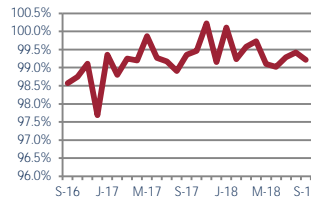
75



Down -5%  
Vs. Year Ago

### Sold Vs. List Price

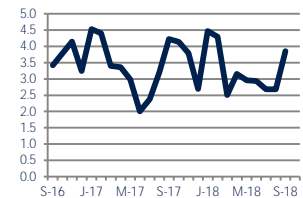
99.2%



No Change  
Vs. Year Ago

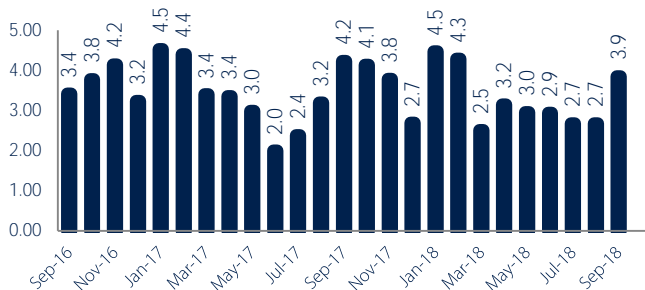
### Months of Supply

3.9



Down -9%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

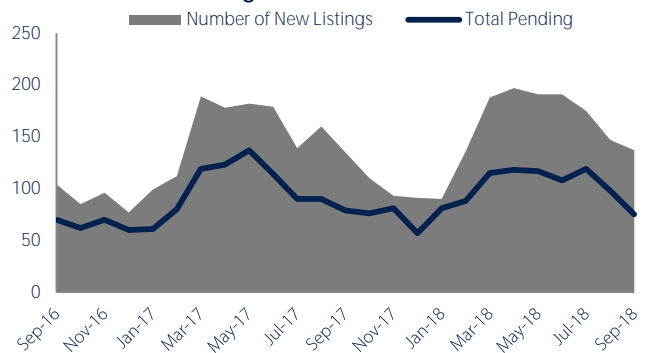
In September, there was 3.9 months of supply available in Aquia, Leeland, and Eastern Stafford, compared to 4.2 in September 2017. That is a decrease of 9% versus a year ago.

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.

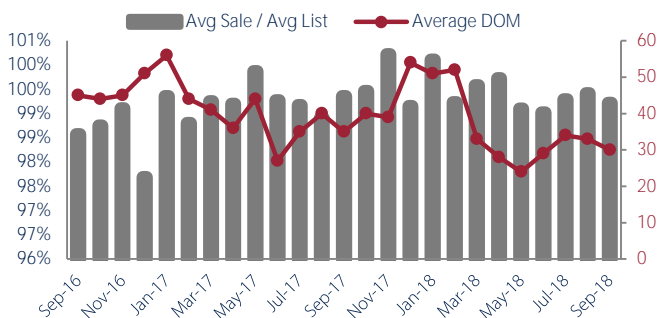
### New Listings & Current Contracts

This month there were 137 homes newly listed for sale in Aquia, Leeland, and Eastern Stafford compared to 135 in September 2017, an increase of 1%. There were 75 current contracts pending sale this September compared to 79 a year ago. The number of current contracts is 5% lower than last September.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In September, 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 30, lower than the average last year, which was 35, a decrease of 14%.



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