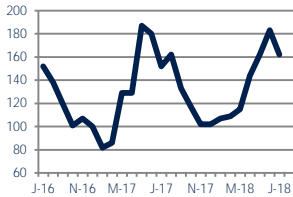


Zip Code(s): 22407 and 22408

### Units Sold

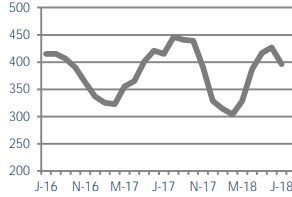
162



Up 7%  
Vs. Year Ago

### Active Inventory

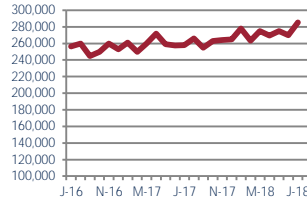
396



Down -5%  
Vs. Year Ago

### Median Sale Price

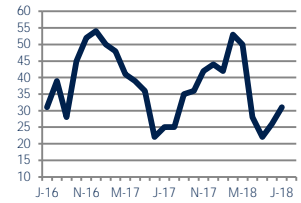
\$285,500



Up 11%  
Vs. Year Ago

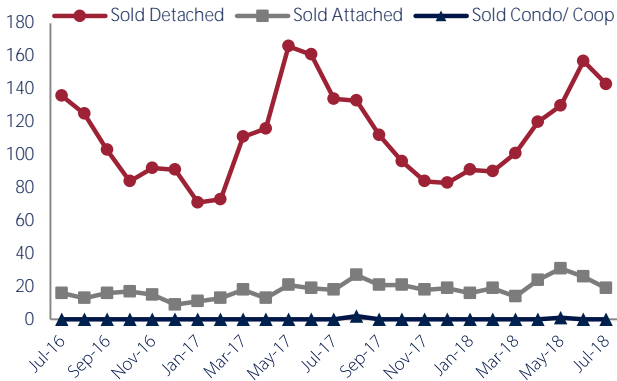
### Days On Market

31



Up 24%  
Vs. Year Ago

### Units Sold\*



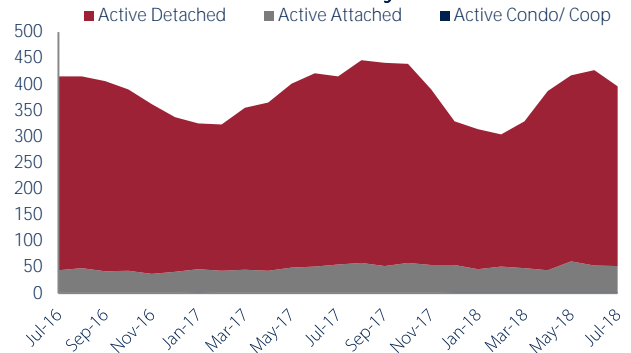
### Units Sold

There was a decrease in total units sold in July, with 162 sold this month in Chancellor and Southern Fredericksburg versus 183 last month, a decrease of 11%. This month's total units sold was higher than at this time last year, an increase of 7% versus July 2017.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 19 units or 5%. The total number of active inventory this July was 396 compared to 415 in July 2017. This month's total of 396 is lower than the previous month's total supply of available inventory of 427, a decrease of 7%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last July, the median sale price for Chancellor and Southern Fredericksburg Homes was \$258,000. This July, the median sale price was \$285,500, an increase of 11% or \$27,500 compared to last year. The current median sold price is 6% higher 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.



Chancellor and Southern Fredericksburg are defined as properties listed in zip code/s 22407 and 22408.

\*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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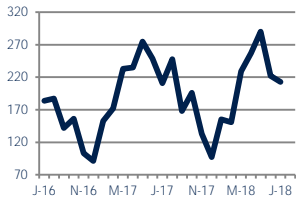




Zip Code(s): 22407 and 22408

### New Listings

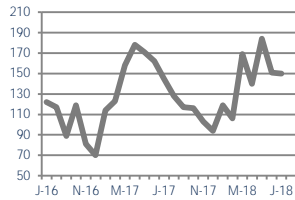
213



Up 1%  
Vs. Year Ago

### Current Contracts

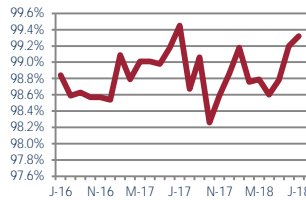
150



Up 3%  
Vs. Year Ago

### Sold Vs. List Price

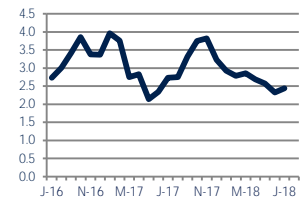
99.3%



No Change  
Vs. Year Ago

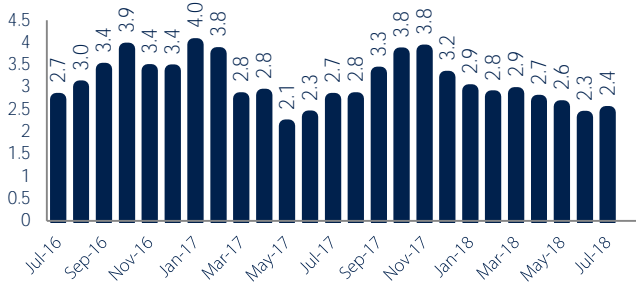
### Months of Supply

2.4



Down -11%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

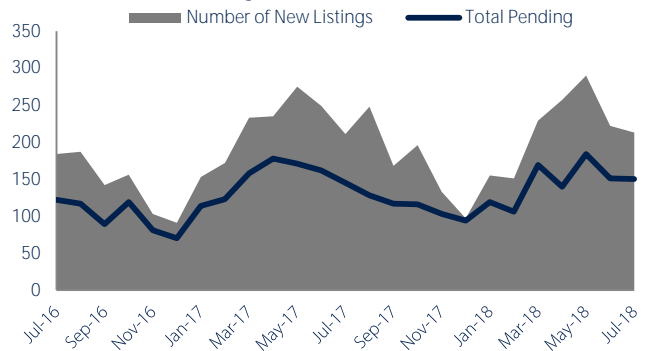
In July, there was 2.4 months of supply available in Chancellor and Southern Fredericksburg, compared to 2.7 in July 2017. That is a decrease of 10% versus a year ago.

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.

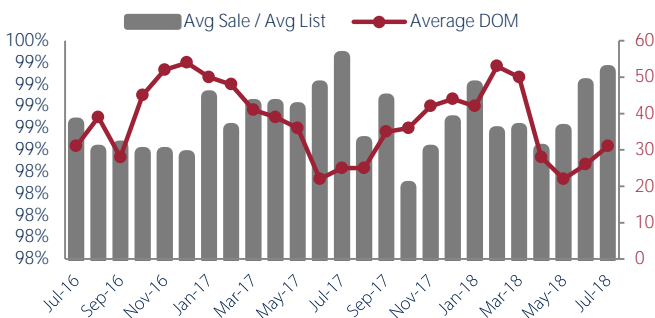
### New Listings & Current Contracts

This month there were 213 homes newly listed for sale in Chancellor and Southern Fredericksburg compared to 211 in July 2017, an increase of 1%. There were 150 current contracts pending sale this July compared to 145 a year ago. The number of current contracts is 3% 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 Chancellor and Southern Fredericksburg was 99.3% 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 31, higher than the average last year, which was 25, an increase of 24%.



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