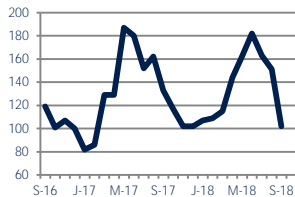


Zip Code(s): 22407 and 22408

Units Sold

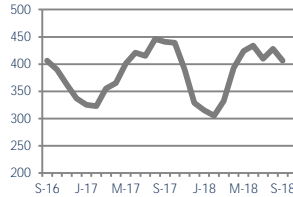
102



Down -23%
Vs. Year Ago

Active Inventory

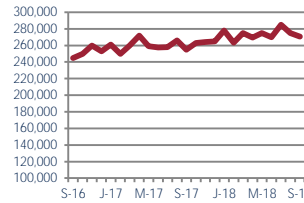
406



Down -8%
Vs. Year Ago

Median Sale Price

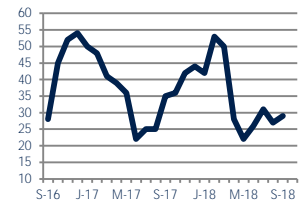
\$270,750



Up 6%
Vs. Year Ago

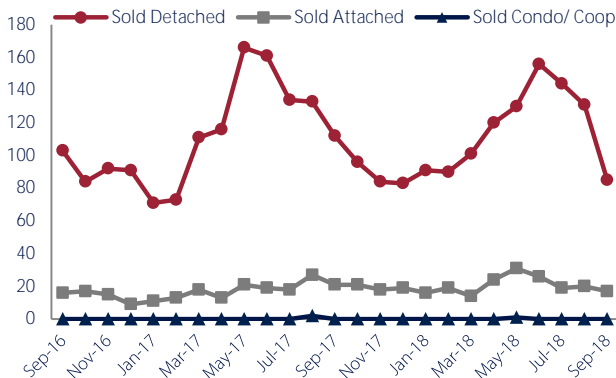
Days On Market

29



Down -17%
Vs. Year Ago

Units Sold*



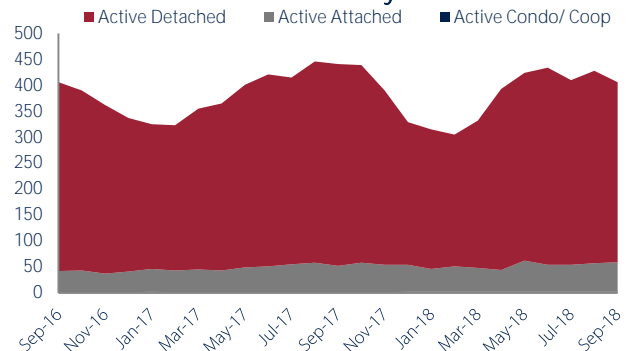
Units Sold

There was a decrease in total units sold in September, with 102 sold this month in Chancellor and Southern Fredericksburg versus 151 last month, a decrease of 32%. This month's total units sold was lower than at this time last year, a decrease of 23% versus September 2017.

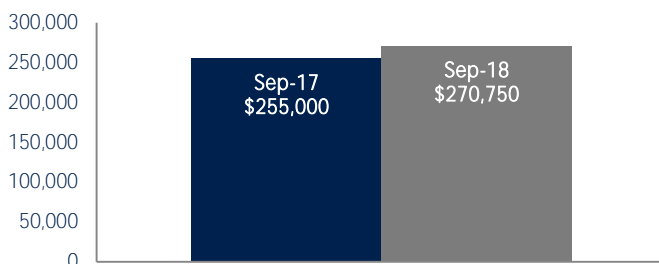
Active Inventory

Versus last year, the total number of homes available this month is lower by 35 units or 8%. The total number of active inventory this September was 406 compared to 441 in September 2017. This month's total of 406 is lower than the previous month's total supply of available inventory of 428, a decrease of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Chancellor and Southern Fredericksburg Homes was \$255,000. This September, the median sale price was \$270,750, an increase of 6% or \$15,750 compared to last year. The current median sold price is 2% 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.

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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The Long & Foster Market Minute™

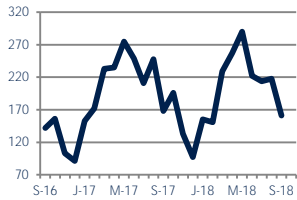
Focus On: Chancellor and Southern Fredericksburg Housing Market

September 2018

Zip Code(s): 22407 and 22408

New Listings

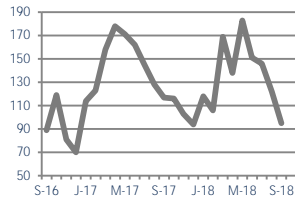
161



Down -4%
Vs. Year Ago

Current Contracts

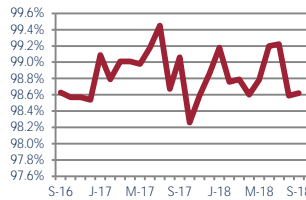
95



Down -19%
Vs. Year Ago

Sold Vs. List Price

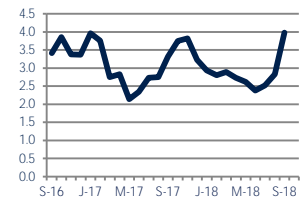
98.6%



No Change
Vs. Year Ago

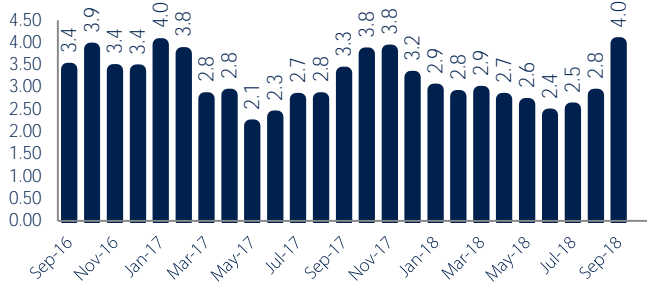
Months of Supply

4.0



Up 20%
Vs. Year Ago

Months Of Supply



Months of Supply

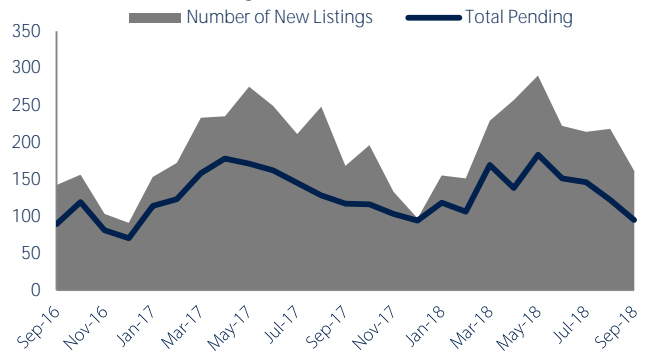
In September, there was 4.0 months of supply available in Chancellor and Southern Fredericksburg, compared to 3.3 in September 2017. That is an increase of 20% versus a year ago.

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.

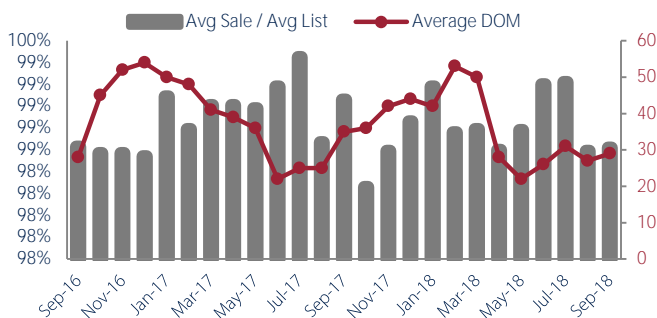
New Listings & Current Contracts

This month there were 161 homes newly listed for sale in Chancellor and Southern Fredericksburg compared to 168 in September 2017, a decrease of 4%. There were 95 current contracts pending sale this September compared to 117 a year ago. The number of current contracts is 19% 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 Chancellor and Southern Fredericksburg was 98.6% 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 29, lower than the average last year, which was 35, a decrease of 17%.



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