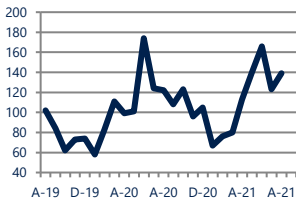




Zip Code(s): 22471, 22406, 22403 and 22405

Units Sold

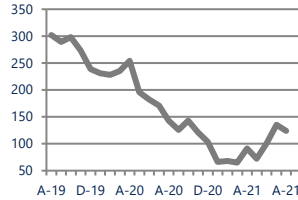
139



Up 14%
Vs. Year Ago

Active Inventory

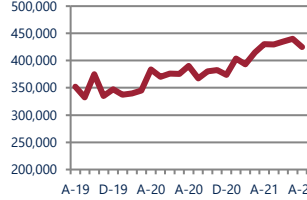
124



Down -13%
Vs. Year Ago

Median Sale Price

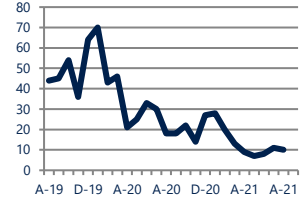
\$425,000



Up 9%
Vs. Year Ago

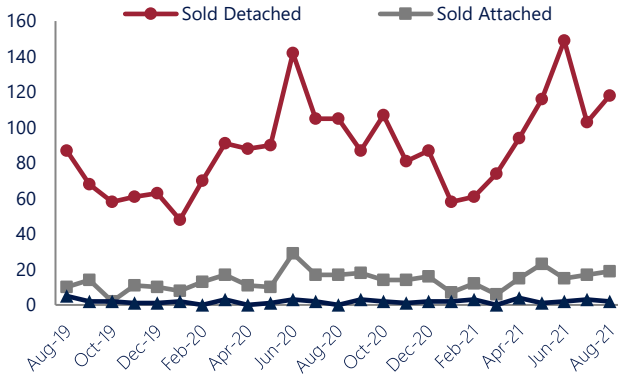
Days On Market

10



Down -44%
Vs. Year Ago

Units Sold*



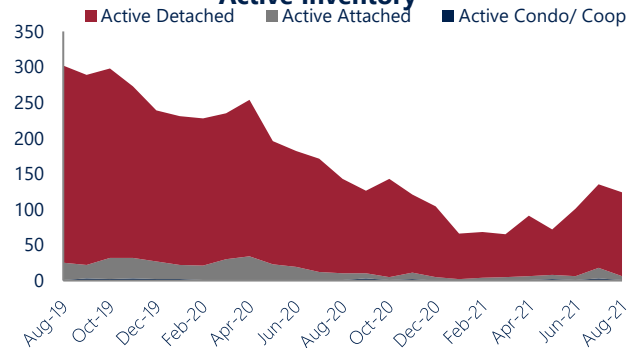
Units Sold

There was an increase in total units sold in August, with 139 sold this month in Falmouth, Hartwood, and Northern Fredericksburg versus 123 last month, an increase of 13%. This month's total units sold was higher than at this time last year, an increase of 14% versus August 2020.

Active Inventory

Versus last year, the total number of homes available this month is lower by 19 units or 13%. The total number of active inventory this August was 124 compared to 143 in August 2020. This month's total of 124 is lower than the previous month's total supply of available inventory of 135, a decrease of 8%.

Active Inventory*



Median Sale Price



Median Sale Price

Last August, the median sale price for Falmouth, Hartwood, and Northern Fredericksburg Homes was \$390,000. This August, the median sale price was \$425,000, an increase of 9% or \$35,000 compared to last year. The current median sold price is 3% 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.

Falmouth, Hartwood, and Northern Fredericksburg are defined as properties listed in zip code/s 22471, 22406, 22403 and 22405.

*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.

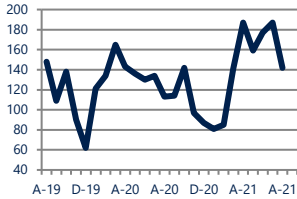




Zip Code(s): 22471, 22406, 22403 and 22405

New Listings

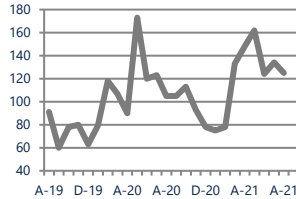
142



Up 26%
Vs. Year Ago

Current Contracts

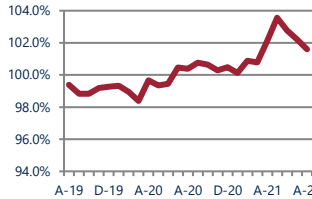
125



Up 19%
Vs. Year Ago

Sold Vs. List Price

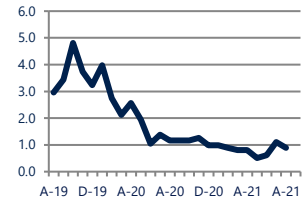
101.6%



Up 1.2%
Vs. Year Ago

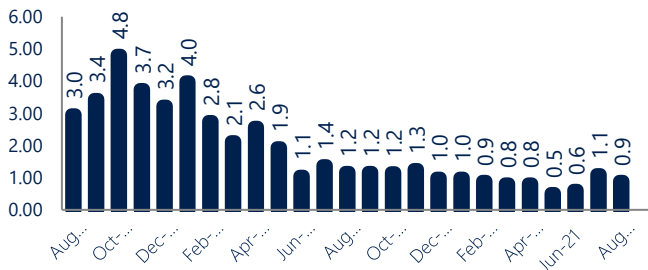
Months of Supply

0.9



Down -24%
Vs. Year Ago

Months Of Supply



Months of Supply

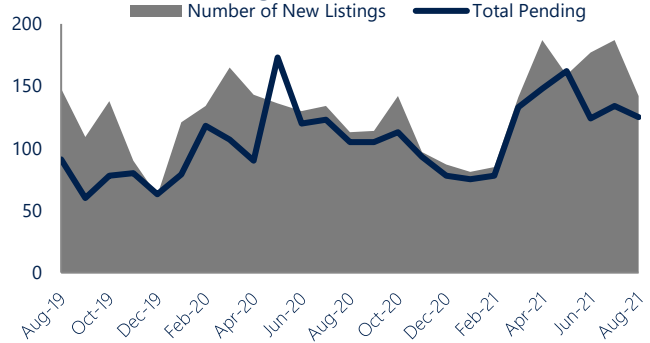
In August, there was 0.9 months of supply available in Falmouth, Hartwood, and Northern Fredericksburg, compared to 1.2 in August 2020. That is a decrease of 24% versus a year ago.

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.

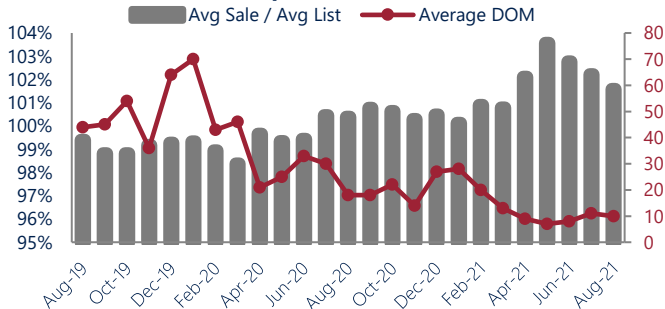
New Listings & Current Contracts

This month there were 142 homes newly listed for sale in Falmouth, Hartwood, and Northern Fredericksburg compared to 113 in August 2020, an increase of 26%. There were 125 current contracts pending sale this August compared to 105 a year ago. The number of current contracts is 19% 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 Falmouth, Hartwood, and Northern Fredericksburg was 101.6% of the average list price, which is 1.2% higher than at this time last year.

Days On Market

This month, the average number of days on market was 10, lower than the average last year, which was 18, a decrease of 44%.



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