

THE LONG & FOSTER MARKET MINUTE™

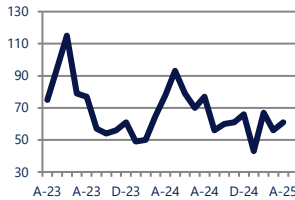
FOCUS ON: **FALMOUTH, HARTWOOD, AND NORTHERN FREDERICKSBURG HOUSING MARKET**

APRIL 2025

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

Units Sold

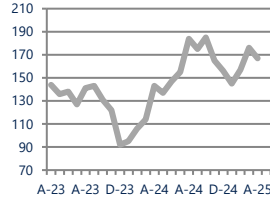
61



Down -22%
Vs. Year Ago

Active Inventory

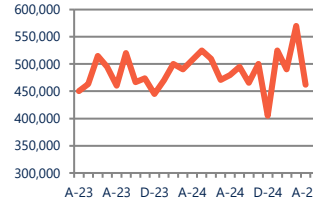
167



Up 17%
Vs. Year Ago

Median Sale Price

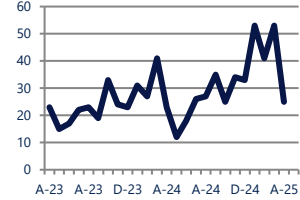
\$461,825



Down -9%
Vs. Year Ago

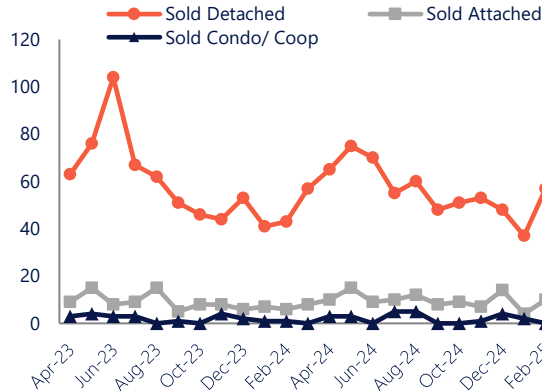
Days On Market

25



Up 9%
Vs. Year Ago

Units Sold*



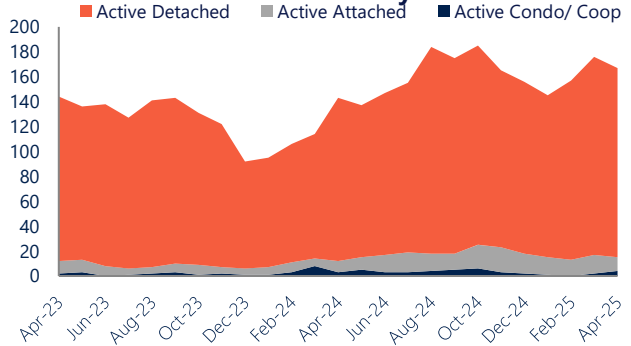
Units Sold

There was an increase in total units sold in April, with 61 sold this month in Falmouth, Hartwood, and Northern Fredericksburg versus 56 last month, an increase of 9%. This month's total units sold was lower than at this time last year, a decrease of 22% versus April 2024.

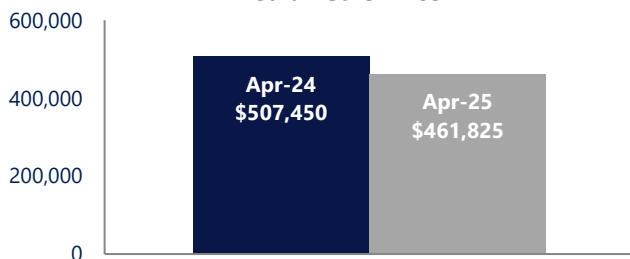
Active Inventory

Versus last year, the total number of homes available this month is higher by 24 units or 17%. The total number of active inventory this April was 167 compared to 143 in April 2024. This month's total of 167 is lower than the previous month's total supply of available inventory of 176, a decrease of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Falmouth, Hartwood, and Northern Fredericksburg Homes was \$507,450. This April, the median sale price was \$461,825, a decrease of 9% or \$45,625 compared to last year. The current median sold price is 19% lower than in March.

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.

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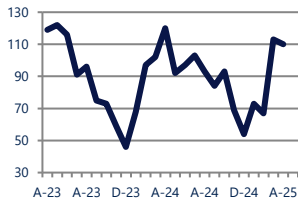
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APRIL 2025

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

New Listings

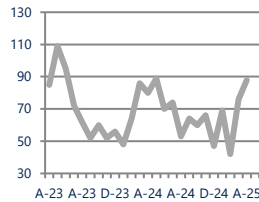
110



Down -8%
Vs. Year Ago

Current Contracts

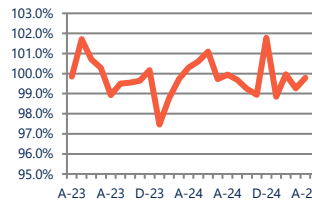
88



Up 10%
Vs. Year Ago

Sold Vs. List Price

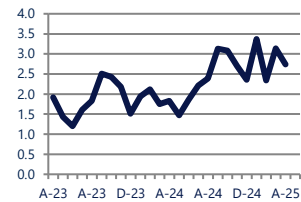
99.8%



No Change
Vs. Year Ago

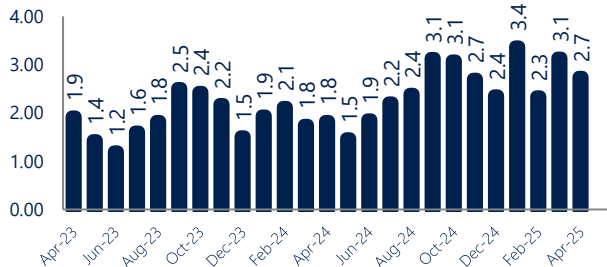
Months of Supply

2.7



Up 50%
Vs. Year Ago

Months Of Supply



Months of Supply

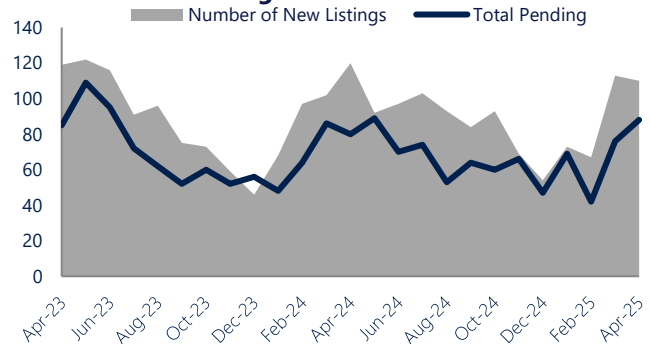
In April, there was 2.7 months of supply available in Falmouth, Hartwood, and Northern Fredericksburg, compared to 1.8 in April 2024. That is an increase of 49% versus a year ago.

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.

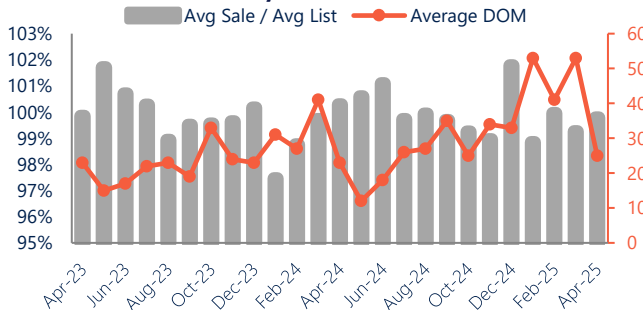
New Listings & Current Contracts

This month there were 110 homes newly listed for sale in Falmouth, Hartwood, and Northern Fredericksburg compared to 120 in April 2024, a decrease of 8%. There were 88 current contracts pending sale this April compared to 80 a year ago. The number of current contracts is 10% higher than last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Falmouth, Hartwood, and Northern Fredericksburg was 99.8% 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 25, higher than the average last year, which was 23, an increase of 9%.

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