



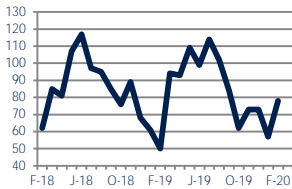
The Long & Foster Market Minute™

Focus On: Falmouth, Hartwood, and Northern Fredericksburg Housing Market

February 2020

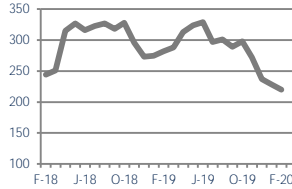
Zip Code(s): 22471, 22406, 22403 and 22405

Units Sold
78



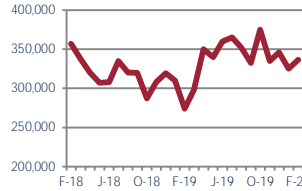
Up
Vs. Year Ago

Active Inventory
220



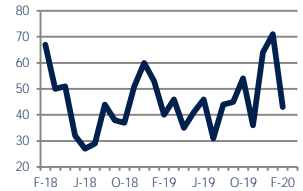
Down -22%
Vs. Year Ago

Median Sale Price
\$336,700



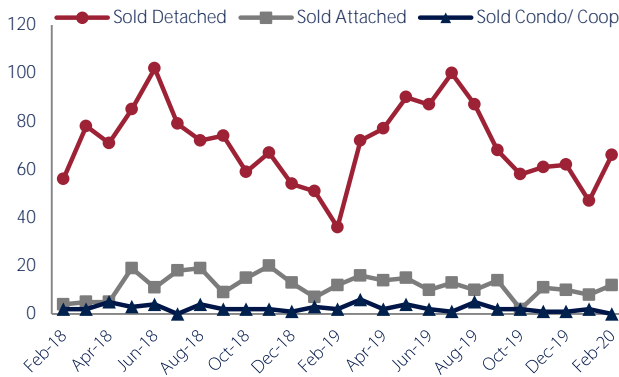
Up 23%
Vs. Year Ago

Days On Market
43



Up 7%
Vs. Year Ago

Units Sold*



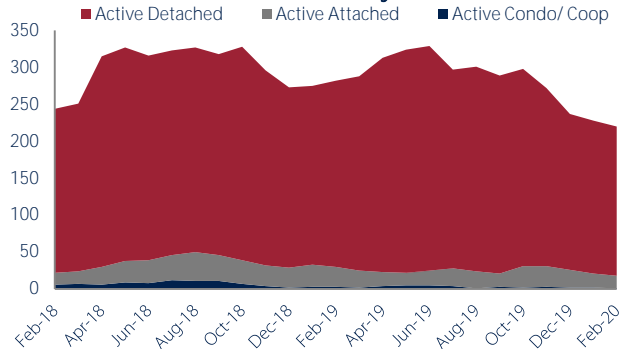
Units Sold

There was an increase in total units sold in February, with 78 sold this month in Falmouth, Hartwood, and Northern Fredericksburg. This month's total units sold was higher than at this time last year.

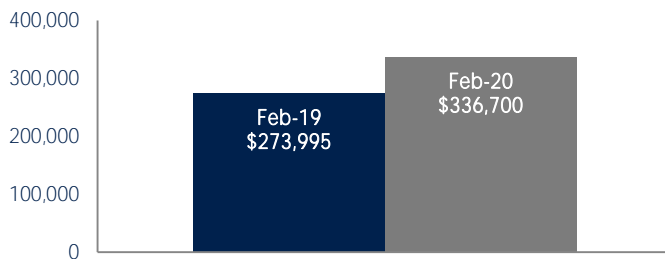
Active Inventory

Versus last year, the total number of homes available this month is lower by 62 units or 22%. The total number of active inventory this February was 220 compared to 282 in February 2019. This month's total of 220 is lower than the previous month's total supply of available inventory of 228, a decrease of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last February, the median sale price for Falmouth, Hartwood, and Northern Fredericksburg Homes was \$273,995. This February, the median sale price was \$336,700, an increase of 23% or \$62,705 compared to last year. The current median sold price is 4% higher than in January.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



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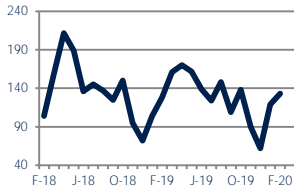
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by BRIGHTMLS 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

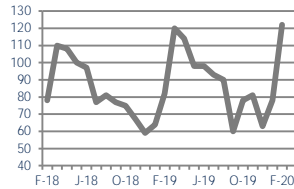
133



Up 4%
Vs. Year Ago

Current Contracts

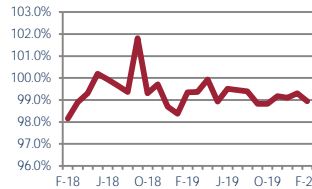
122



Up 49%
Vs. Year Ago

Sold Vs. List Price

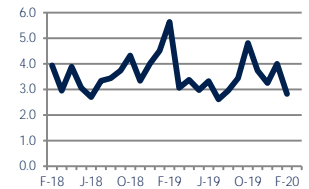
98.9%



No Change
Vs. Year Ago

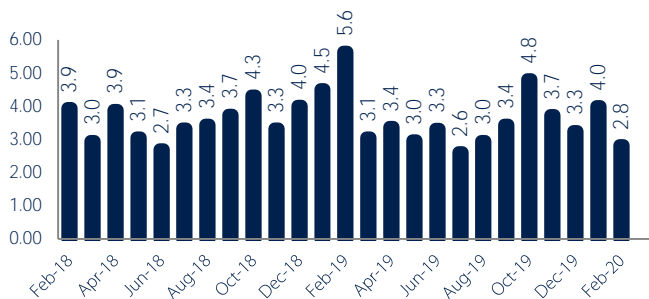
Months of Supply

2.8



Down -50%
Vs. Year Ago

Months Of Supply



Months of Supply

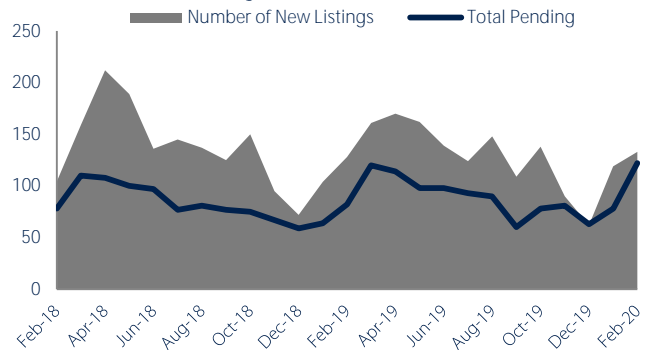
In February, there was 2.8 months of supply available in Falmouth, Hartwood, and Northern Fredericksburg, compared to 5.6 in February 2019. That is a decrease of 50% versus a year ago.

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.

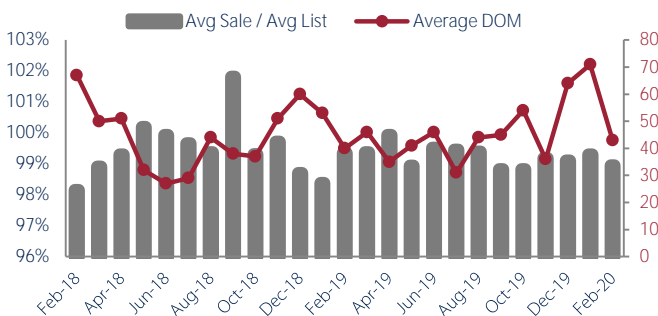
New Listings & Current Contracts

This month there were 133 homes newly listed for sale in Falmouth, Hartwood, and Northern Fredericksburg compared to 128 in February 2019, an increase of 4%. There were 122 current contracts pending sale this February compared to 82 a year ago. The number of current contracts is 49% higher than last February.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In February, the average sale price in Falmouth, Hartwood, and Northern Fredericksburg was 98.9% 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 43, higher than the average last year, which was 40, an increase of 8%.



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