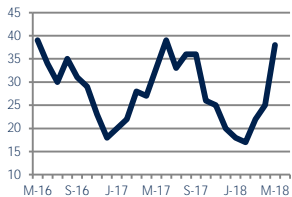




Units Sold

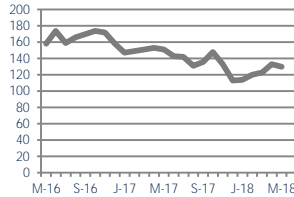
38



Up
Vs. Year Ago

Active Inventory

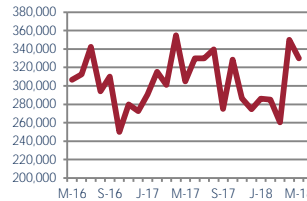
130



Down -14%
Vs. Year Ago

Median Sale Price

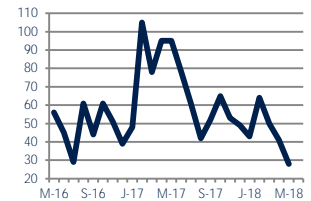
\$329,950



Up 8%
Vs. Year Ago

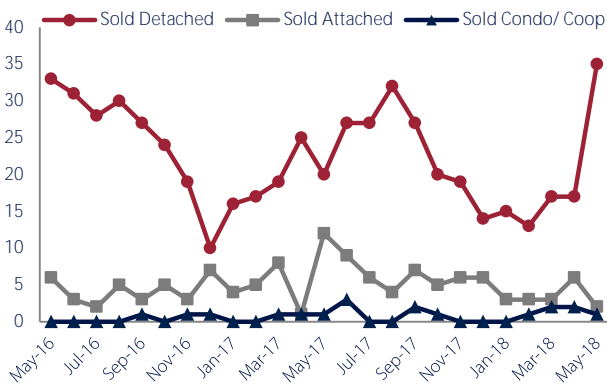
Days On Market

28



Down
Vs. Year Ago

Units Sold*



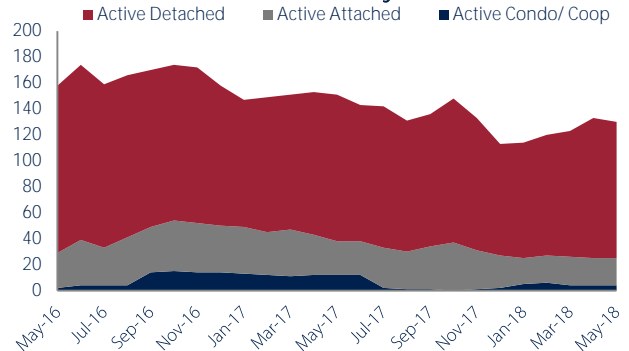
Units Sold

With relatively few transactions, there was an increase in total units sold in May, with 38 sold this month in Fredericksburg City. This month's total units sold was higher than at this time last year, an increase from May 2017.

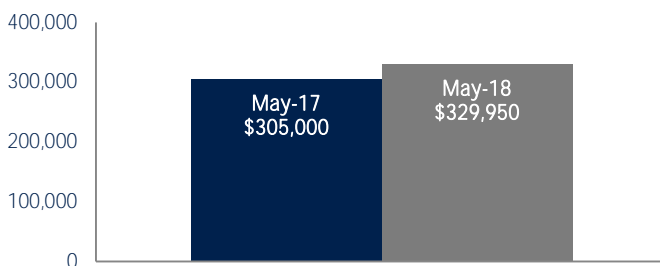
Active Inventory

Versus last year, the total number of homes available this month is lower by 21 units or 14%. The total number of active inventory this May was 130 compared to 151 in May 2017. This month's total of 130 is lower than the previous month's total supply of available inventory of 133, a decrease of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for Fredericksburg City Homes was \$305,000. This May, the median sale price was \$329,950, an increase of 8% or \$24,950 compared to last year. The current median sold price is 6% lower than in April.

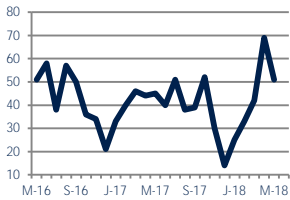
Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



*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 MRIS 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 MRIS or Long & Foster Real Estate, Inc.

New Listings

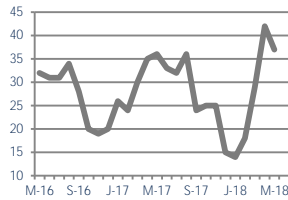
51



Up 13%
Vs. Year Ago

Current Contracts

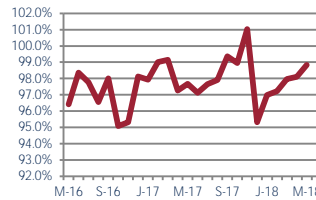
37



Up 3%
Vs. Year Ago

Sold Vs. List Price

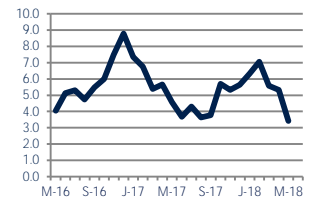
98.8%



Up 1.2%
Vs. Year Ago

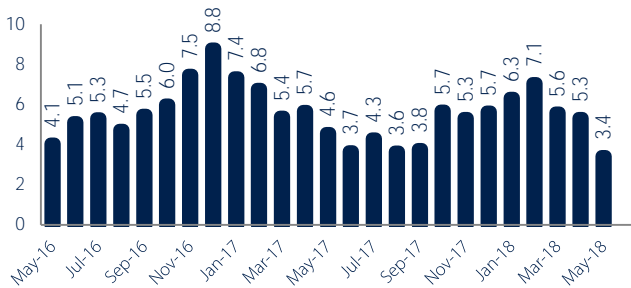
Months of Supply

3.4



Down -25%
Vs. Year Ago

Months Of Supply



Months of Supply

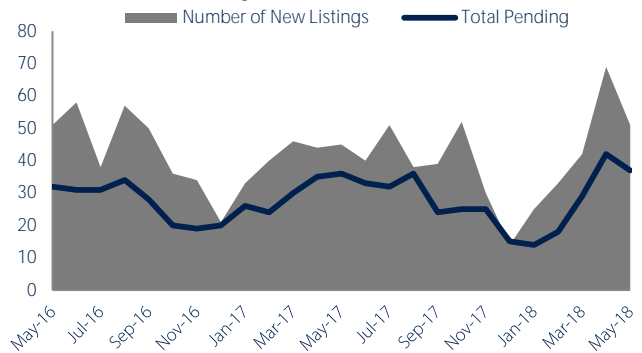
In May, there was 3.4 months of supply available in Fredericksburg City, compared to 4.6 in May 2017. That is a decrease of 25% versus a year ago.

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.

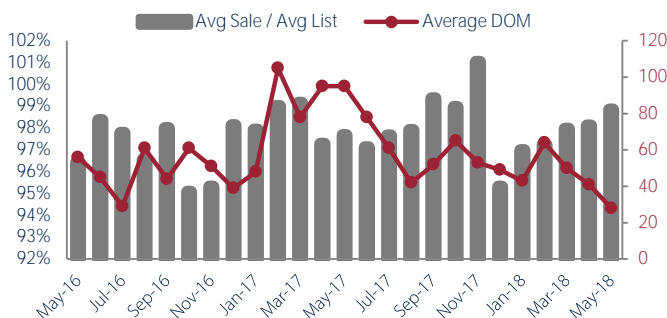
New Listings & Current Contracts

This month there were 51 homes newly listed for sale in Fredericksburg City compared to 45 in May 2017, an increase of 13%. There were 37 current contracts pending sale this May compared to 36 a year ago. The number of current contracts is 3% higher than last May.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In May, the average sale price in Fredericksburg City was 98.8% 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 28, lower than the average last year, which was 95. This decrease was impacted by the limited number of sales.



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