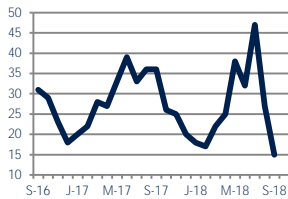


Units Sold

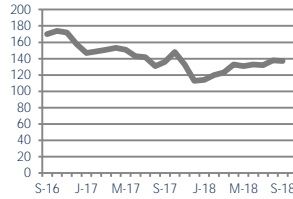
15



Down
Vs. Year Ago

Active Inventory

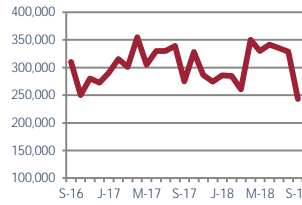
137



Up 1%
Vs. Year Ago

Median Sale Price

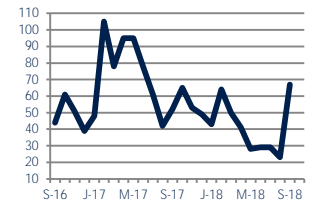
\$243,400



Down
Vs. Year Ago

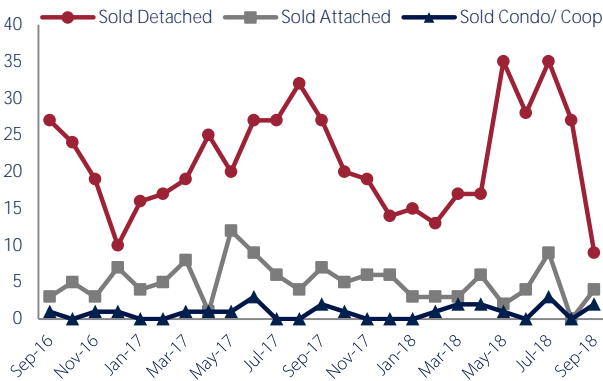
Days On Market

67



Up 29%
Vs. Year Ago

Units Sold*



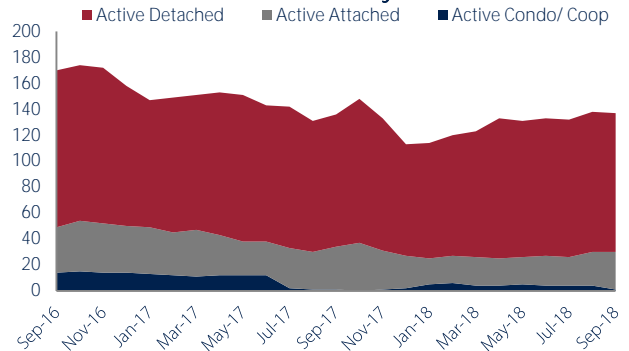
Units Sold

With relatively few transactions, there was a decrease in total units sold in September, with 15 sold this month in Fredericksburg City. This month's total units sold was lower than at this time last year, a decrease from September 2017.

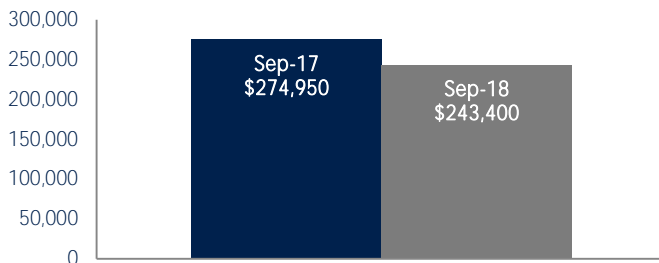
Active Inventory

Versus last year, the total number of homes available this month is higher by 1 units or 1%. The total number of active inventory this September was 137 compared to 136 in September 2017. This month's total of 137 is lower than the previous month's total supply of available inventory of 138, a decrease of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last September, the median sale price for Fredericksburg City Homes was \$274,950. This September, the median sale price was \$243,400, a decrease of \$31,550 compared to last year. The current median sold price is 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.

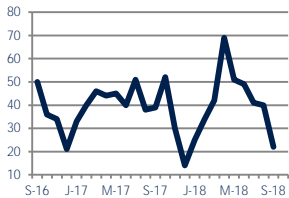


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

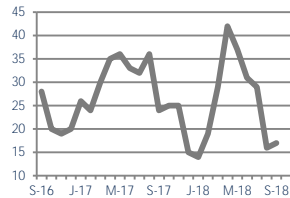
22



Down -44%
Vs. Year Ago

Current Contracts

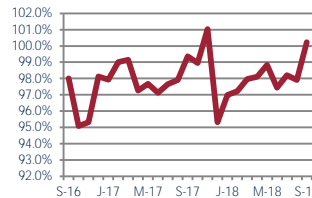
17



Down -29%
Vs. Year Ago

Sold Vs. List Price

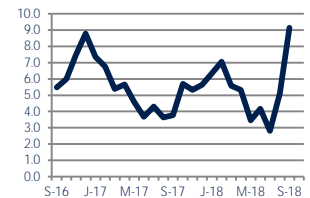
100.2%



Up 0.9%
Vs. Year Ago

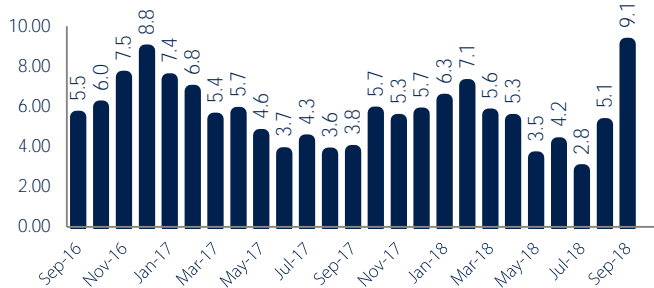
Months of Supply

9.1



Up 142%
Vs. Year Ago

Months Of Supply



Months of Supply

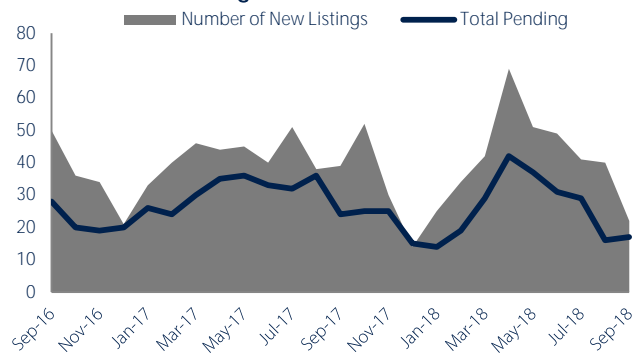
In September, there was 9.1 months of supply available in Fredericksburg City, compared to 3.8 in September 2017. That is an increase of 142% versus a year ago.

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.

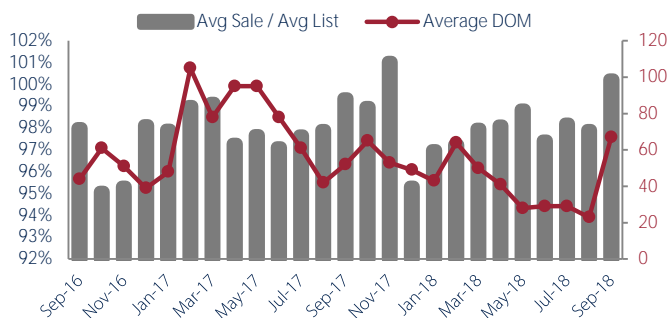
New Listings & Current Contracts

This month there were 22 homes newly listed for sale in Fredericksburg City compared to 39 in September 2017, a decrease of 44%. There were 17 current contracts pending sale this September compared to 24 a year ago. The number of current contracts is 29% 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 Fredericksburg City was 100.2% of the average list price, which is 0.9% higher than at this time last year.

Days On Market

This month, the average number of days on market was 67, higher than the average last year, which was 52, an increase of 29%.



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