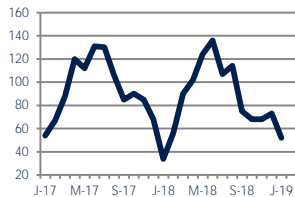


Zip Code(s): 22192, 22125 and 22195

Units Sold

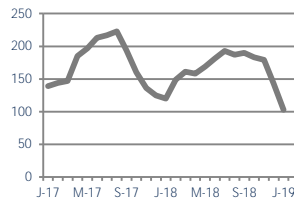
52



Up
Vs. Year Ago

Active Inventory

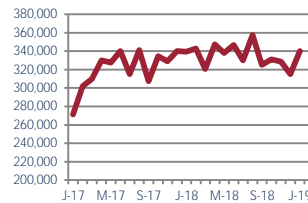
103



Down -14%
Vs. Year Ago

Median Sale Price

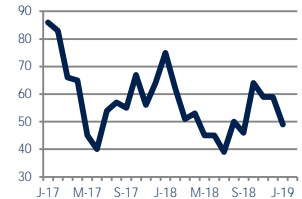
\$340,000



No Change
Vs. Year Ago

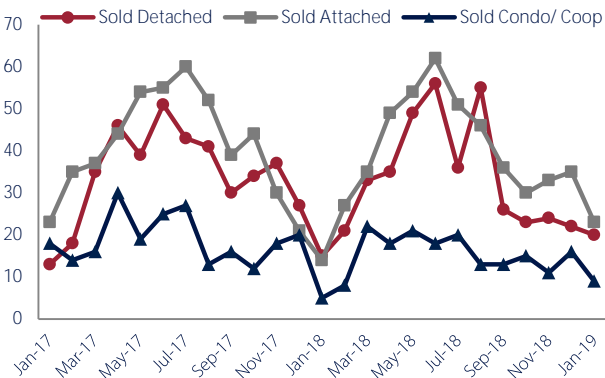
Days On Market

49



Down -35%
Vs. Year Ago

Units Sold*



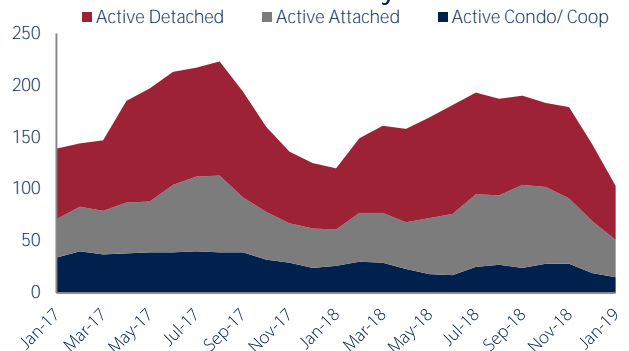
Units Sold

There was a decrease in total units sold in January, with 52 sold this month in Occoquan, Lake Ridge, and Northern Woodbridge. 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 17 units or 14%. The total number of active inventory this January was 103 compared to 120 in January 2018. This month's total of 103 is lower than the previous month's total supply of available inventory of 143, a decrease of 28%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Occoquan, Lake Ridge, and Northern Woodbridge Homes was \$339,500. This January, the median sale price was \$340,000, which is similar compared to a year ago. The current median sold price is 8% higher than in December.

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

Occoquan, Lake Ridge, and Northern Woodbridge are defined as properties listed in zip code/s 22192, 22125 and 22195.

*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.



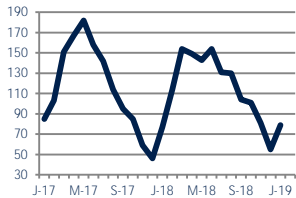
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 22192, 22125 and 22195

New Listings

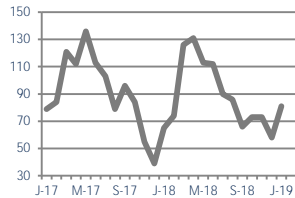
79



Up 3%
Vs. Year Ago

Current Contracts

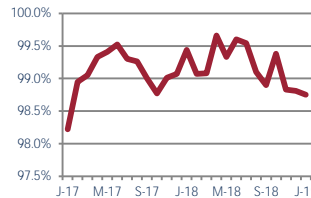
81



Up 25%
Vs. Year Ago

Sold Vs. List Price

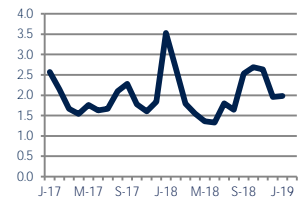
98.8%



Down -0.7%
Vs. Year Ago

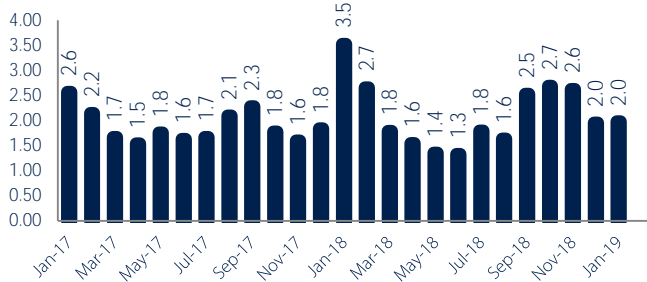
Months of Supply

2.0



Down -44%
Vs. Year Ago

Months Of Supply



Months of Supply

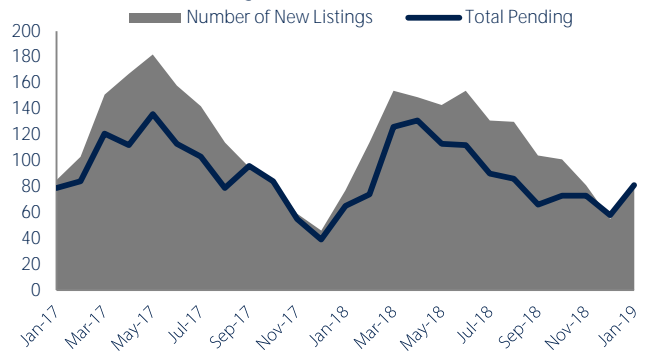
In January, there was 2.0 months of supply available in Occoquan, Lake Ridge, and Northern Woodbridge, compared to 3.5 in January 2018. That is a decrease of 44% versus a year ago.

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.

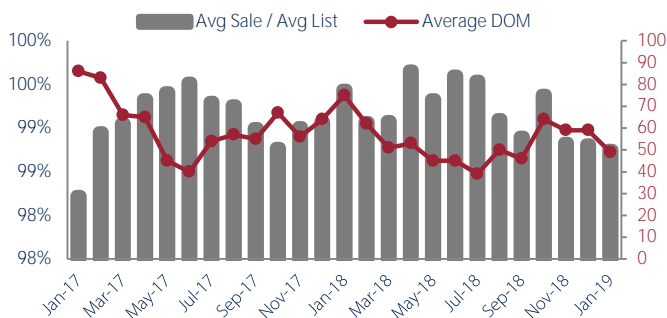
New Listings & Current Contracts

This month there were 79 homes newly listed for sale in Occoquan, Lake Ridge, and Northern Woodbridge compared to 77 in January 2018, an increase of 3%. There were 81 current contracts pending sale this January compared to 65 a year ago. The number of current contracts is 25% higher than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Occoquan, Lake Ridge, and Northern Woodbridge was 98.8% of the average list price, which is 0.7% lower than at this time last year.

Days On Market

This month, the average number of days on market was 49, lower than the average last year, which was 75, a decrease of 35%.



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