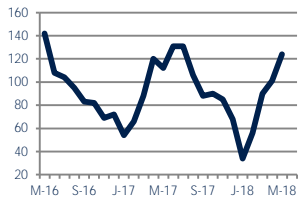


Zip Code(s): 22192, 22125 and 22195

### Units Sold

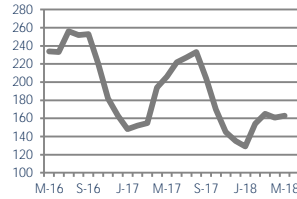
124



**Up 11%**  
Vs. Year Ago

### Active Inventory

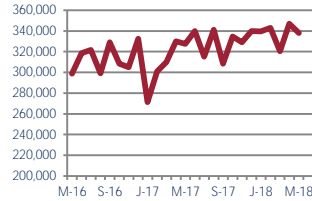
163



**Down -21%**  
Vs. Year Ago

### Median Sale Price

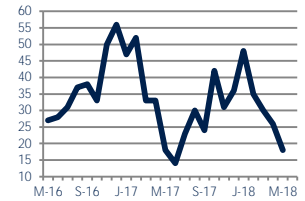
\$338,000



**Up 3%**  
Vs. Year Ago

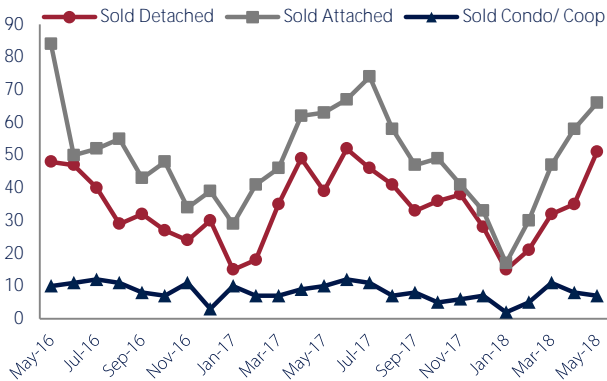
### Days On Market

18



**No Change**  
Vs. Year Ago

### Units Sold\*



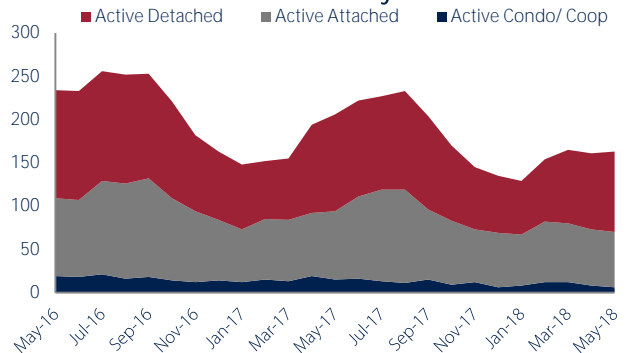
### Units Sold

There was an increase in total units sold in May, with 124 sold this month in Occoquan, Lake Ridge, and Northern Woodbridge versus 101 last month, an increase of 23%. This month's total units sold was higher than at this time last year, an increase of 11% versus May 2017.

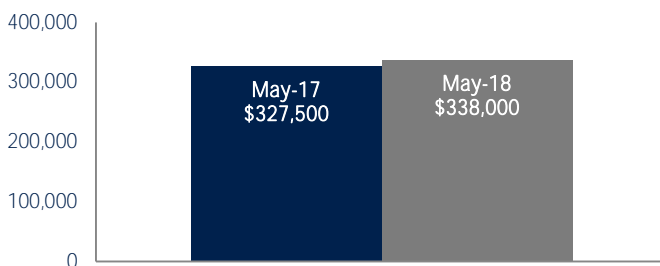
### Active Inventory

Versus last year, the total number of homes available this month is lower by 43 units or 21%. The total number of active inventory this May was 163 compared to 206 in May 2017. This month's total of 163 is higher than the previous month's total supply of available inventory of 161, an increase of 1%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last May, the median sale price for Occoquan, Lake Ridge, and Northern Woodbridge Homes was \$327,500. This May, the median sale price was \$338,000, an increase of 3% or \$10,500 compared to last year. The current median sold price is 3% 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.



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

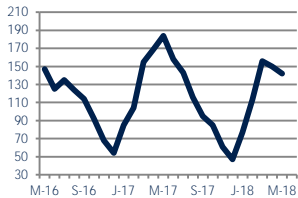
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

Information included in this report is based on data supplied by 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.

Zip Code(s): 22192, 22125 and 22195

### New Listings

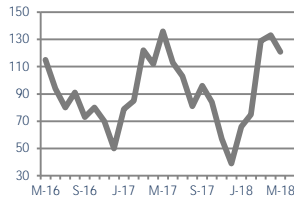
142



**Down -23%**  
Vs. Year Ago

### Current Contracts

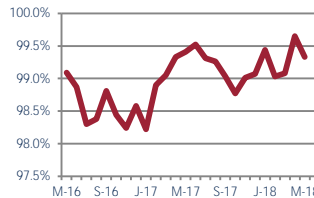
121



**Down -11%**  
Vs. Year Ago

### Sold Vs. List Price

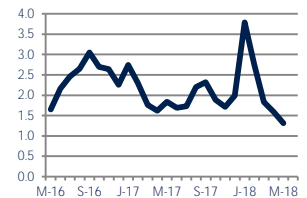
99.3%



**No Change**  
Vs. Year Ago

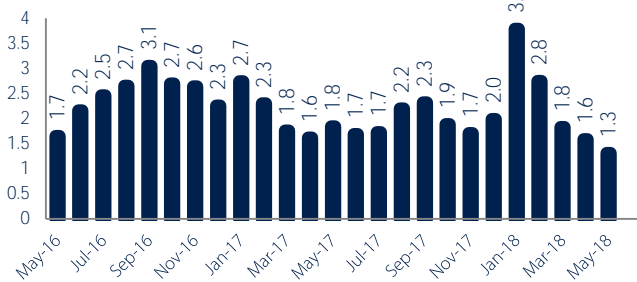
### Months of Supply

1.3



**Down -29%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

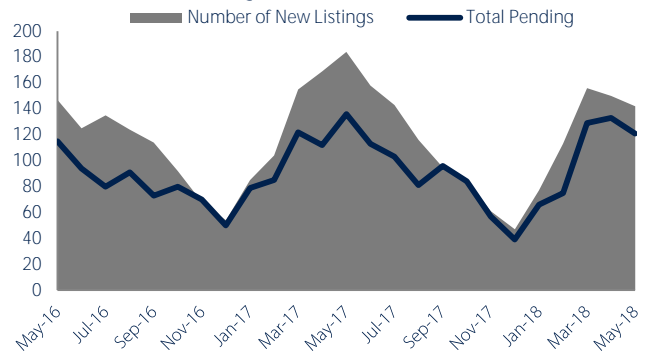
In May, there was 1.3 months of supply available in Occoquan, Lake Ridge, and Northern Woodbridge, compared to 1.8 in May 2017. That is a decrease of 29% versus a year ago.

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.

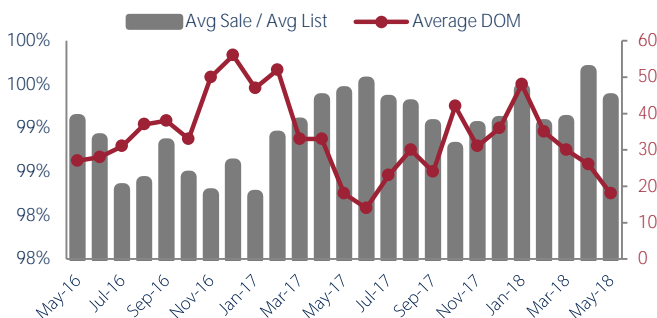
### New Listings & Current Contracts

This month there were 142 homes newly listed for sale in Occoquan, Lake Ridge, and Northern Woodbridge compared to 184 in May 2017, a decrease of 23%. There were 121 current contracts pending sale this May compared to 136 a year ago. The number of current contracts is 11% lower 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 Occoquan, Lake Ridge, and Northern Woodbridge was 99.3% 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 18, which is similar compared to a year ago.



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