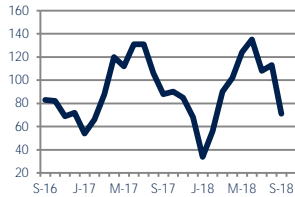


Zip Code(s): 22192, 22125 and 22195

### Units Sold

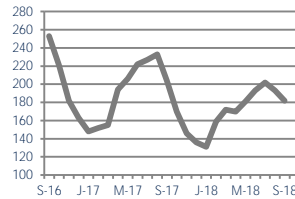
71



Down -19%  
Vs. Year Ago

### Active Inventory

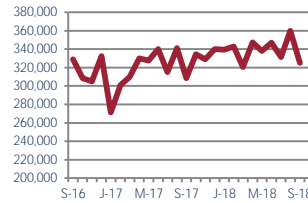
182



Down -11%  
Vs. Year Ago

### Median Sale Price

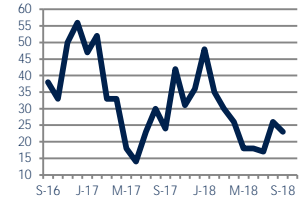
\$325,000



Up 5%  
Vs. Year Ago

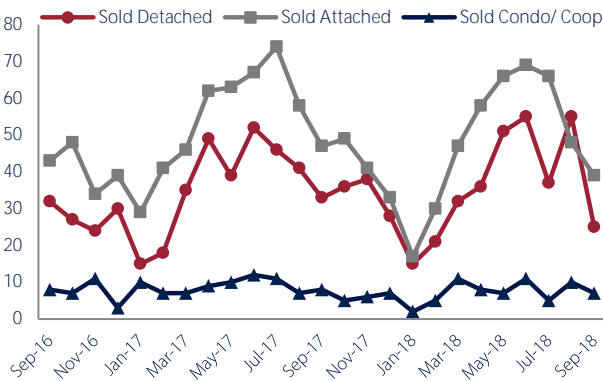
### Days On Market

23



Down -4%  
Vs. Year Ago

### Units Sold\*



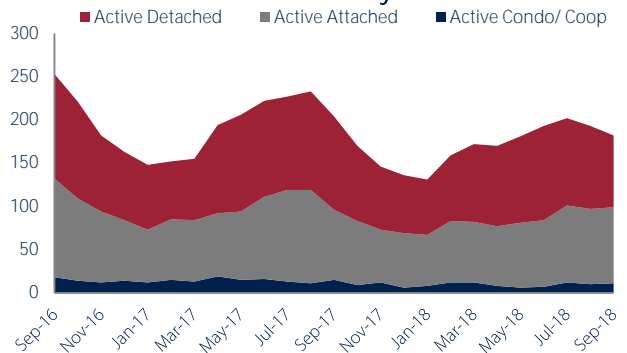
### Units Sold

There was a decrease in total units sold in September, with 71 sold this month in Occoquan, Lake Ridge, and Northern Woodbridge. This month's total units sold was lower than at this time last year.

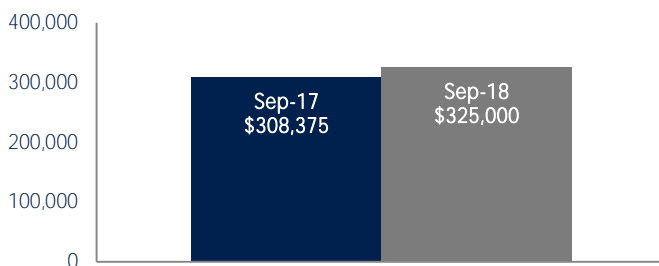
### Active Inventory

Versus last year, the total number of homes available this month is lower by 22 units or 11%. The total number of active inventory this September was 182 compared to 204 in September 2017. This month's total of 182 is lower than the previous month's total supply of available inventory of 193, a decrease of 6%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last September, the median sale price for Occoquan, Lake Ridge, and Northern Woodbridge Homes was \$308,375. This September, the median sale price was \$325,000, an increase of 5% or \$16,625 compared to last year. The current median sold price is 10% 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.

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.

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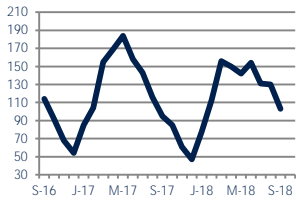




Zip Code(s): 22192, 22125 and 22195

### New Listings

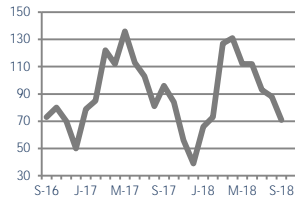
103



**Up 8%**  
Vs. Year Ago

### Current Contracts

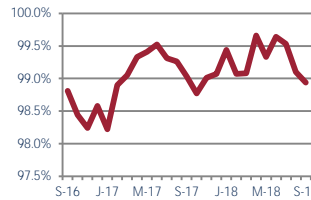
71



**Down -26%**  
Vs. Year Ago

### Sold Vs. List Price

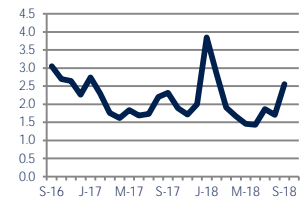
98.9%



**No Change**  
Vs. Year Ago

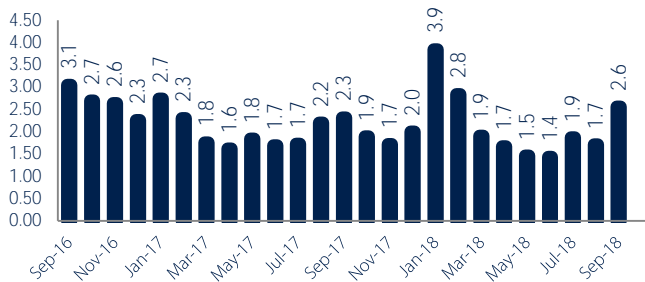
### Months of Supply

2.6



**Up 10%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

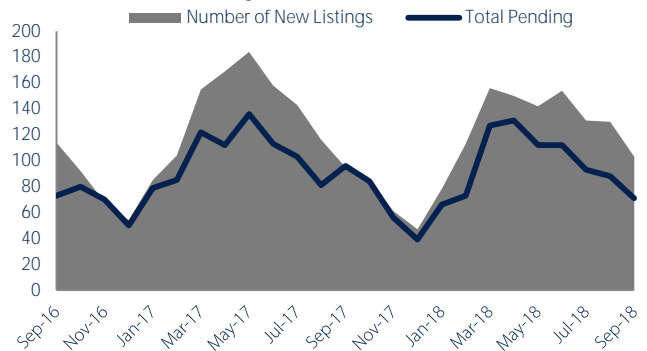
In September, there was 2.6 months of supply available in Occoquan, Lake Ridge, and Northern Woodbridge, compared to 2.3 in September 2017. That is an increase of 11% versus a year ago.

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.

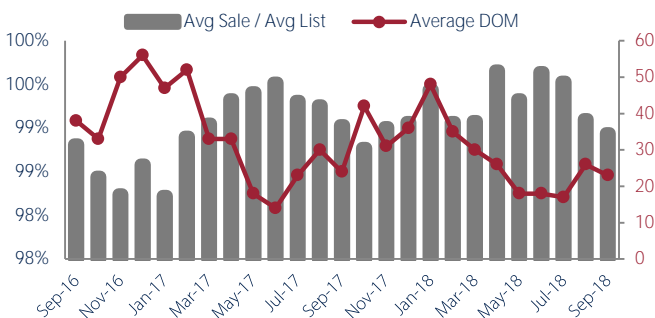
### New Listings & Current Contracts

This month there were 103 homes newly listed for sale in Occoquan, Lake Ridge, and Northern Woodbridge compared to 95 in September 2017, an increase of 8%. There were 71 current contracts pending sale this September compared to 96 a year ago. The number of current contracts is 26% 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 Occoquan, Lake Ridge, and Northern Woodbridge 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 23, lower than the average last year, which was 24, a decrease of 4%.



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