

THE LONG & FOSTER MARKET MINUTE™

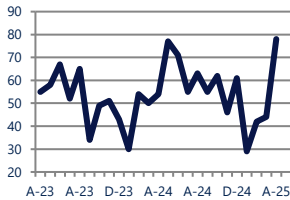
FOCUS ON: OCCOQUAN, LAKE RIDGE, AND NORTHERN WOODBRIDGE HOUSING MARKET

APRIL 2025

Zip Code(s): 22192, 22125 and 22195

Units Sold

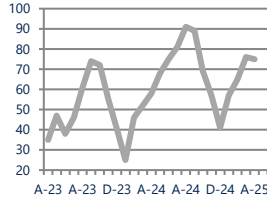
78



Up
Vs. Year Ago

Active Inventory

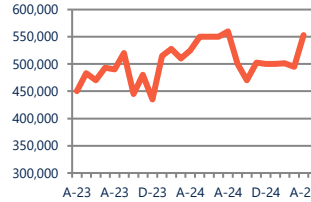
75



Up 29%
Vs. Year Ago

Median Sale Price

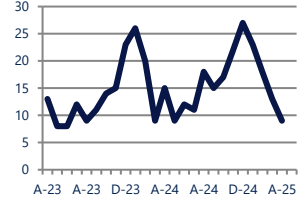
\$553,250



Up 5%
Vs. Year Ago

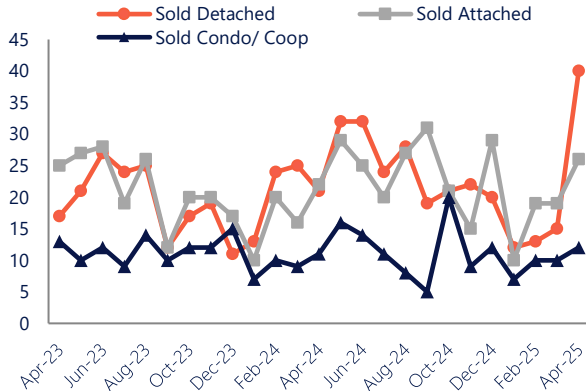
Days On Market

9



Down -40%
Vs. Year Ago

Units Sold*



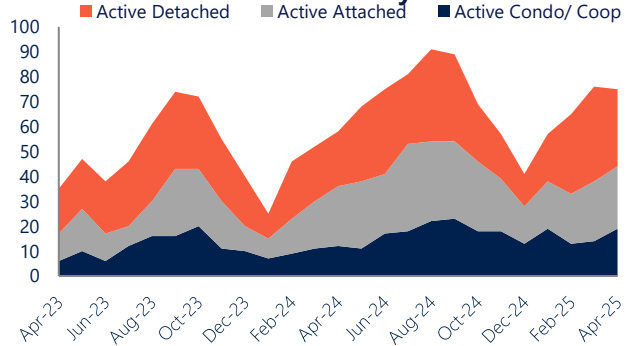
Units Sold

There was an increase in total units sold in April, with 78 sold this month in Occoquan, Lake Ridge, and Northern Woodbridge. This month's total units sold was higher than at this time last year.

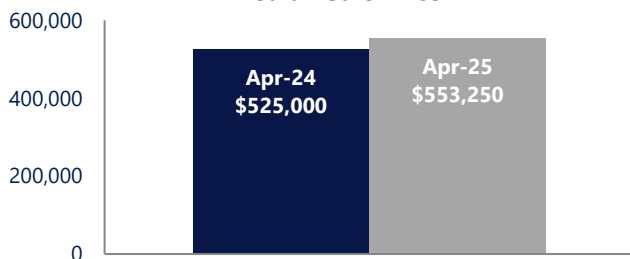
Active Inventory

Versus last year, the total number of homes available this month is higher by 17 units or 29%. The total number of active inventory this April was 75 compared to 58 in April 2024. This month's total of 75 is lower than the previous month's total supply of available inventory of 76, a decrease of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Occoquan, Lake Ridge, and Northern Woodbridge Homes was \$525,000. This April, the median sale price was \$553,250, an increase of 5% or \$28,250 compared to last year. The current median sold price is 12% higher than in March.

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.

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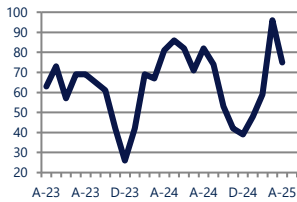
FOCUS ON: **OCOQUAN, LAKE RIDGE, AND NORTHERN WOODBRIDGE HOUSING MARKET**

APRIL 2025

Zip Code(s): 22192, 22125 and 22195

New Listings

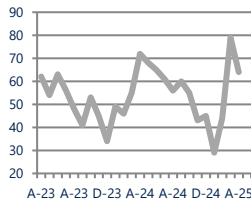
75



Down -7%
Vs. Year Ago

Current Contracts

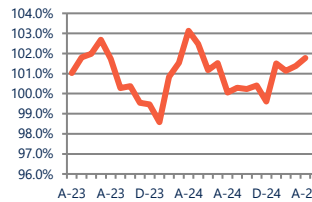
64



Down -11%
Vs. Year Ago

Sold Vs. List Price

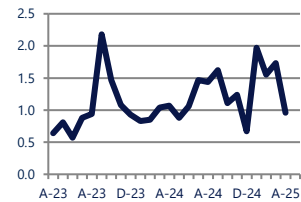
101.8%



Down -1.3%
Vs. Year Ago

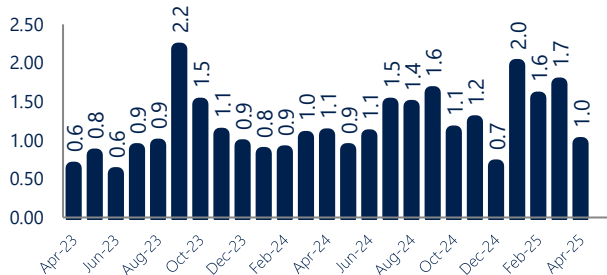
Months of Supply

1.0



Down -10%
Vs. Year Ago

Months Of Supply



Months of Supply

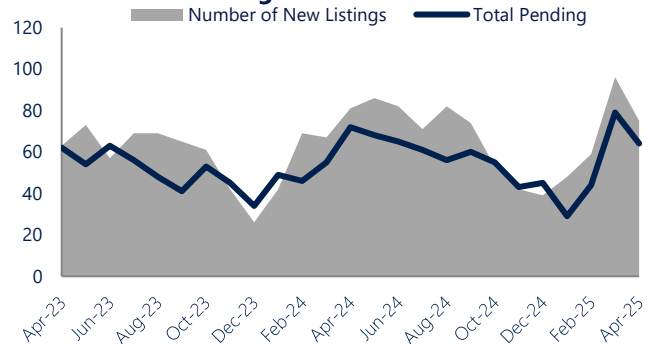
In April, there was 1.0 months of supply available in Occoquan, Lake Ridge, and Northern Woodbridge, compared to 1.1 in April 2024. That is a decrease of 10% versus a year ago.

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.

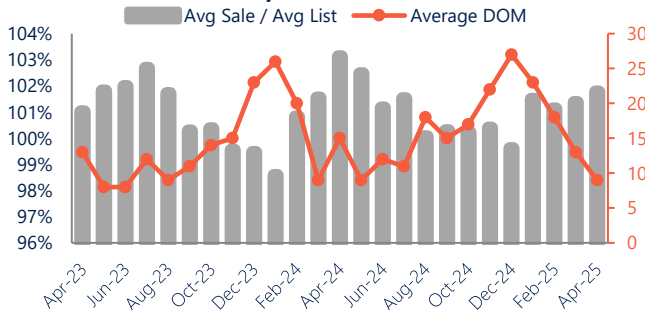
New Listings & Current Contracts

This month there were 75 homes newly listed for sale in Occoquan, Lake Ridge, and Northern Woodbridge compared to 81 in April 2024, a decrease of 7%. There were 64 current contracts pending sale this April compared to 72 a year ago. The number of current contracts is 11% lower than last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Occoquan, Lake Ridge, and Northern Woodbridge was 101.8% of the average list price, which is 1.4% lower than at this time last year.

Days On Market

This month, the average number of days on market was 9, lower than the average last year, which was 15, a decrease of 40%.

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