

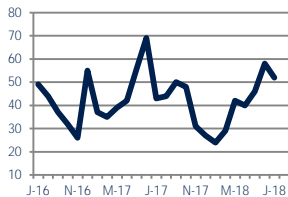
**Focus On:** Rosehill Farms and Franconia Housing Market

July 2018

Zip Code(s): 22310

**Units Sold**

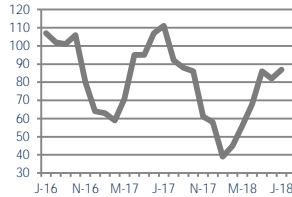
52



**Up 21%**  
Vs. Year Ago

**Active Inventory**

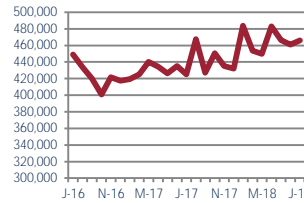
87



**Down -22%**  
Vs. Year Ago

**Median Sale Price**

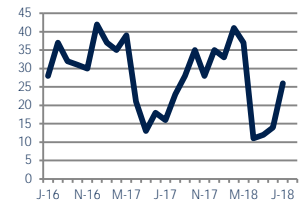
\$466,000



**Up 10%**  
Vs. Year Ago

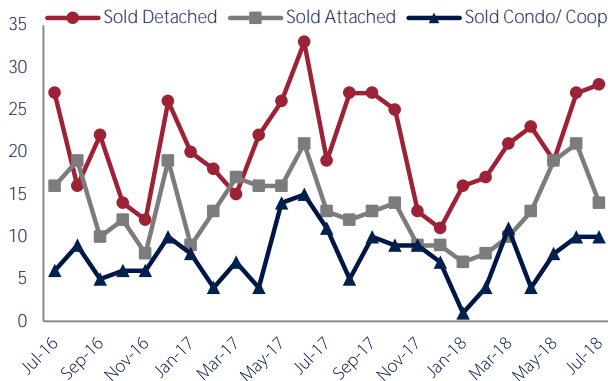
**Days On Market**

26



**Up 63%**  
Vs. Year Ago

**Units Sold\***



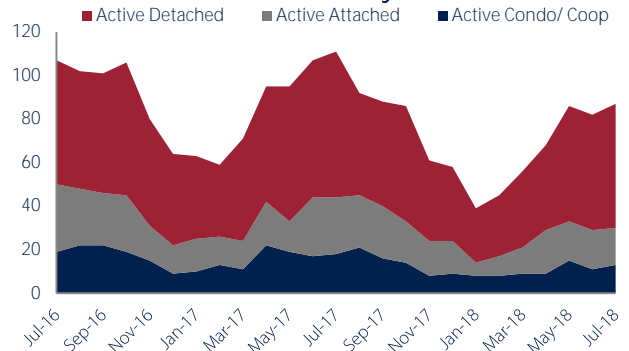
**Units Sold**

There was a decrease in total units sold in July, with 52 sold this month in Rosehill Farms and Franconia versus 58 last month, a decrease of 10%. This month's total units sold was higher than at this time last year, an increase of 21% versus July 2017.

**Active Inventory**

Versus last year, the total number of homes available this month is lower by 24 units or 22%. The total number of active inventory this July was 87 compared to 111 in July 2017. This month's total of 87 is higher than the previous month's total supply of available inventory of 82, an increase of 6%.

**Active Inventory\***



**Median Sale Price**



**Median Sale Price**

Last July, the median sale price for Rosehill Farms and Franconia Homes was \$425,000. This July, the median sale price was \$466,000, an increase of 10% or \$41,000 compared to last year. The current median sold price is 1% higher than in June.

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

Rosehill Farms and Franconia are defined as properties listed in zip code/s 22310.

\*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.



**CHRISTIE'S**  
INTERNATIONAL REAL ESTATE



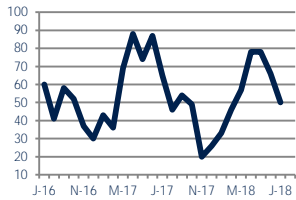
# Focus On: Rosehill Farms and Franconia Housing Market

July 2018

Zip Code(s): 22310

## New Listings

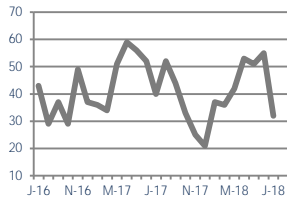
50



Down -23%  
Vs. Year Ago

## Current Contracts

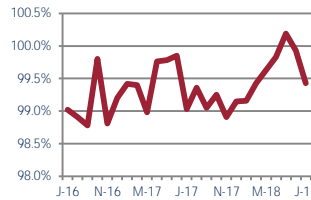
32



Down -20%  
Vs. Year Ago

## Sold Vs. List Price

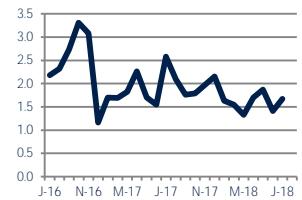
99.4%



No Change  
Vs. Year Ago

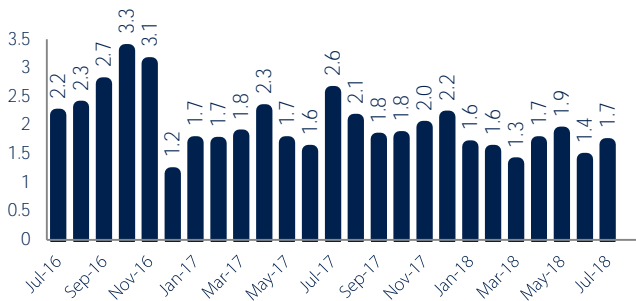
## Months of Supply

1.7



Down -35%  
Vs. Year Ago

## Months Of Supply



## Months of Supply

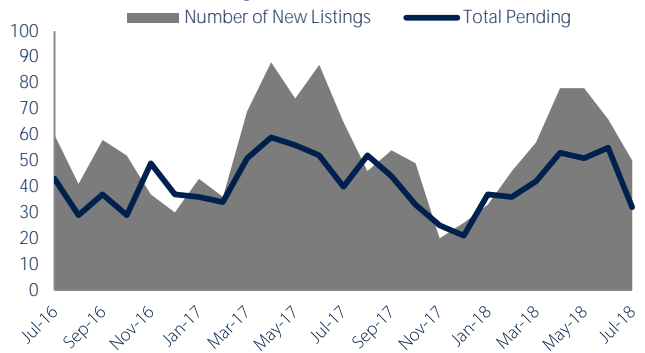
In July, there was 1.7 months of supply available in Rosehill Farms and Franconia, compared to 2.6 in July 2017. That is a decrease of 35% versus a year ago.

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.

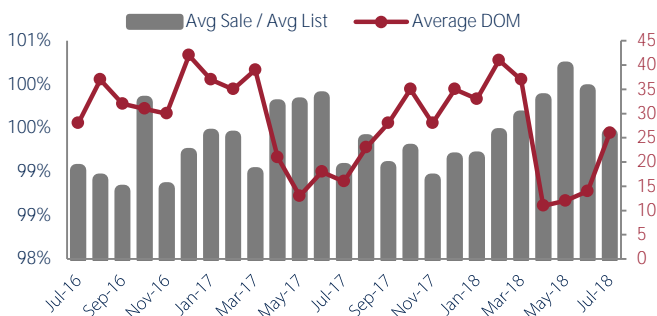
## New Listings & Current Contracts

This month there were 50 homes newly listed for sale in Rosehill Farms and Franconia compared to 65 in July 2017, a decrease of 23%. There were 32 current contracts pending sale this July compared to 40 a year ago. The number of current contracts is 20% lower than last July.

## New Listings & Current Contracts



## Sale Price/ List Price & DOM



## Sale Price to List Price Ratio

In July, the average sale price in Rosehill Farms and Franconia was 99.4% 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 26, higher than the average last year, which was 16, an increase of 63%.



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