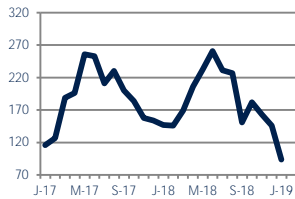


Units Sold

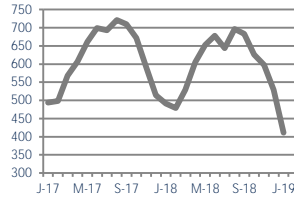
94



Down
Vs. Year Ago

Active Inventory

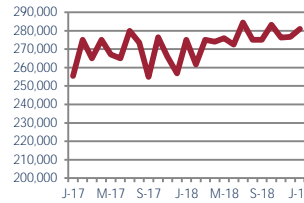
411



Down -16%
Vs. Year Ago

Median Sale Price

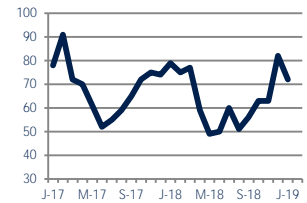
\$281,000



Up 2%
Vs. Year Ago

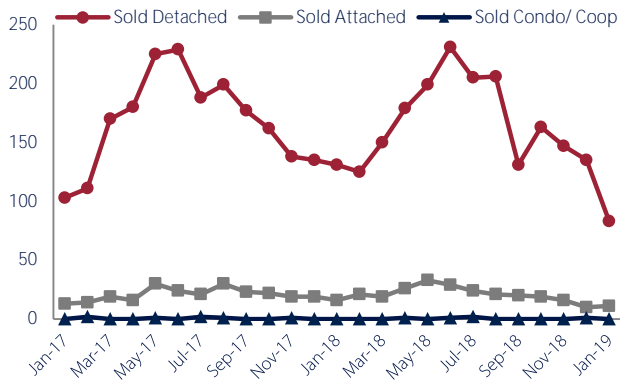
Days On Market

72



Down -9%
Vs. Year Ago

Units Sold*



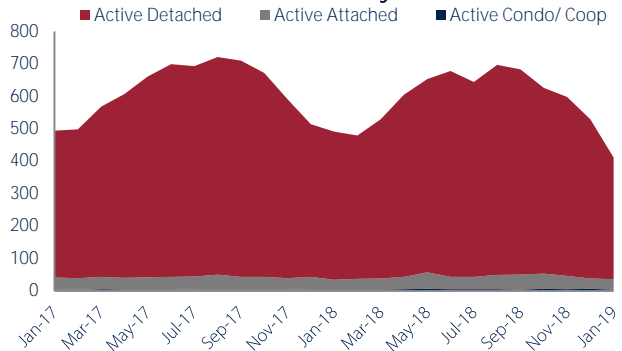
Units Sold

There was a decrease in total units sold in January, with 94 sold this month in Spotsylvania County. This month's total units sold was lower than at this time last year.

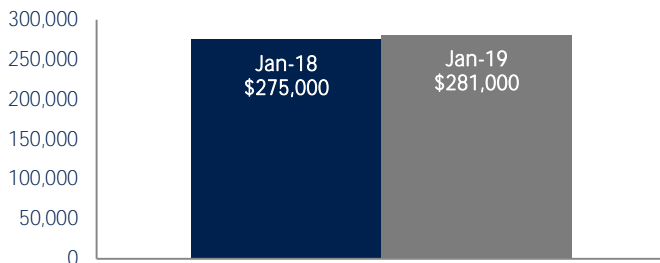
Active Inventory

Versus last year, the total number of homes available this month is lower by 80 units or 16%. The total number of active inventory this January was 411 compared to 491 in January 2018. This month's total of 411 is lower than the previous month's total supply of available inventory of 529, a decrease of 22%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Spotsylvania County Homes was \$275,000. This January, the median sale price was \$281,000, an increase of 2% or \$6,000 compared to last year. The current median sold price is 2% 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.



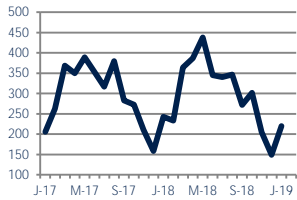
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by BRIGHTMLS 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.





New Listings

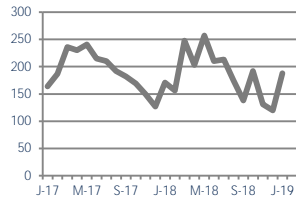
220



Down -9%
Vs. Year Ago

Current Contracts

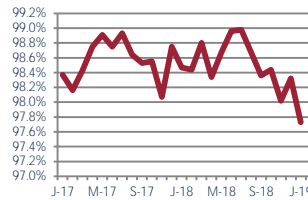
188



Up 10%
Vs. Year Ago

Sold Vs. List Price

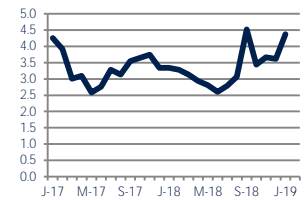
97.7%



Down -0.8%
Vs. Year Ago

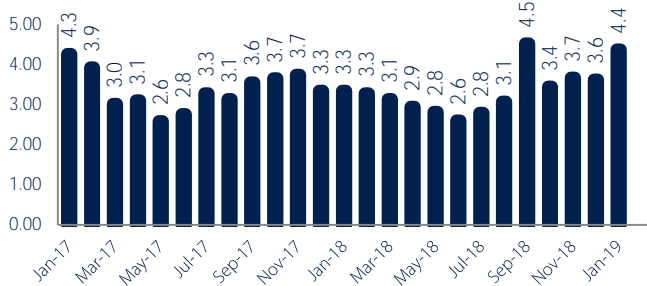
Months of Supply

4.4



Up 31%
Vs. Year Ago

Months Of Supply



Months of Supply

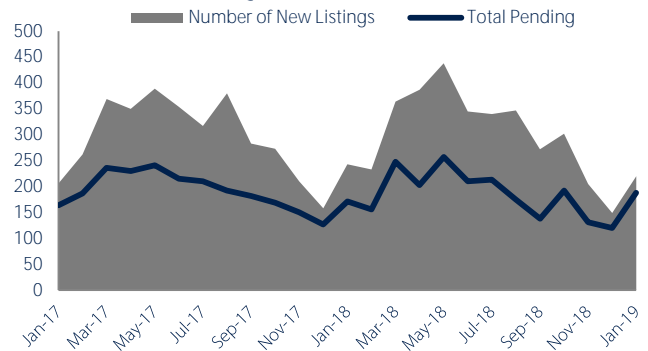
In January, there was 4.4 months of supply available in Spotsylvania County, compared to 3.3 in January 2018. That is an increase of 31% versus a year ago.

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.

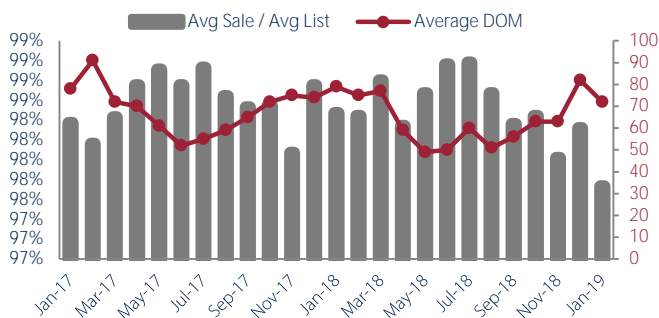
New Listings & Current Contracts

This month there were 220 homes newly listed for sale in Spotsylvania County compared to 243 in January 2018, a decrease of 9%. There were 188 current contracts pending sale this January compared to 171 a year ago. The number of current contracts is 10% 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 Spotsylvania County was 97.7% 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 72, lower than the average last year, which was 79, a decrease of 9%.



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