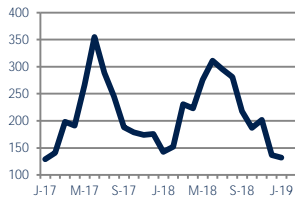
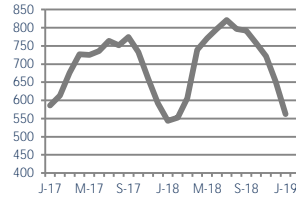


Units Sold 132



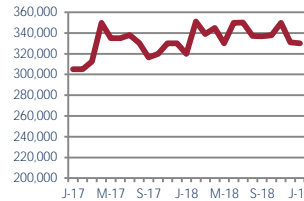
Down -8%
Vs. Year Ago

Active Inventory 562



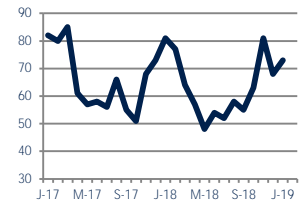
Up 3%
Vs. Year Ago

Median Sale Price \$329,995



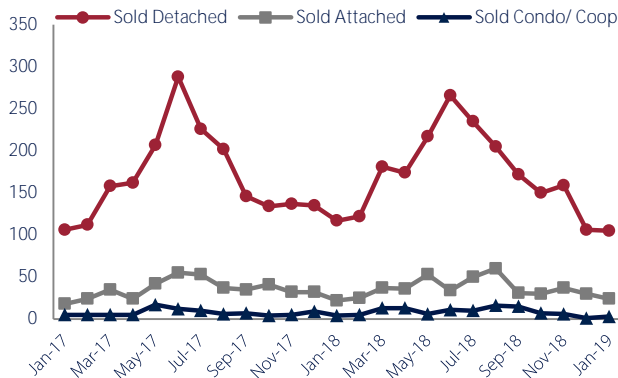
Up 3%
Vs. Year Ago

Days On Market 73



Down -10%
Vs. Year Ago

Units Sold*



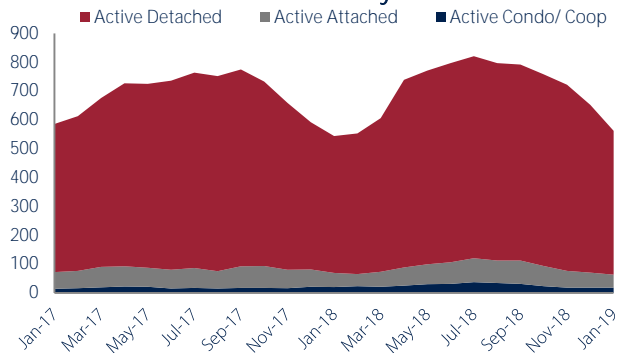
Units Sold

There was a decrease in total units sold in January, with 132 sold this month in Stafford County versus 137 last month, a decrease of 4%. This month's total units sold was lower than at this time last year, a decrease of 8% versus January 2018.

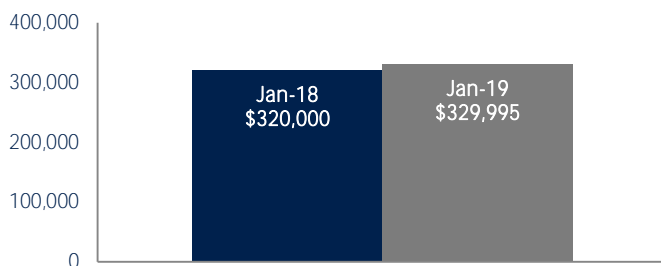
Active Inventory

Versus last year, the total number of homes available this month is higher by 18 units or 3%. The total number of active inventory this January was 562 compared to 544 in January 2018. This month's total of 562 is lower than the previous month's total supply of available inventory of 652, a decrease of 14%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Stafford County Homes was \$320,000. This January, the median sale price was \$329,995, an increase of 3% or \$9,995 compared to last year. The current median sold price is approximately the same as the median price in December.

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



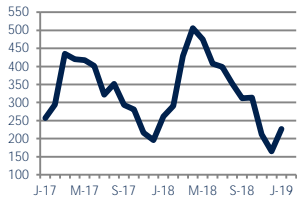
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by BRIGHTMLS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

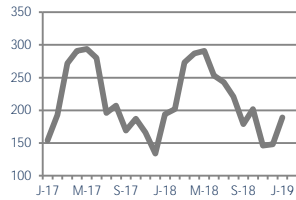
227



Down -13%
Vs. Year Ago

Current Contracts

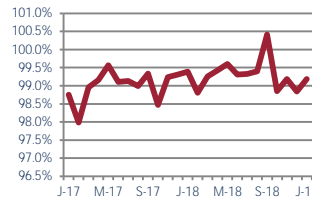
189



Down -3%
Vs. Year Ago

Sold Vs. List Price

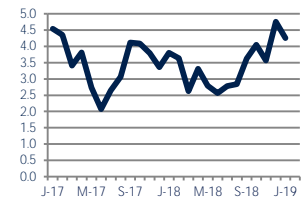
99.2%



No Change
Vs. Year Ago

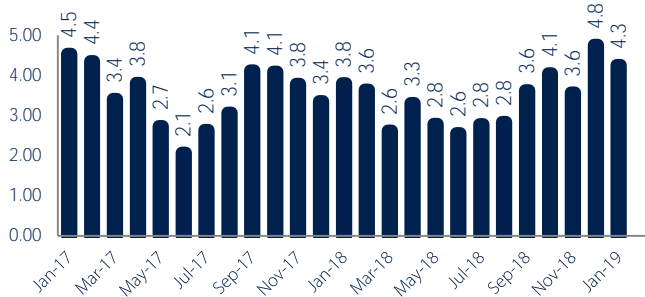
Months of Supply

4.3



Up 12%
Vs. Year Ago

Months Of Supply



Months of Supply

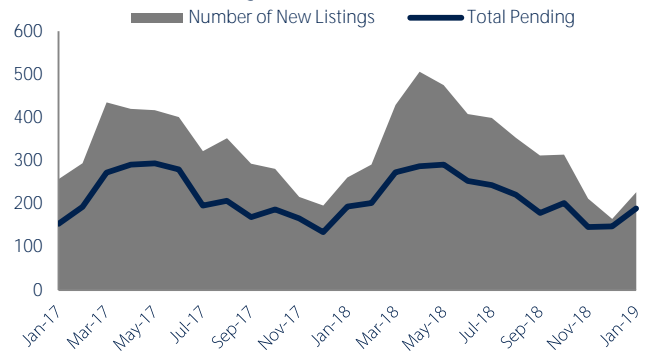
In January, there was 4.3 months of supply available in Stafford County, compared to 3.8 in January 2018. That is an increase of 12% versus a year ago.

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.

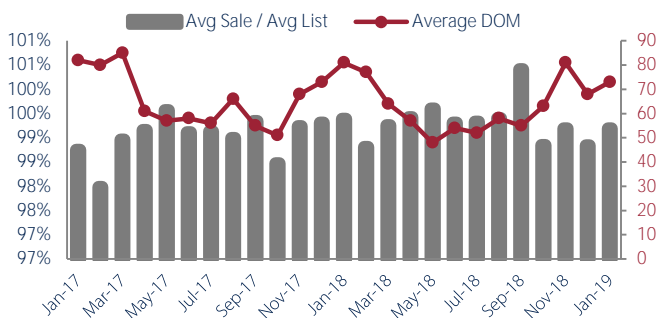
New Listings & Current Contracts

This month there were 227 homes newly listed for sale in Stafford County compared to 261 in January 2018, a decrease of 13%. There were 189 current contracts pending sale this January compared to 194 a year ago. The number of current contracts is 3% lower 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 Stafford County was 99.2% 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 73, lower than the average last year, which was 81, a decrease of 10%.



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