

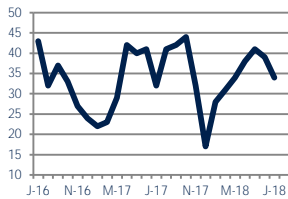
Focus On: Stephens City Housing Market

July 2018

Zip Code(s): 22655

Units Sold

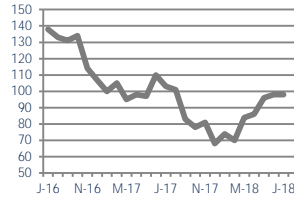
34



Up 6%
Vs. Year Ago

Active Inventory

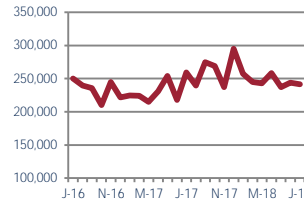
98



Down -5%
Vs. Year Ago

Median Sale Price

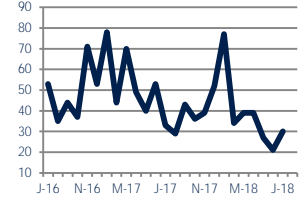
\$241,500



Down -7%
Vs. Year Ago

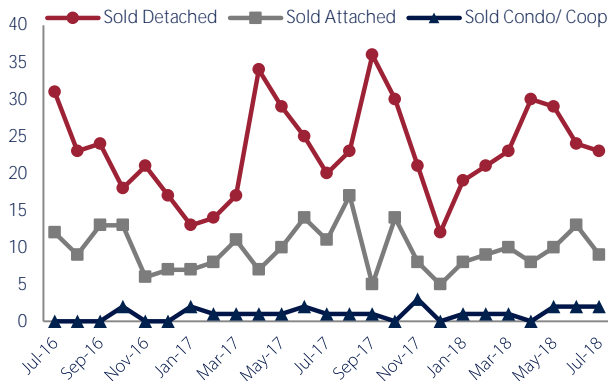
Days On Market

30



Down -9%
Vs. Year Ago

Units Sold*



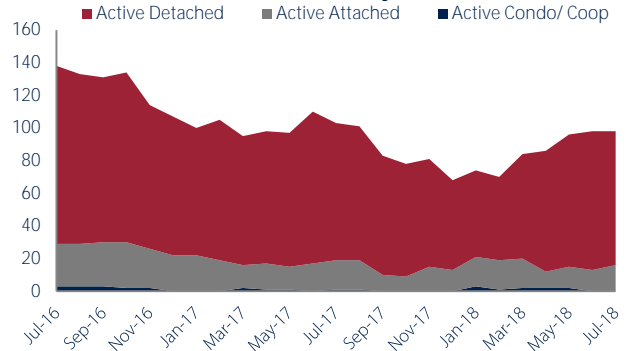
Units Sold

There was a decrease in total units sold in July, with 34 sold this month in Stephens City versus 39 last month, a decrease of 13%. This month's total units sold was higher than at this time last year, an increase of 6% versus July 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 5 units or 5%. The total number of active inventory this July was 98 compared to 103 in July 2017. This month's supply remained stable as compared to last month.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Stephens City Homes was \$259,500. This July, the median sale price was \$241,500, a decrease of 7% or \$18,000 compared to last year. The current median sold price is 1% lower 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.



Stephens City are defined as properties listed in zip code/s 22655.

*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.



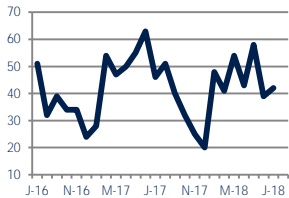
Focus On: Stephens City Housing Market

July 2018

Zip Code(s): 22655

New Listings

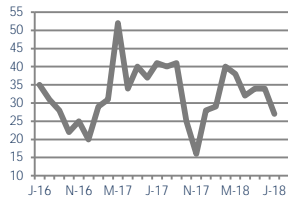
42



Down -9%
Vs. Year Ago

Current Contracts

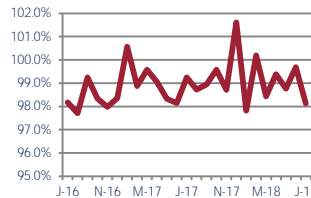
27



Down -34%
Vs. Year Ago

Sold Vs. List Price

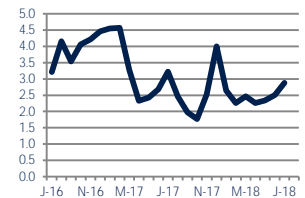
98.1%



Down -1.1%
Vs. Year Ago

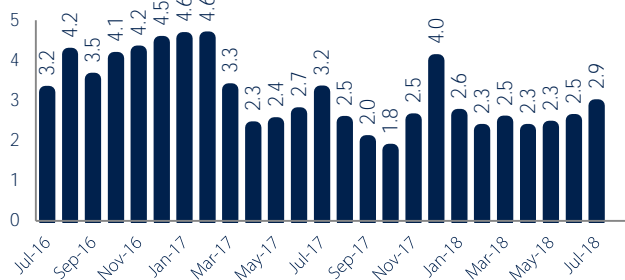
Months of Supply

2.9



Down -11%
Vs. Year Ago

Months Of Supply



Months of Supply

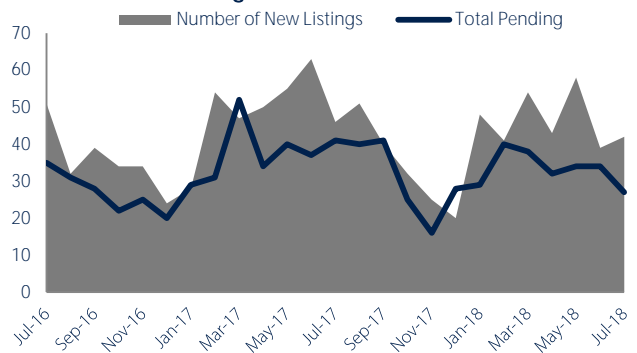
In July, there was 2.9 months of supply available in Stephens City, compared to 3.2 in July 2017. That is a decrease of 10% versus a year ago.

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.

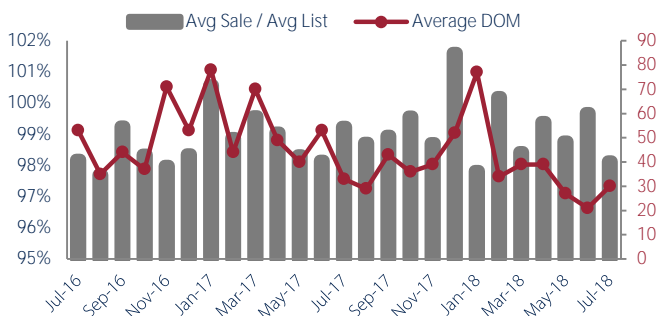
New Listings & Current Contracts

This month there were 42 homes newly listed for sale in Stephens City compared to 46 in July 2017, a decrease of 9%. There were 27 current contracts pending sale this July compared to 41 a year ago. The number of current contracts is 34% 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 Stephens City was 98.1% of the average list price, which is 1.1% lower than at this time last year.

Days On Market

This month, the average number of days on market was 30, lower than the average last year, which was 33, a decrease of 9%.



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