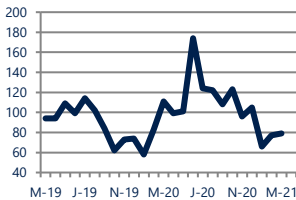




Zip Code(s): 22471, 22406, 22403 and 22405

### Units Sold

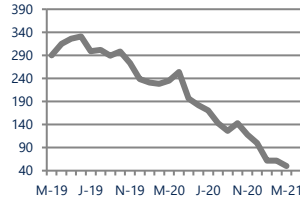
79



**Down -29%**  
Vs. Year Ago

### Active Inventory

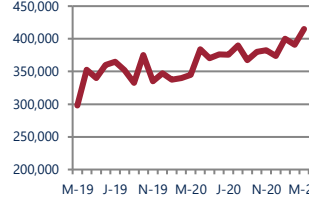
50



**Down -79%**  
Vs. Year Ago

### Median Sale Price

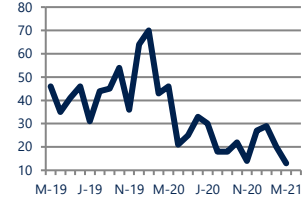
\$415,000



**Up 20%**  
Vs. Year Ago

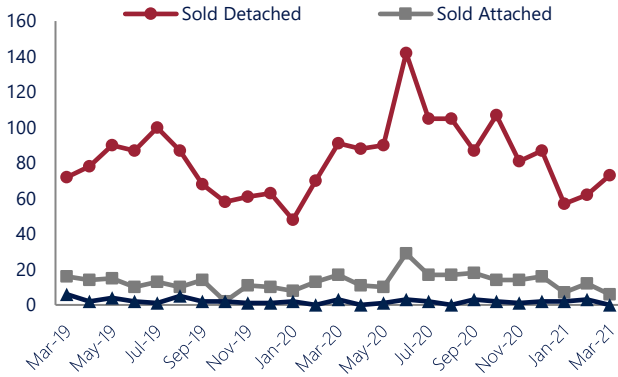
### Days On Market

13



**Down -72%**  
Vs. Year Ago

### Units Sold\*



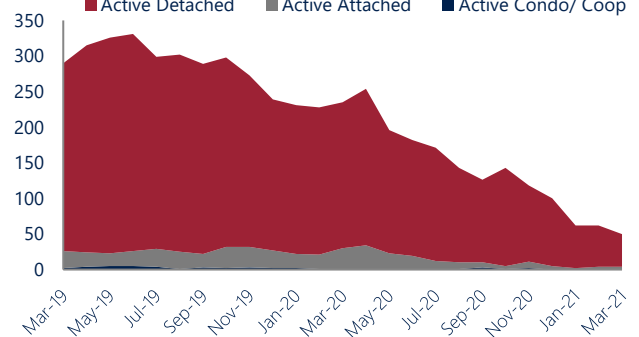
### Units Sold

There was an increase in total units sold in March, with 79 sold this month in Falmouth, Hartwood, and Northern Fredericksburg versus 77 last month, an increase of 3%. This month's total units sold was lower than at this time last year, a decrease of 29% versus March 2020.

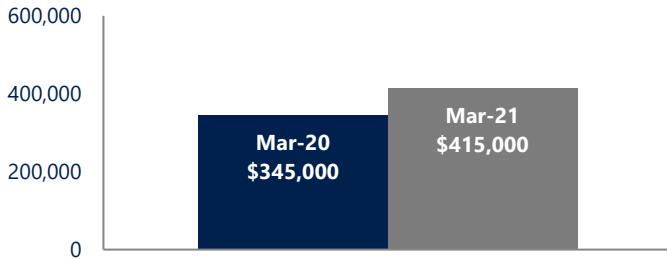
### Active Inventory

Versus last year, the total number of homes available this month is lower by 185 units or 79%. The total number of active inventory this March was 50 compared to 235 in March 2020. This month's total of 50 is lower than the previous month's total supply of available inventory of 62, a decrease of 19%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last March, the median sale price for Falmouth, Hartwood, and Northern Fredericksburg Homes was \$345,000. This March, the median sale price was \$415,000, an increase of 20% or \$70,000 compared to last year. The current median sold price is 6% higher than in February.

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

Falmouth, Hartwood, and Northern Fredericksburg are defined as properties listed in zip code/s 22471, 22406, 22403 and 22405.

\*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.

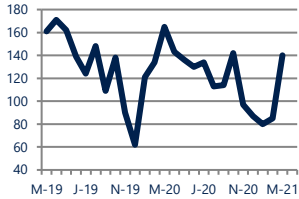




Zip Code(s): 22471, 22406, 22403 and 22405

### New Listings

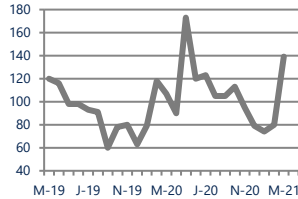
140



**Down -15%**  
Vs. Year Ago

### Current Contracts

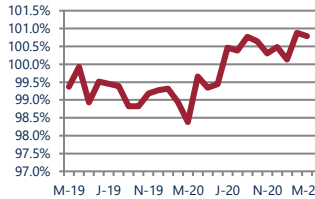
139



**Up 30%**  
Vs. Year Ago

### Sold Vs. List Price

100.8%



**Up 2.4%**  
Vs. Year Ago

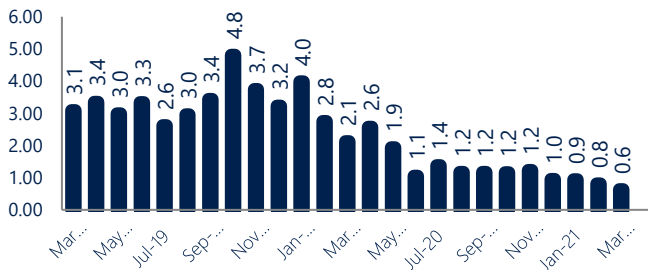
### Months of Supply

0.6



**Down -70%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

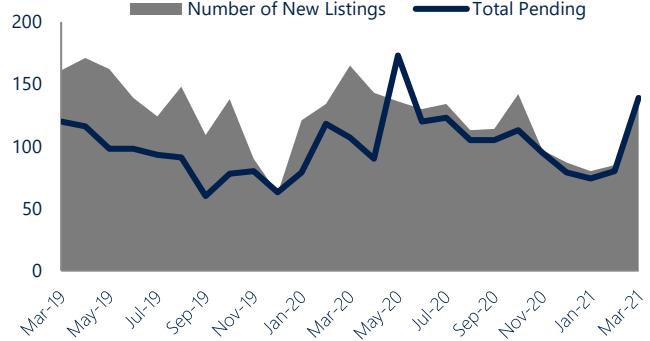
In March, there was 0.6 months of supply available in Falmouth, Hartwood, and Northern Fredericksburg, compared to 2.1 in March 2020. That is a decrease of 70% versus a year ago.

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.

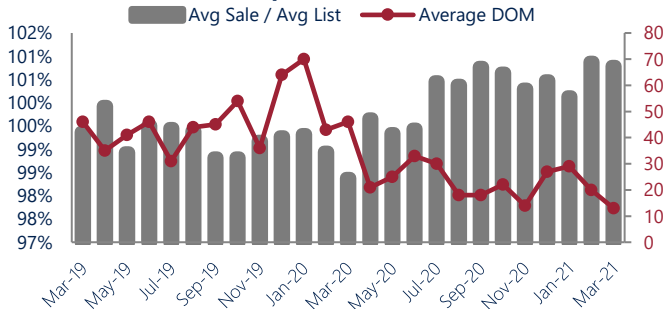
### New Listings & Current Contracts

This month there were 140 homes newly listed for sale in Falmouth, Hartwood, and Northern Fredericksburg compared to 165 in March 2020, a decrease of 15%. There were 139 current contracts pending sale this March compared to 107 a year ago. The number of current contracts is 30% higher than last March.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In March, the average sale price in Falmouth, Hartwood, and Northern Fredericksburg was 100.8% of the average list price, which is 2.4% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 13, lower than the average last year, which was 46, a decrease of 72%.



Falmouth, Hartwood, and Northern Fredericksburg are defined as properties listed in zip code/s 22471, 22406, 22403 and 22405.

\*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.

