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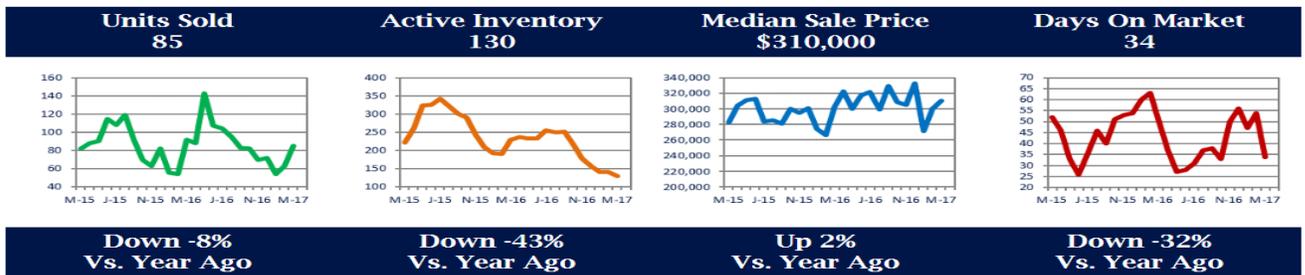
Woodbridge Real Estate Market Snapshot

Record Low Inventory has made the Housing Market super competitive!



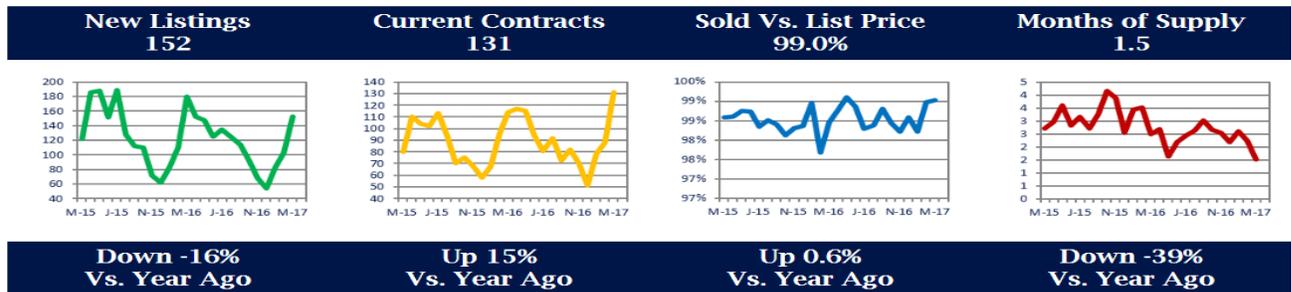
by Kate Haldeman , April 22, 2017

Did you know that researchers at Zillow found that homes listed between May 1 through May 15 sold, on average, around 18.5 days faster than homes that weren't listed during that timeframe? Homes that sold in the first half of May were also purchased for about 1% more than the average listing, which translates to a premium of about \$1,700. Here in Woodbridge, this is especially true.



This March, the median sales price was \$310,000, which is an increase of 2% or \$7,500 compared to last year. The current median sold price is 3% higher than in February. Also, this month's total of homes available is 8% lower than in February which means more buyers are trying to get the same number of homes. So in short, it's a GREAT time to sell your home!

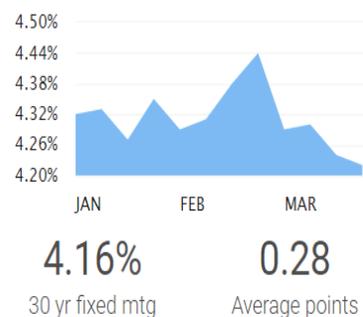
Listings & Contracts are Increasing



It's pretty simple, when more homes are listed for sale, the housing supply increases, prices drop, and the days that a house sits on the market increases. In short, buyers have more homes from which to choose so again NOW is a great time to sell.

Interest Rates Decrease

Mortgage Rates Trend Analysis



According to Bankrate.com on April 22, 2017, mortgage rates decreased this week. The benchmark 30 year fixed mortgage rate fell 6 basis points to 4.16 percent. The 15 year fixed mortgage rate fell 8 basis points to 3.35 percent. The typical 30 year fixed jumbo mortgage rate fell 8 basis points to 4.07 percent. The average 5/1 adjustable mortgage rate fell 4 basis points to 3.42 percent. For you this means buyers feel more comfortable purchasing homes.

CALL or EMAIL me! *I'm easy to work with!* I'm a Military Relocation Specialist, Military Spouse and a local Prince William County expert. I hold a Masters in Business, and have 20 years of experience in Marketing. I provide sincere dedication and exemplary customer service and will guide you through the process of making your move a pleasant experience.

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