

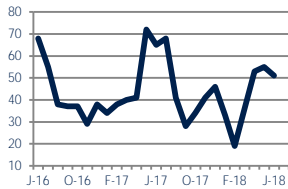
The Long & Foster Market Minute™

Focus On: Eastern McLean Housing Market

June 2018

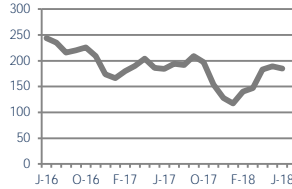
Zip Code(s): 22101

Units Sold
51



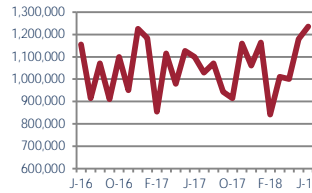
Down -22%
Vs. Year Ago

Active Inventory
185



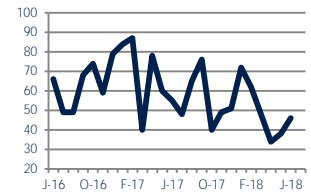
Up 1%
Vs. Year Ago

Median Sale Price
\$1,235,000



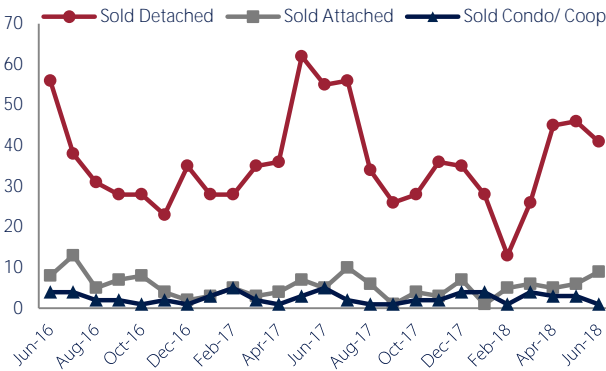
Up 12%
Vs. Year Ago

Days On Market
46



Down -16%
Vs. Year Ago

Units Sold*



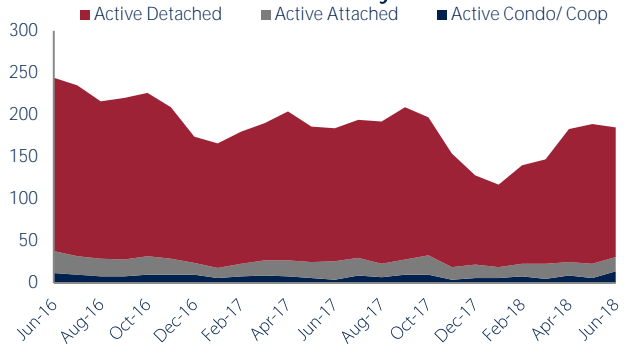
Units Sold

There was a decrease in total units sold in June, with 51 sold this month in Eastern McLean versus 55 last month, a decrease of 7%. This month's total units sold was lower than at this time last year, a decrease of 22% versus June 2017.

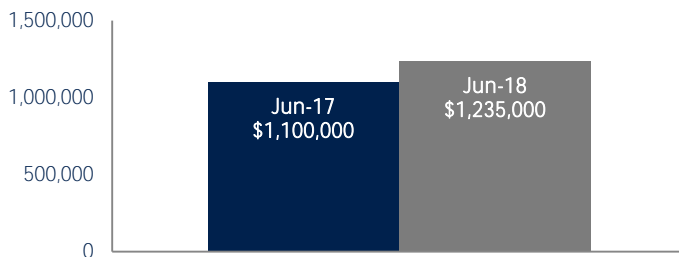
Active Inventory

Versus last year, the total number of homes available this month is higher by 1 units or 1%. The total number of active inventory this June was 185 compared to 184 in June 2017. This month's total of 185 is lower than the previous month's total supply of available inventory of 189, a decrease of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Eastern McLean Homes was \$1,100,000. This June, the median sale price was \$1,235,000, an increase of 12% or \$135,000 compared to last year. The current median sold price is 5% higher than in May.

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



Eastern McLean are defined as properties listed in zip code/s 22101.

*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.

CHRISTIE'S
INTERNATIONAL REAL ESTATE

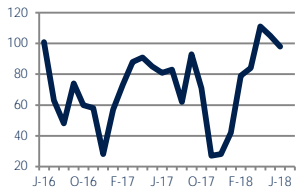




Zip Code(s): 22101

New Listings

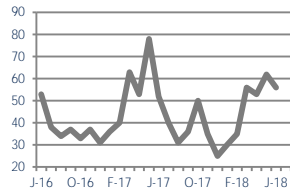
98



Up 21%
Vs. Year Ago

Current Contracts

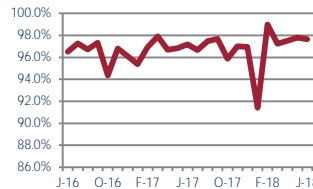
56



Up 8%
Vs. Year Ago

Sold Vs. List Price

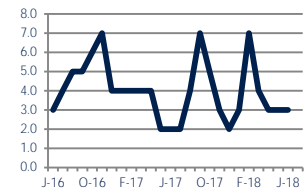
97.7%



No Change
Vs. Year Ago

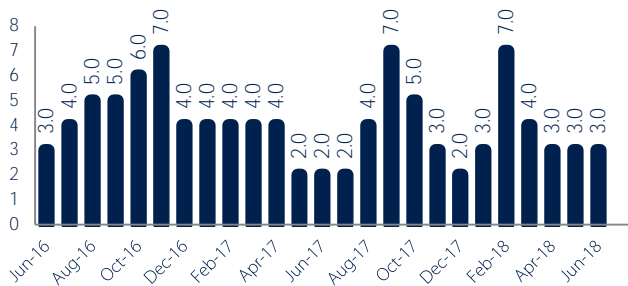
Months of Supply

3.0



Up 50%
Vs. Year Ago

Months Of Supply



Months of Supply

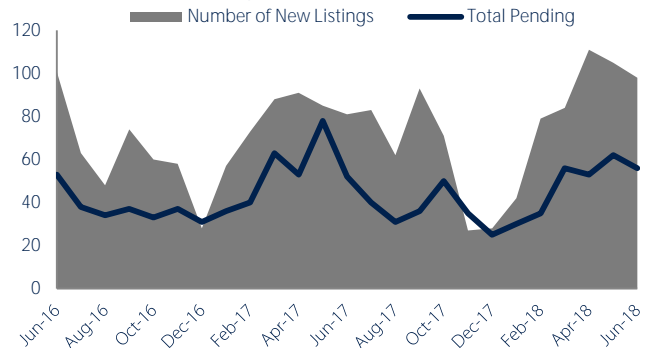
In June, there was 3.6 months of supply available in Eastern McLean, compared to 2.8 in June 2017. That is an increase of 28% versus a year ago.

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.

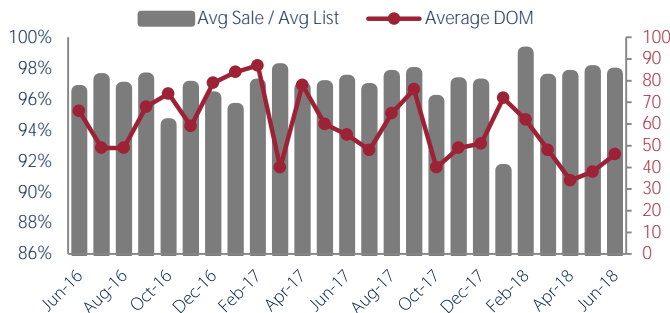
New Listings & Current Contracts

This month there were 98 homes newly listed for sale in Eastern McLean compared to 81 in June 2017, an increase of 21%. There were 56 current contracts pending sale this June compared to 52 a year ago. The number of current contracts is 8% higher than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Eastern McLean was 97.7% 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 46, lower than the average last year, which was 55, a decrease of 16%.



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