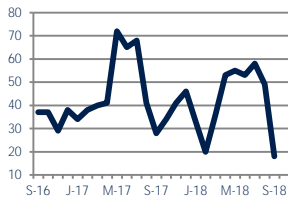


Zip Code(s): 22101

Units Sold

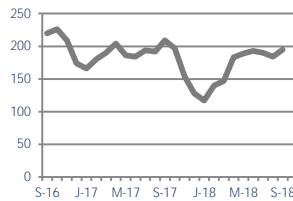
18



Down
Vs. Year Ago

Active Inventory

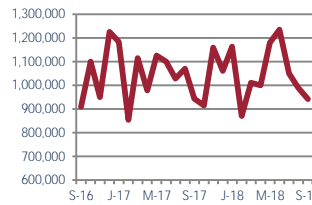
195



Down -7%
Vs. Year Ago

Median Sale Price

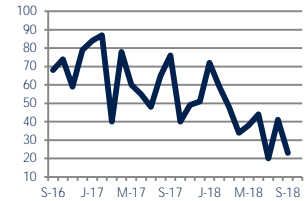
\$942,000



No Change
Vs. Year Ago

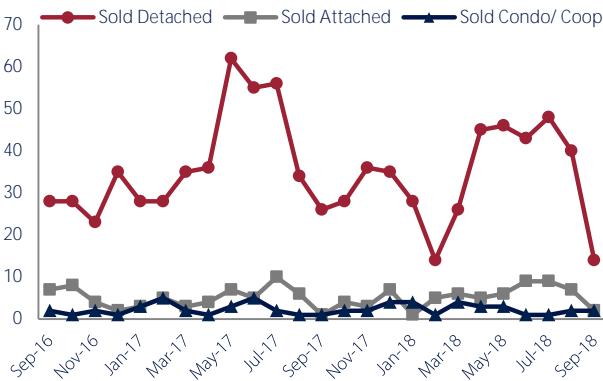
Days On Market

23



Down
Vs. Year Ago

Units Sold*



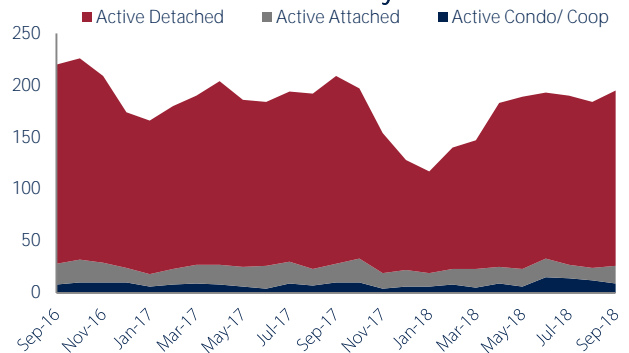
Units Sold

With relatively few transactions, there was a decrease in total units sold in September, with 18 sold this month in Eastern McLean. This month's total units sold was lower than at this time last year, a decrease from September 2017.

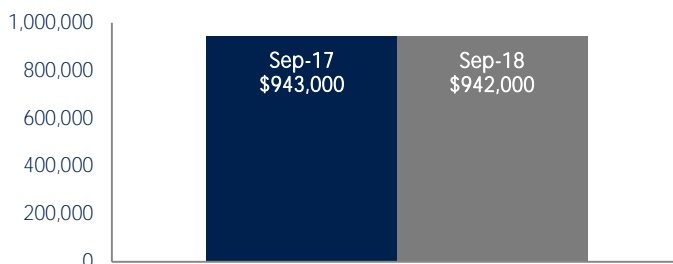
Active Inventory

Versus last year, the total number of homes available this month is lower by 14 units or 7%. The total number of active inventory this September was 195 compared to 209 in September 2017. This month's total of 195 is higher than the previous month's total supply of available inventory of 184, an increase of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Eastern McLean Homes was \$943,000. This September, the median sale price was \$942,000, which is similar compared to a year ago. The current median sold price is 5% lower than in August.

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.



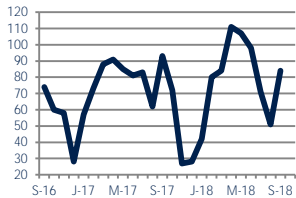
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 22101

New Listings

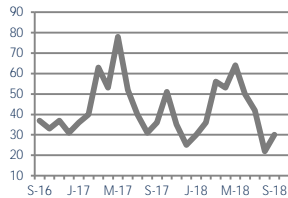
84



Down -10%
Vs. Year Ago

Current Contracts

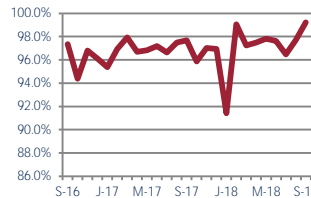
30



Down -17%
Vs. Year Ago

Sold Vs. List Price

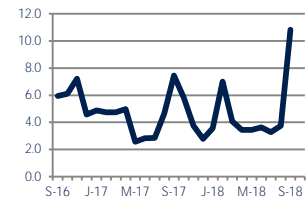
99.2%



Up 1.6%
Vs. Year Ago

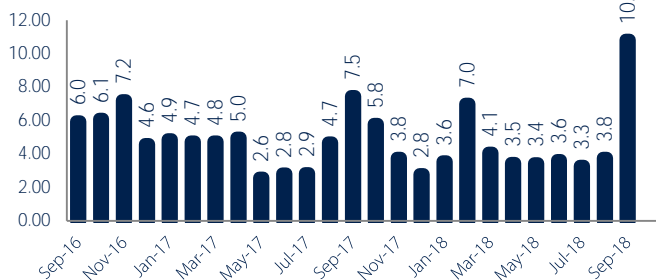
Months of Supply

10.8



Up 45%
Vs. Year Ago

Months Of Supply



Months of Supply

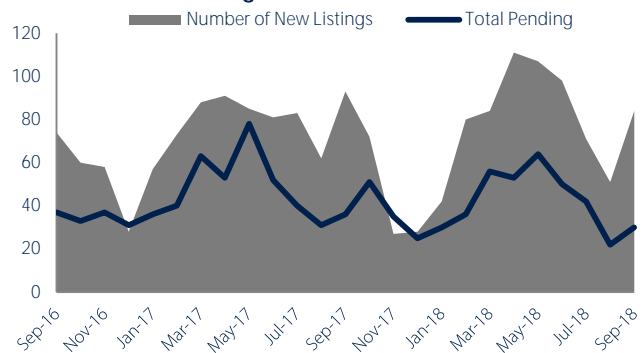
In September, there was 10.8 months of supply available in Eastern McLean, compared to 7.5 in September 2017. That is an increase of 45% versus a year ago.

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.

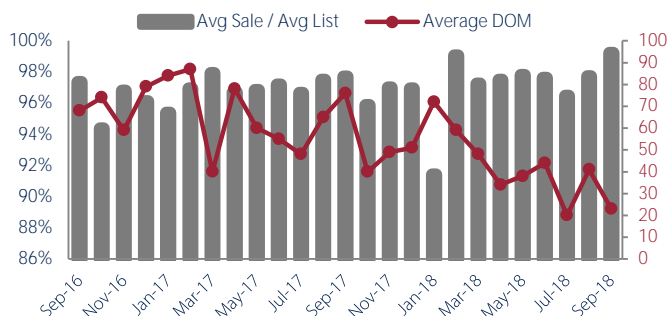
New Listings & Current Contracts

This month there were 84 homes newly listed for sale in Eastern McLean compared to 93 in September 2017, a decrease of 10%. There were 30 current contracts pending sale this September compared to 36 a year ago. The number of current contracts is 17% lower than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Eastern McLean was 99.2% of the average list price, which is 1.5% higher than at this time last year.

Days On Market

This month, the average number of days on market was 23, lower than the average last year, which was 76. This decrease was impacted by the limited number of sales.



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