



The Long & Foster Market Minute™

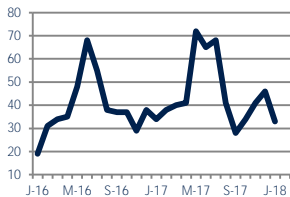
Focus On: Eastern McLean Housing Market

January 2018

Zip Code(s): 22101

Units Sold

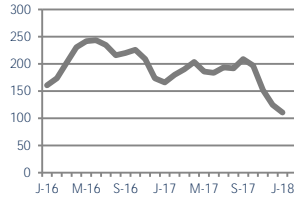
33



Down -3%
Vs. Year Ago

Active Inventory

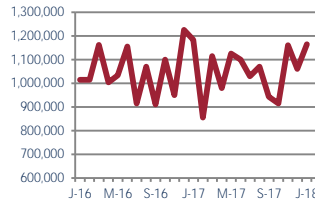
111



Down -33%
Vs. Year Ago

Median Sale Price

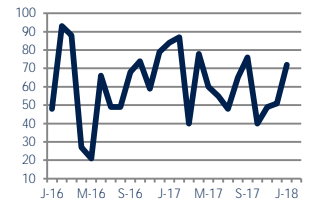
\$1,164,000



Down -2%
Vs. Year Ago

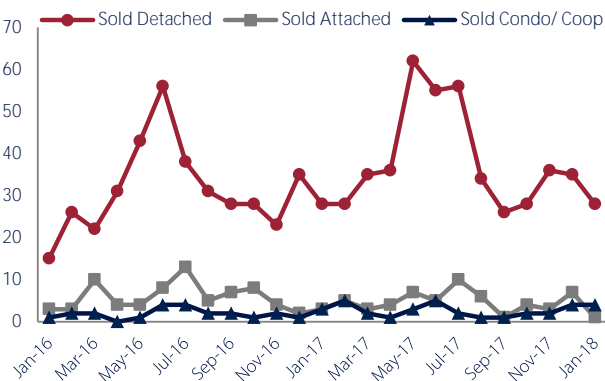
Days On Market

72



Down -14%
Vs. Year Ago

Units Sold*



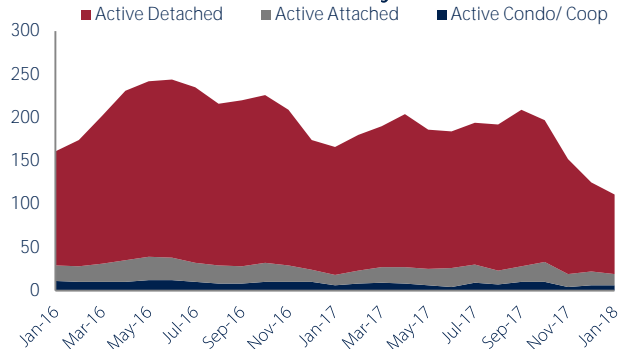
Units Sold

There was a decrease in total units sold in January, with 33 sold this month in Eastern McLean versus 46 last month, a decrease of 28%. This month's total units sold was lower than at this time last year, a decrease of 3% versus January 2017.

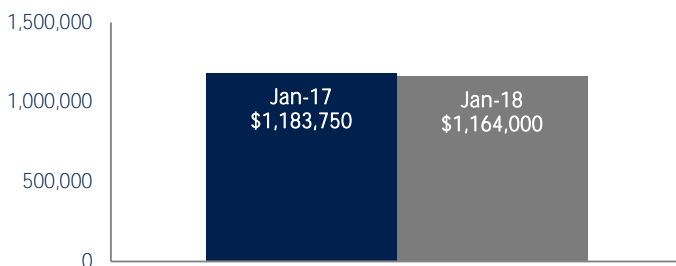
Active Inventory

Versus last year, the total number of homes available this month is lower by 55 units or 33%. The total number of active inventory this January was 111 compared to 166 in January 2017. This month's total of 111 is lower than the previous month's total supply of available inventory of 125, a decrease of 11%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Eastern McLean Homes was \$1,183,750. This January, the median sale price was \$1,164,000, a decrease of 2% or \$19,750 compared to last year. The current median sold price is 10% higher than in December.

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.





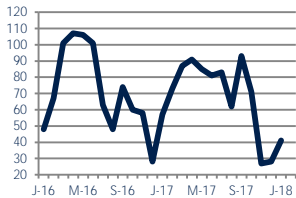
Focus On: Eastern McLean Housing Market

January 2018

Zip Code(s): 22101

New Listings

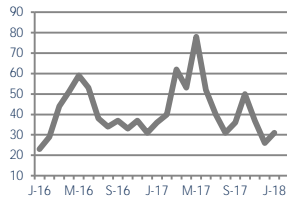
41



Down -28%
Vs. Year Ago

Current Contracts

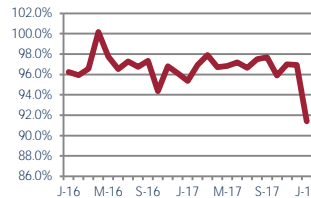
31



Down -14%
Vs. Year Ago

Sold Vs. List Price

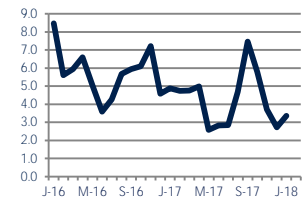
91.4%



Down -4.2%
Vs. Year Ago

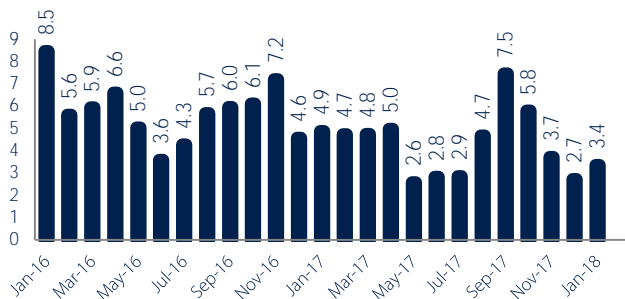
Months of Supply

3.4



Down -31%
Vs. Year Ago

Months Of Supply



Months of Supply

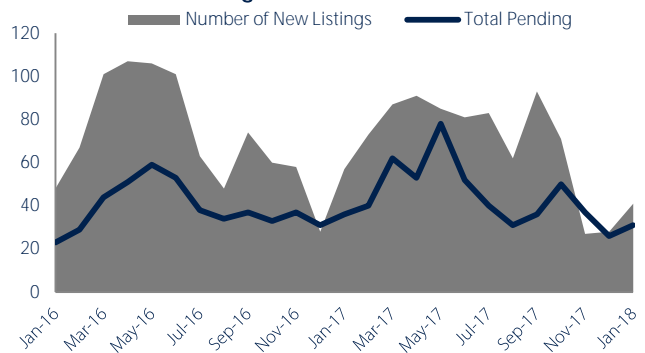
In January, there was 3.4 months of supply available in Eastern McLean, compared to 4.9 in January 2017. That is a decrease of 31% versus a year ago.

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.

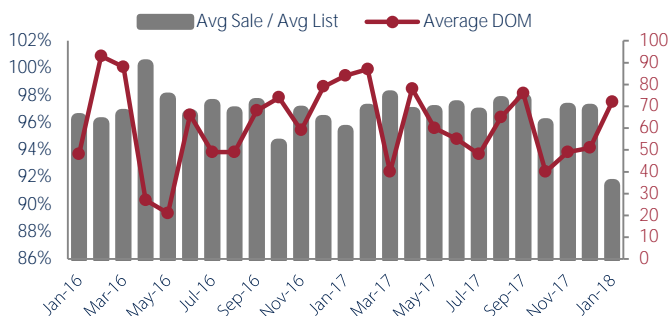
New Listings & Current Contracts

This month there were 41 homes newly listed for sale in Eastern McLean compared to 57 in January 2017, a decrease of 28%. There were 31 current contracts pending sale this January compared to 36 a year ago. The number of current contracts is 14% lower than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Eastern McLean was 91.4% of the average list price, which is 4.0% lower than at this time last year.

Days On Market

This month, the average number of days on market was 72, lower than the average last year, which was 84, a decrease of 14%.



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