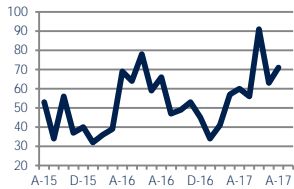


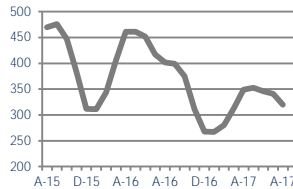
Zip Code(s): 22066 and 22102

**Units Sold**  
71



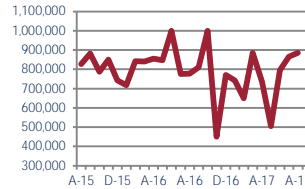
**Up 8%**  
Vs. Year Ago

**Active Inventory**  
320



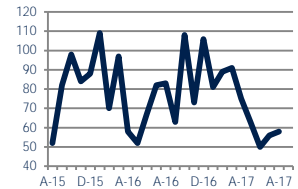
**Down -20%**  
Vs. Year Ago

**Median Sale Price**  
\$885,000



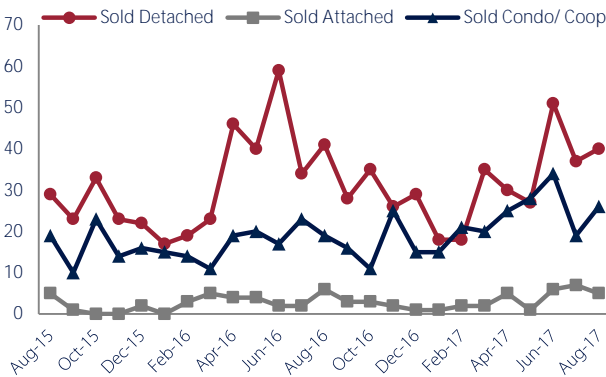
**Up 14%**  
Vs. Year Ago

**Days On Market**  
58



**Down -30%**  
Vs. Year Ago

### Units Sold\*



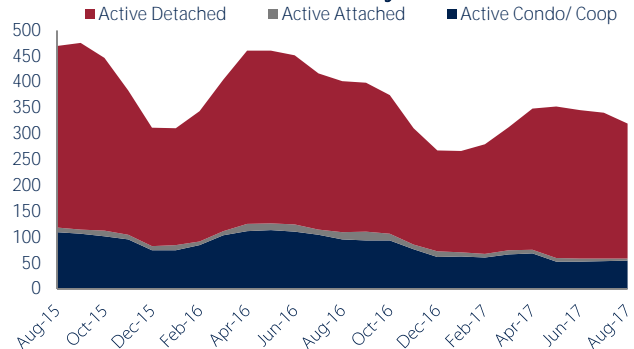
### Units Sold

There was an increase in total units sold in August, with 71 sold this month in Great Falls and Western McLean versus 63 last month, an increase of 13%. This month's total units sold was higher than at this time last year, an increase of 8% versus August 2016.

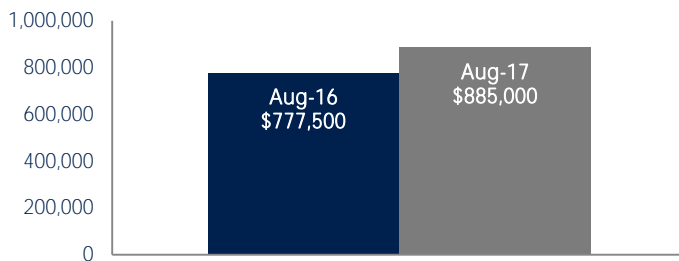
### Active Inventory

Versus last year, the total number of homes available this month is lower by 82 units or 20%. The total number of active inventory this August was 320 compared to 402 in August 2016. This month's total of 320 is lower than the previous month's total supply of available inventory of 341, a decrease of 6%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last August, the median sale price for Great Falls and Western McLean Homes was \$777,500. This August, the median sale price was \$885,000, an increase of 14% or \$107,500 compared to last year. The current median sold price is 2% higher than in July.

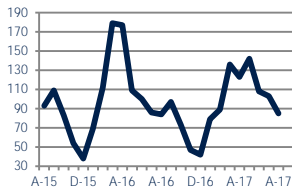
Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



Zip Code(s): 22066 and 22102

**New Listings**

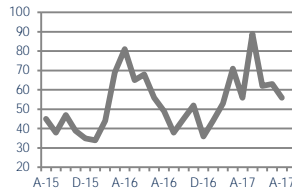
85



Up 1%  
Vs. Year Ago

**Current Contracts**

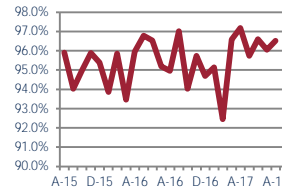
56



Up 14%  
Vs. Year Ago

**Sold Vs. List Price**

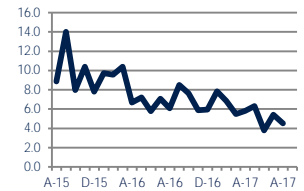
96.5%



Up 1.6%  
Vs. Year Ago

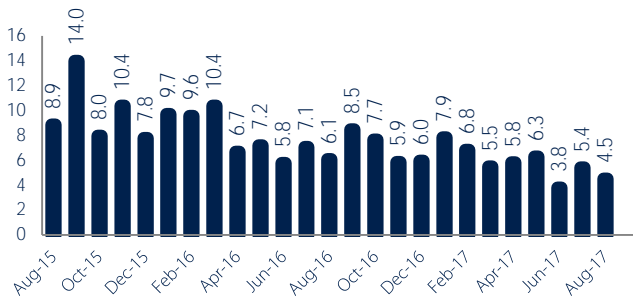
**Months of Supply**

4.5



Down -26%  
Vs. Year Ago

**Months Of Supply**



**Months of Supply**

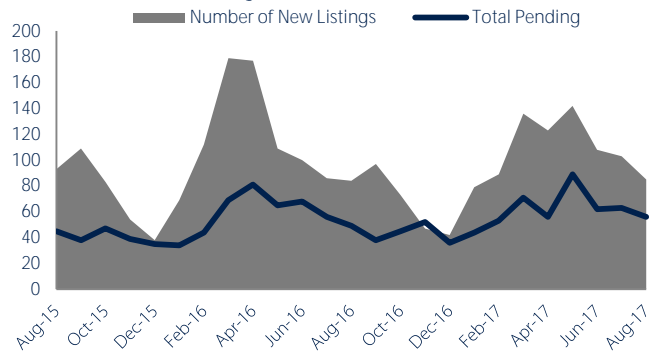
In August, there was 4.5 months of supply available in Great Falls and Western McLean, compared to 6.1 in August 2016. That is a decrease of 26% versus a year ago.

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.

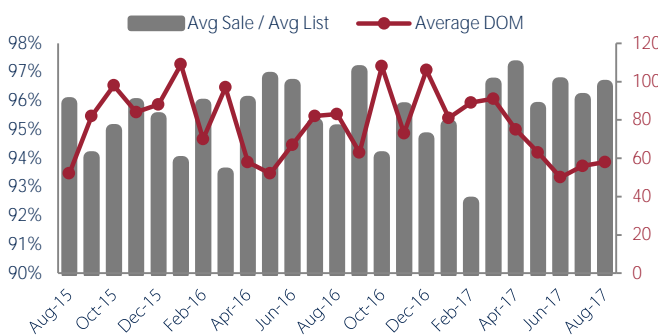
**New Listings & Current Contracts**

This month there were 85 homes newly listed for sale in Great Falls and Western McLean compared to 84 in August 2016, an increase of 1%. There were 56 current contracts pending sale this August compared to 49 a year ago. The number of current contracts is 14% higher than last August.

**New Listings & Current Contracts**



**Sale Price/ List Price & DOM**



**Sale Price to List Price Ratio**

In August, the average sale price in Great Falls and Western McLean was 96.5% of the average list price, which is 1.6% higher than at this time last year.

**Days On Market**

This month, the average number of days on market was 58, lower than the average last year, which was 83, a decrease of 30%.