



The Long & Foster Market Minute™

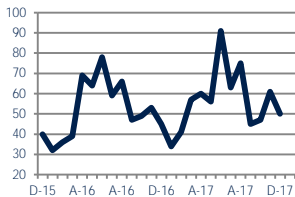
Focus On: Great Falls and Western McLean Housing Market

December 2017

Zip Code(s): 22066 and 22102

Units Sold

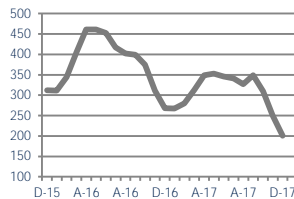
50



Up 11%
Vs. Year Ago

Active Inventory

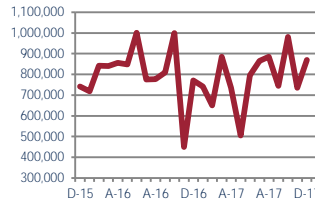
201



Down -25%
Vs. Year Ago

Median Sale Price

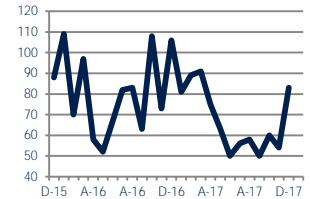
\$870,000



Up 13%
Vs. Year Ago

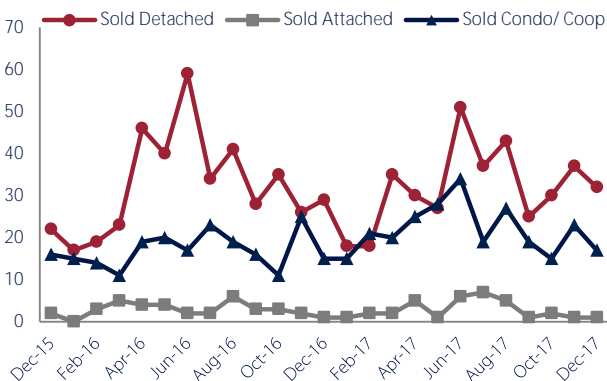
Days On Market

83



Down -22%
Vs. Year Ago

Units Sold*



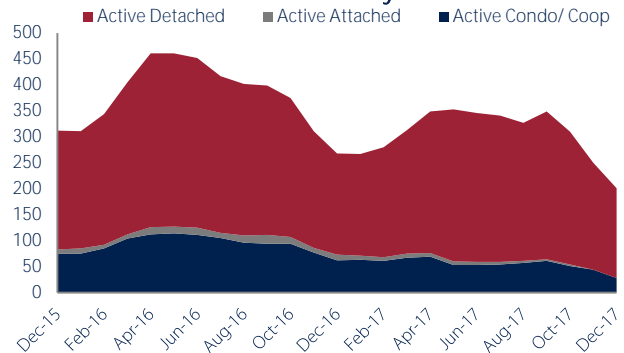
Units Sold

There was a decrease in total units sold in December, with 50 sold this month in Great Falls and Western McLean versus 61 last month, a decrease of 18%. This month's total units sold was higher than at this time last year, an increase of 11% versus December 2016.

Active Inventory

Versus last year, the total number of homes available this month is lower by 67 units or 25%. The total number of active inventory this December was 201 compared to 268 in December 2016. This month's total of 201 is lower than the previous month's total supply of available inventory of 250, a decrease of 20%.

Active Inventory*

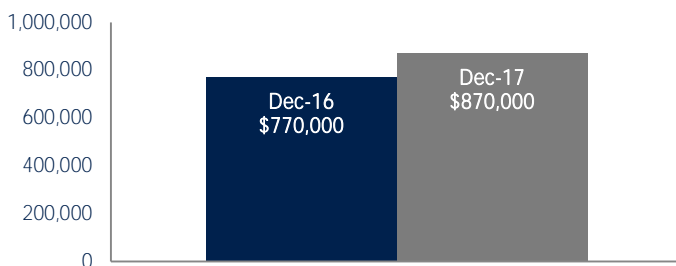


Median Sale Price

Last December, the median sale price for Great Falls and Western McLean Homes was \$770,000. This December, the median sale price was \$870,000, an increase of 13% or \$100,000 compared to last year. The current median sold price is 18% higher than in November.

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

Median Sale Price



Great Falls and Western McLean are defined as properties listed in zip code/s 22066 and 22102.

*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.



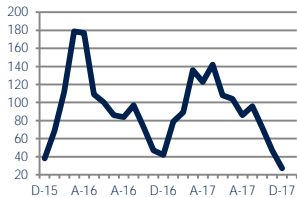
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 22066 and 22102

New Listings

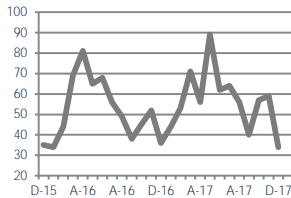
27



Down -36%
Vs. Year Ago

Current Contracts

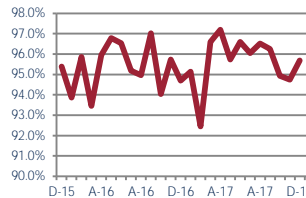
34



Down -6%
Vs. Year Ago

Sold Vs. List Price

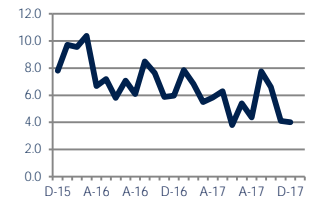
95.7%



Up 1.1%
Vs. Year Ago

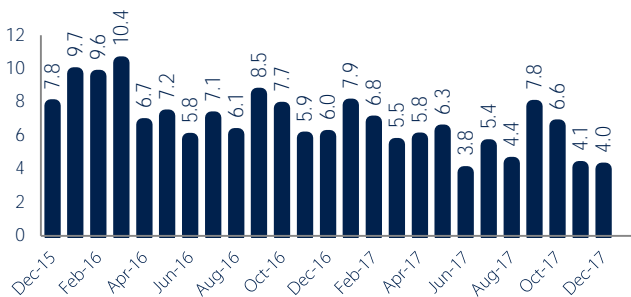
Months of Supply

4.0



Down -33%
Vs. Year Ago

Months Of Supply



Months of Supply

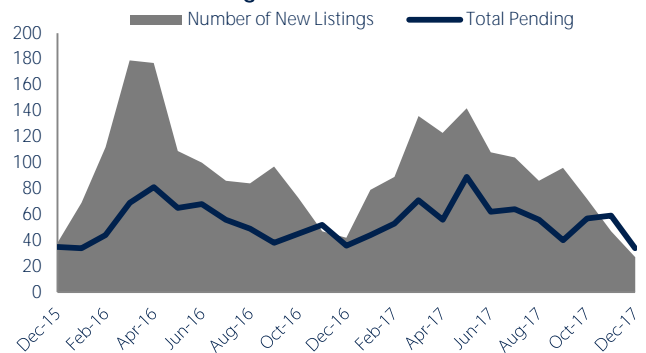
In December, there was 4.0 months of supply available in Great Falls and Western McLean, compared to 6.0 in December 2016. That is a decrease of 33% versus a year ago.

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.

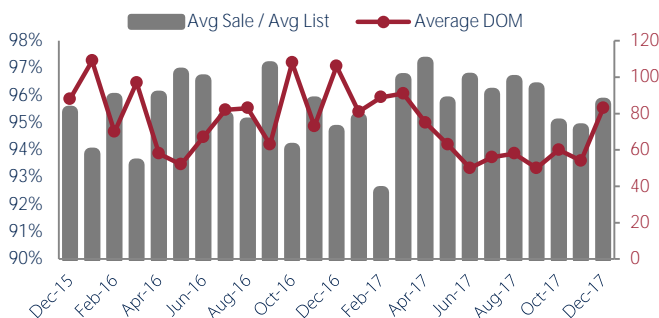
New Listings & Current Contracts

This month there were 27 homes newly listed for sale in Great Falls and Western McLean compared to 42 in December 2016, a decrease of 36%. There were 34 current contracts pending sale this December compared to 36 a year ago. The number of current contracts is 6% lower than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Great Falls and Western McLean was 95.7% of the average list price, which is 1.0% higher than at this time last year.

Days On Market

This month, the average number of days on market was 83, lower than the average last year, which was 106, a decrease of 22%.



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