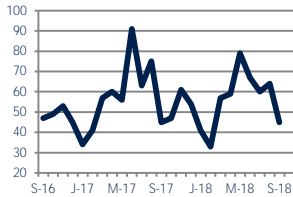


Zip Code(s): 22066 and 22102

Units Sold

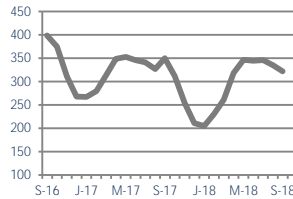
45



No Change
Vs. Year Ago

Active Inventory

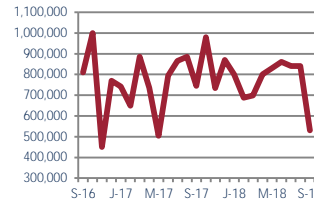
322



Down -8%
Vs. Year Ago

Median Sale Price

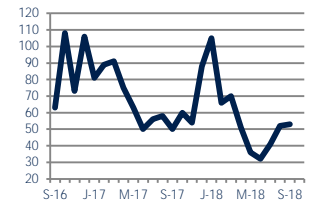
\$530,000



Down -29%
Vs. Year Ago

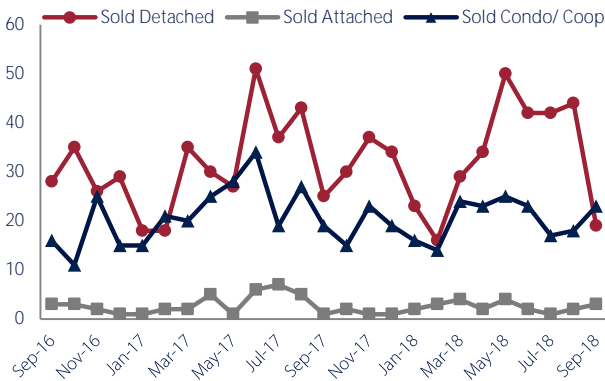
Days On Market

53



Up 6%
Vs. Year Ago

Units Sold*



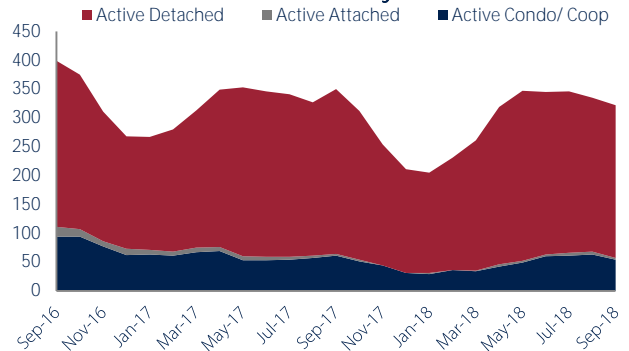
Units Sold

There was a decrease in total units sold in September, with 45 sold this month in Great Falls and Western McLean, a decrease of 30%. This month's total units sold is similar compared to a year ago.

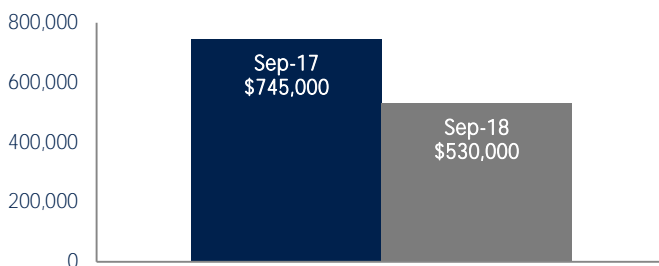
Active Inventory

Versus last year, the total number of homes available this month is lower by 28 units or 8%. The total number of active inventory this September was 322 compared to 350 in September 2017. This month's total of 322 is lower than the previous month's total supply of available inventory of 335, a decrease of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Great Falls and Western McLean Homes was \$745,000. This September, the median sale price was \$530,000, a decrease of \$215,000 compared to last year. The current median sold price is 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.



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.

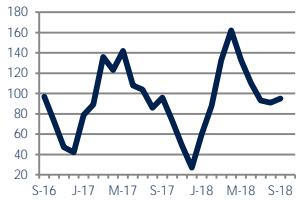
Information included in this report is based on data supplied by MRIS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of MRIS or Long & Foster Real Estate, Inc.



Zip Code(s): 22066 and 22102

New Listings

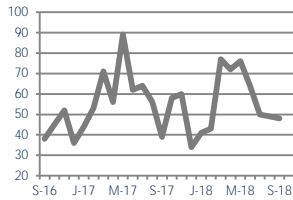
95



Down -1%
Vs. Year Ago

Current Contracts

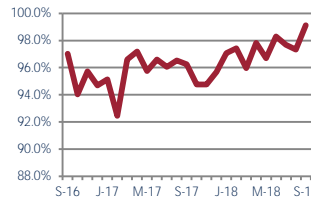
48



Up 23%
Vs. Year Ago

Sold Vs. List Price

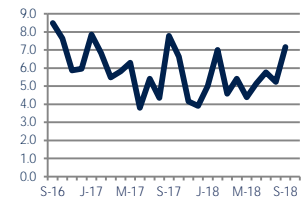
99.1%



Up 3%
Vs. Year Ago

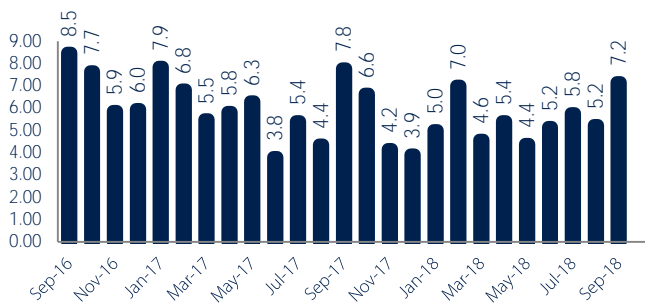
Months of Supply

7.2



Down -8%
Vs. Year Ago

Months Of Supply



Months of Supply

In September, there was 7.2 months of supply available in Great Falls and Western McLean, compared to 7.8 in September 2017. That is a decrease of 8% versus a year ago.

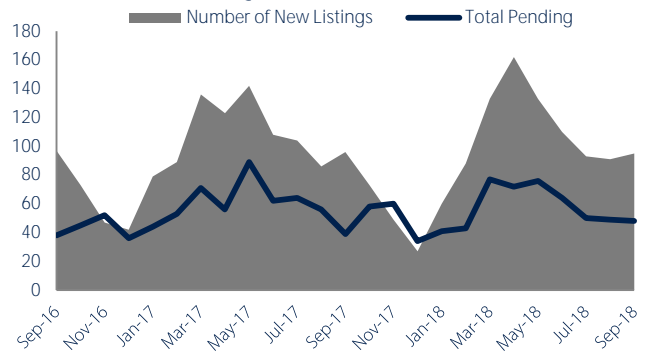
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

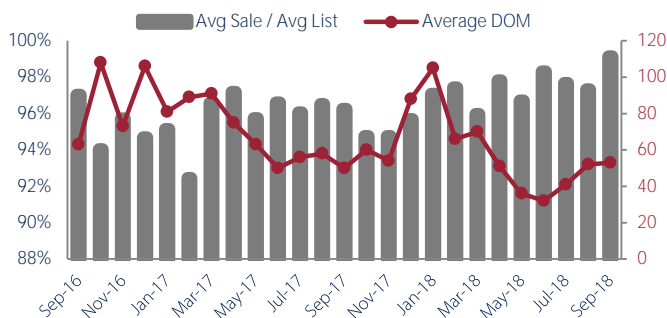
This month there were 95 homes newly listed for sale in Great Falls and Western McLean compared to 96 in September 2017, a decrease of 1%.

There were 48 current contracts pending sale this September compared to 39 a year ago. The number of current contracts is 23% higher 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 Great Falls and Western McLean was 99.1% of the average list price, which is 2.9% higher than at this time last year.

Days On Market

This month, the average number of days on market was 53, higher than the average last year, which was 50, an increase of 6%.



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