

THE LONG & FOSTER MARKET MINUTE™

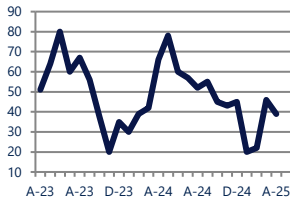
FOCUS ON: **GREAT FALLS AND WESTERN MCLEAN HOUSING MARKET**

APRIL 2025

Zip Code(s): 22066 and 22102

Units Sold

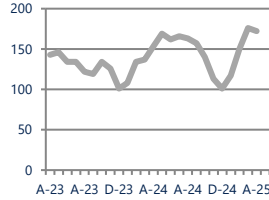
39



Down
Vs. Year Ago

Active Inventory

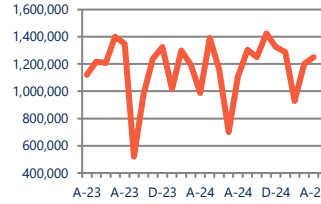
172



Up 12%
Vs. Year Ago

Median Sale Price

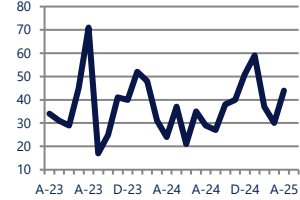
\$1,250,000



Up
Vs. Year Ago

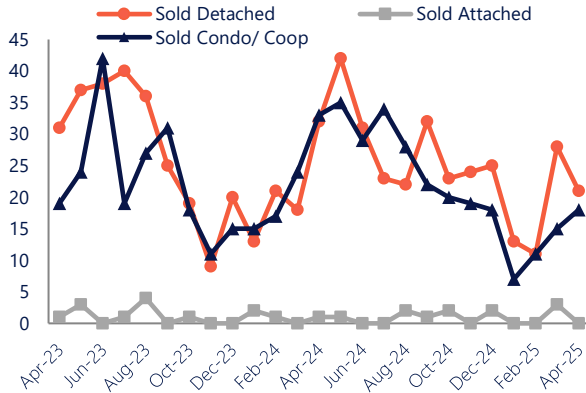
Days On Market

44



Up
Vs. Year Ago

Units Sold*



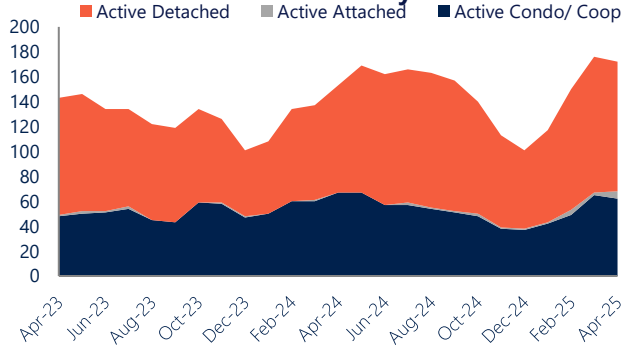
Units Sold

With relatively few transactions, there was a decrease in total units sold in April, with 39 sold this month in Great Falls and Western McLean. This month's total units sold was lower than at this time last year, a decrease from April 2024.

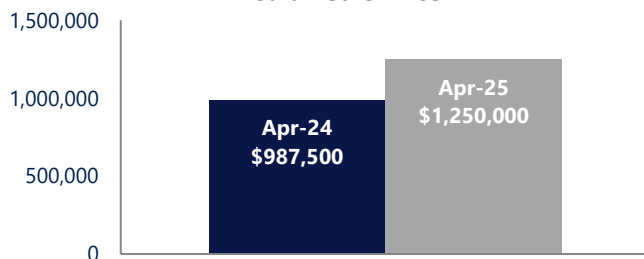
Active Inventory

Versus last year, the total number of homes available this month is higher by 19 units or 12%. The total number of active inventory this April was 172 compared to 153 in April 2024. This month's total of 172 is lower than the previous month's total supply of available inventory of 176, a decrease of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last April, the median sale price for Great Falls and Western McLean Homes was \$987,500. This April, the median sale price was \$1,250,000, an increase of \$262,500 compared to last year. The current median sold price is higher than in March. 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 BRIGHTMLS 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 BRIGHTMLS or Long & Foster Real Estate, Inc.

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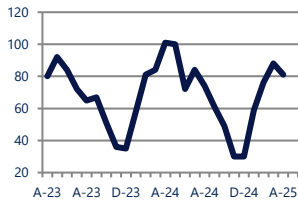
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APRIL 2025

Zip Code(s): 22066 and 22102

New Listings

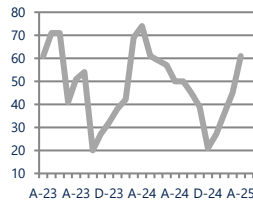
81



Down -20%
Vs. Year Ago

Current Contracts

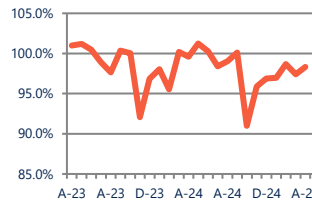
61



Down -18%
Vs. Year Ago

Sold Vs. List Price

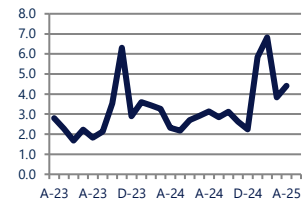
98.3%



Down -1.3%
Vs. Year Ago

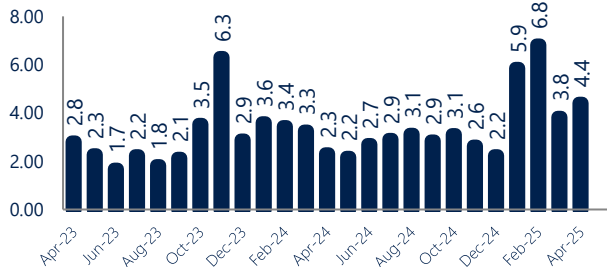
Months of Supply

4.4



Up 90%
Vs. Year Ago

Months Of Supply



Months of Supply

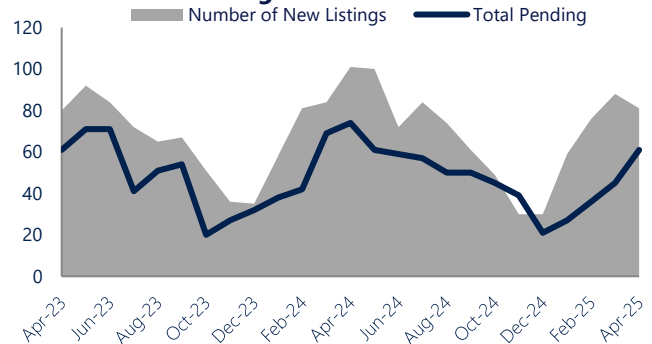
In April, there was 4.4 months of supply available in Great Falls and Western McLean, compared to 2.3 in April 2024. That is an increase of 90% versus a year ago.

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.

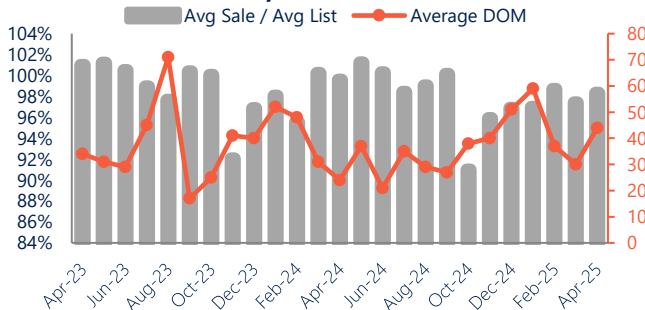
New Listings & Current Contracts

This month there were 81 homes newly listed for sale in Great Falls and Western McLean compared to 101 in April 2024, a decrease of 20%. There were 61 current contracts pending sale this April compared to 74 a year ago. The number of current contracts is 18% lower than last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Great Falls and Western McLean was 98.3% of the average list price, which is 1.3% lower than at this time last year.

Days On Market

This month, the average number of days on market was 44, higher than the average last year, which was 24. This increase was impacted by the limited number of sales.

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