

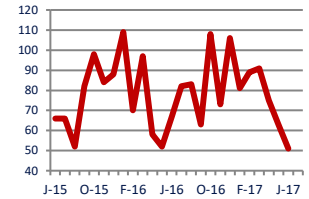
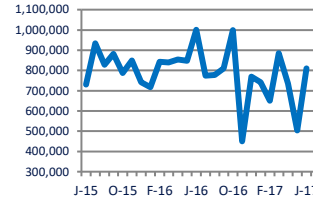
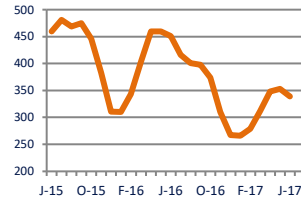
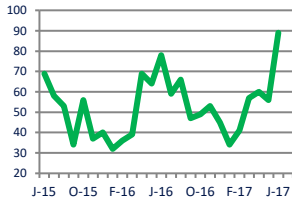


## Focus On: Great Falls and Western McLean Housing Market

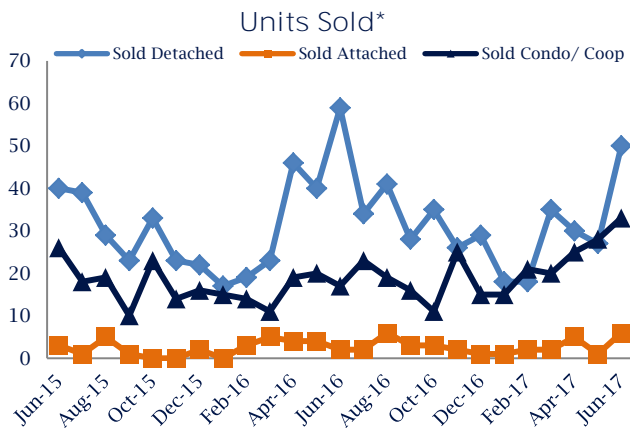
June 2017

Zip Code(s): 22066 and 22102

<b>Units Sold</b> 89	<b>Active Inventory</b> 339	<b>Median Sale Price</b> \$810,000	<b>Days On Market</b> 51
-------------------------	--------------------------------	---------------------------------------	-----------------------------



Up 14% Vs. Year Ago	Down -25% Vs. Year Ago	Down -19% Vs. Year Ago	Down -24% Vs. Year Ago
------------------------	---------------------------	---------------------------	---------------------------

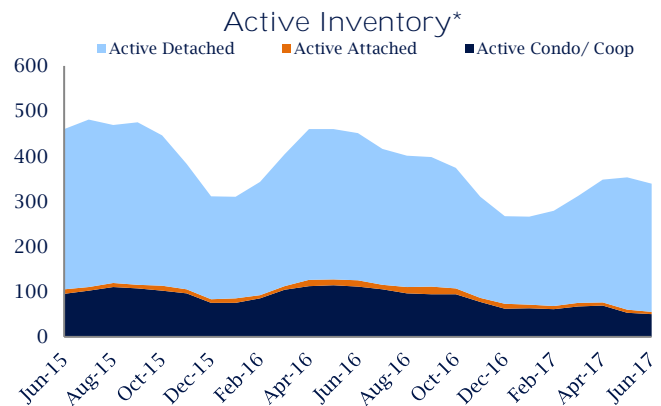


### Units Sold

There was an increase in total units sold in June, with 89 sold this month in Great Falls and Western McLean. This month's total units sold was higher than at this time last year.

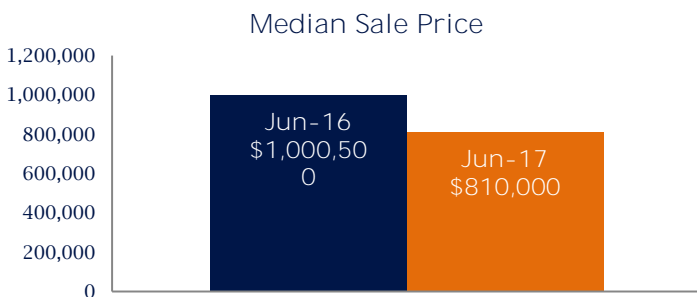
### Active Inventory

Versus last year, the total number of homes available this month is lower by 112 units or 25%. The total number of active inventory this June was 339 compared to 451 in June 2016. This month's total of 339 is lower than the previous month's total supply of available inventory of 353, a decrease of 4%.



### Median Sale Price

Last June, the median sale price for Great Falls and Western McLean Homes was \$1,000,500. This June, the median sale price was \$810,000, a decrease of \$190,500 compared to last year. The current median sold price is higher than in May.



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.



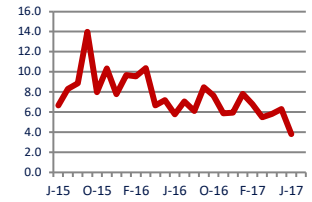
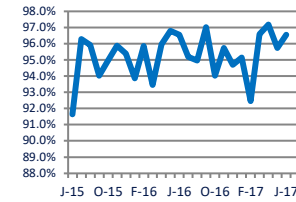
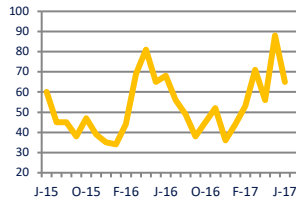
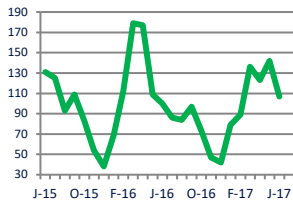


Focus On: Great Falls and Western McLean Housing Market

June 2017

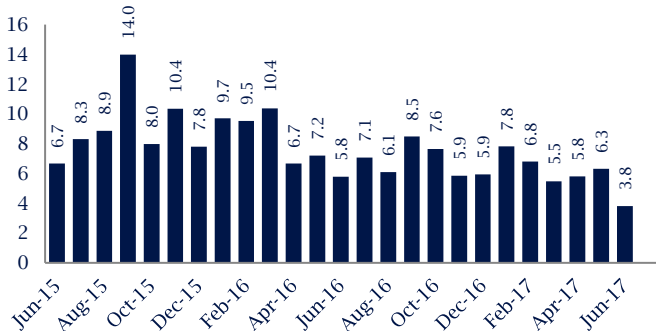
Zip Code(s): 22066 and 22102

<b>New Listings</b> 107	<b>Current Contracts</b> 65	<b>Sold Vs. List Price</b> 96.6%	<b>Months of Supply</b> 3.8
----------------------------	--------------------------------	-------------------------------------	--------------------------------



Up 7% Vs. Year Ago	Down -4% Vs. Year Ago	No Change Vs. Year Ago	Down -34% Vs. Year Ago
-----------------------	--------------------------	---------------------------	---------------------------

Months Of Supply



Months of Supply

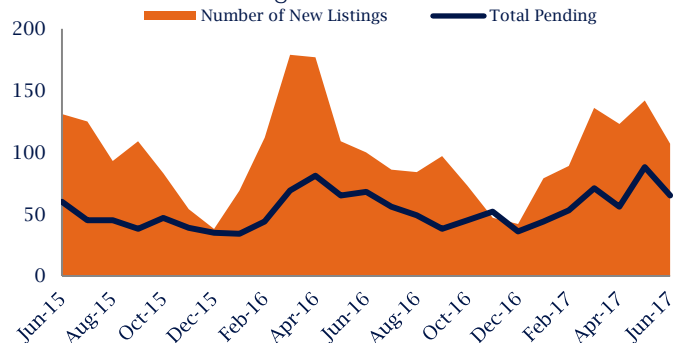
In June, there was 3.8 months of supply available in Great Falls and Western McLean, compared to 5.8 in June 2016. That is a decrease of 34% versus a year ago.

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 107 homes newly listed for sale in Great Falls and Western McLean compared to 100 in June 2016, an increase of 7%. There were 65 current contracts pending sale this June compared to 68 a year ago. The number of current contracts is 4% lower than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Great Falls and Western McLean was 96.6% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 51, lower than the average last year, which was 67, a decrease of 24%.

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.

