



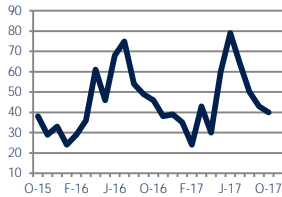
Focus On: Kingstowne and Hayfield Housing Market

October 2017

Zip Code(s): 22315

Units Sold

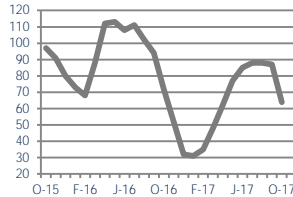
40



Down -13%
Vs. Year Ago

Active Inventory

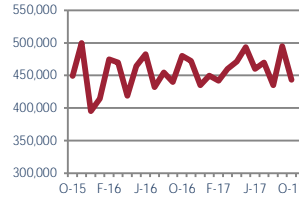
64



Down -11%
Vs. Year Ago

Median Sale Price

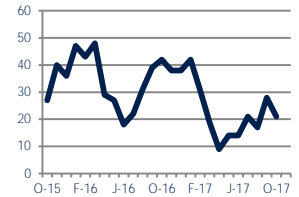
\$443,500



Down -8%
Vs. Year Ago

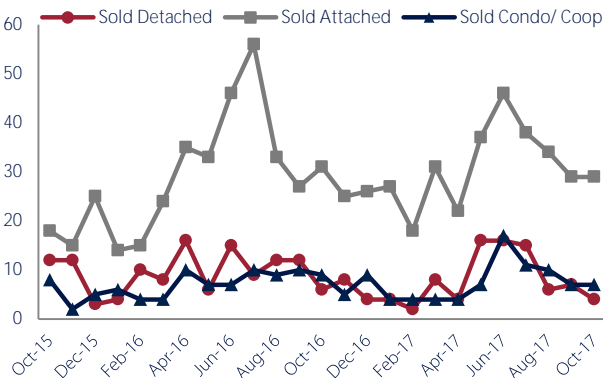
Days On Market

21



Down -50%
Vs. Year Ago

Units Sold*



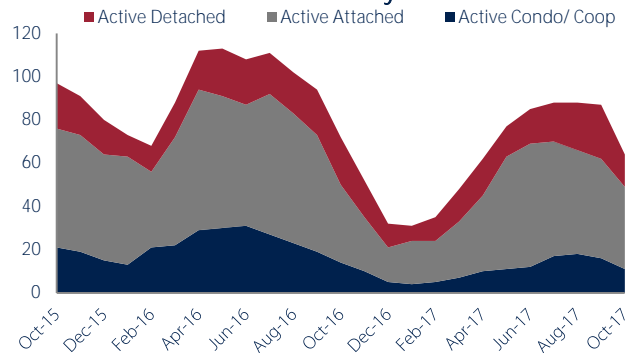
Units Sold

There was a decrease in total units sold in October, with 40 sold this month in Kingstowne and Hayfield versus 43 last month, a decrease of 7%. This month's total units sold was lower than at this time last year, a decrease of 13% versus October 2016.

Active Inventory

Versus last year, the total number of homes available this month is lower by 8 units or 11%. The total number of active inventory this October was 64 compared to 72 in October 2016. This month's total of 64 is lower than the previous month's total supply of available inventory of 87, a decrease of 26%.

Active Inventory*



Median Sale Price



Median Sale Price

Last October, the median sale price for Kingstowne and Hayfield Homes was \$479,950. This October, the median sale price was \$443,500, a decrease of 8% or \$36,450 compared to last year. The current median sold price is 10% lower than in September.

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



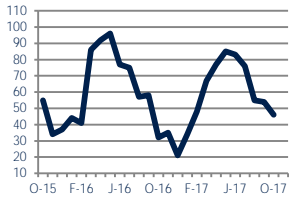
Focus On: Kingstowne and Hayfield Housing Market

October 2017

Zip Code(s): 22315

New Listings

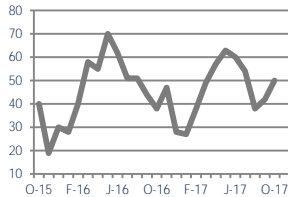
46



Up 44%
Vs. Year Ago

Current Contracts

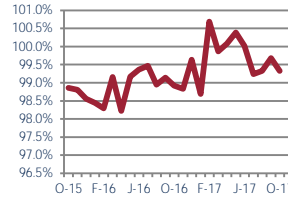
50



Up 32%
Vs. Year Ago

Sold Vs. List Price

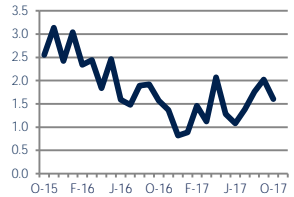
99.3%



No Change
Vs. Year Ago

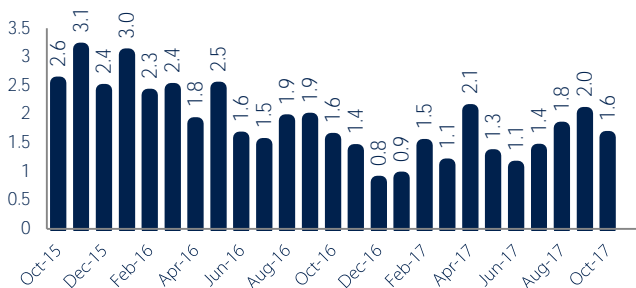
Months of Supply

1.6



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

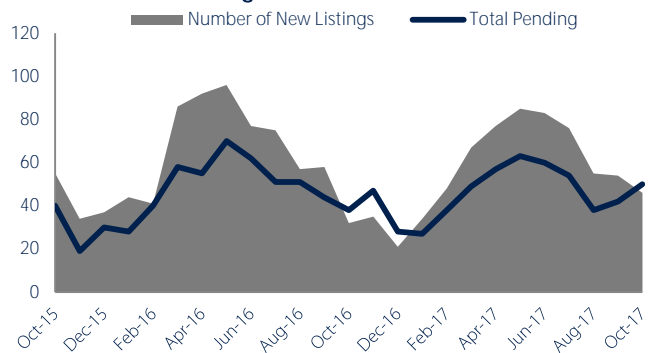
In October, there was 1.6 months of supply available in Kingstowne and Hayfield. The amount of supply is similar compared to a year ago.

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.

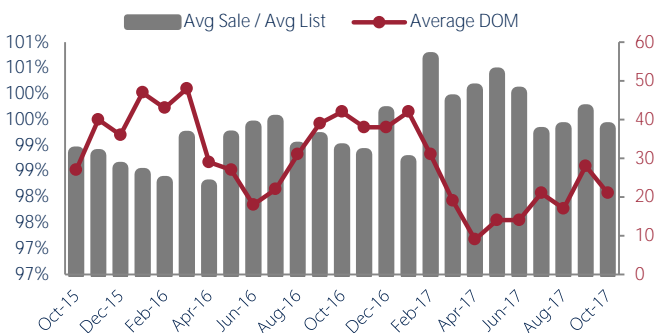
New Listings & Current Contracts

This month there were 46 homes newly listed for sale in Kingstowne and Hayfield compared to 32 in October 2016, an increase of 44%. There were 50 current contracts pending sale this October compared to 38 a year ago. The number of current contracts is 32% higher than last October.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In October, the average sale price in Kingstowne and Hayfield was 99.3% 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 21, lower than the average last year, which was 42, a decrease of 50%.