



The Long & Foster Market Minute™

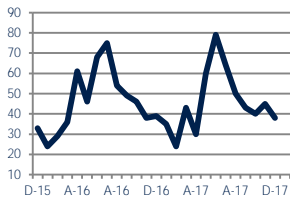
Focus On: Kingstowne and Hayfield Housing Market

December 2017

Zip Code(s): 22315

Units Sold

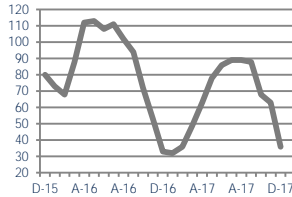
38



Down -3%
Vs. Year Ago

Active Inventory

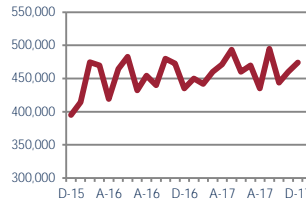
36



Up 9%
Vs. Year Ago

Median Sale Price

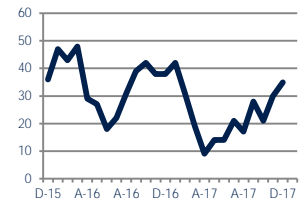
\$474,000



Up 9%
Vs. Year Ago

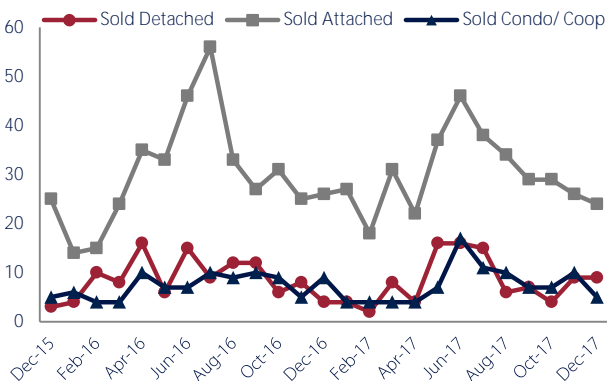
Days On Market

35



Down -8%
Vs. Year Ago

Units Sold*



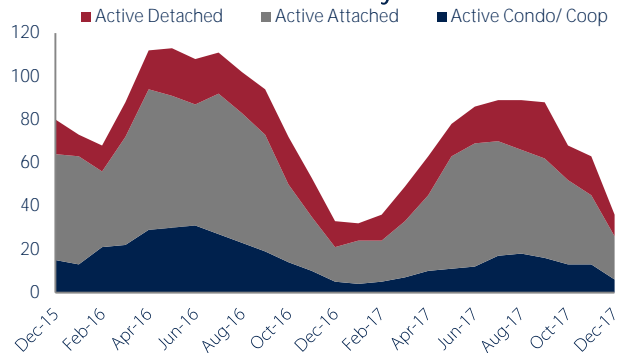
Units Sold

There was a decrease in total units sold in December, with 38 sold this month in Kingstowne and Hayfield versus 45 last month, a decrease of 16%. This month's total units sold was lower than at this time last year, a decrease of 3% versus December 2016.

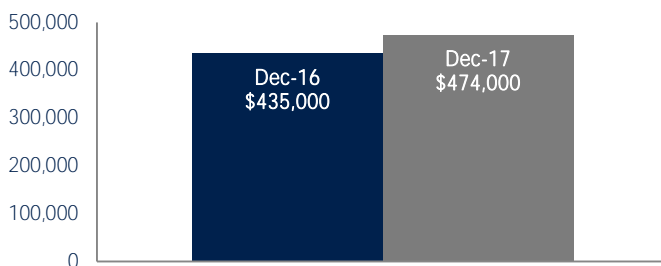
Active Inventory

Versus last year, the total number of homes available this month is higher by 3 units or 9%. The total number of active inventory this December was 36 compared to 33 in December 2016. This month's total of 36 is lower than the previous month's total supply of available inventory of 63, a decrease of 43%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for Kingstowne and Hayfield Homes was \$435,000. This December, the median sale price was \$474,000, an increase of 9% or \$39,000 compared to last year. The current median sold price is 3% 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.

Kingstowne and Hayfield are defined as properties listed in zip code/s 22315.

*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.



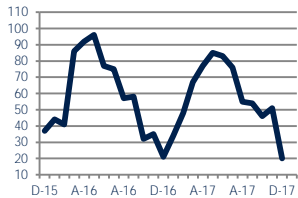
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 22315

New Listings

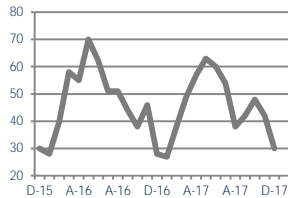
20



Down -5%
Vs. Year Ago

Current Contracts

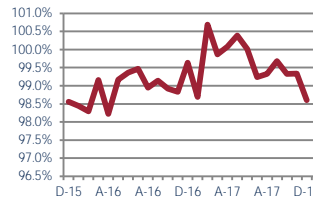
30



Up 7%
Vs. Year Ago

Sold Vs. List Price

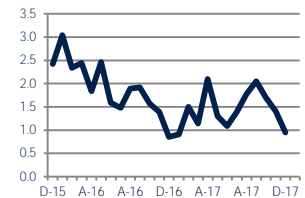
98.6%



Down -1%
Vs. Year Ago

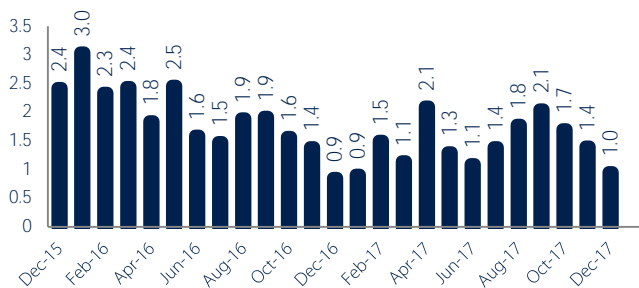
Months of Supply

1.0



Up 12%
Vs. Year Ago

Months Of Supply



Months of Supply

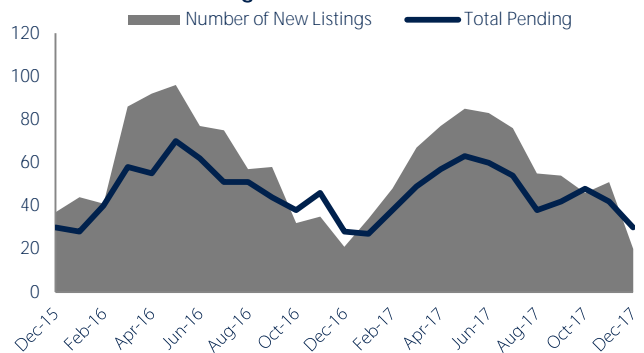
In December, there was 0.9 months of supply available in Kingstowne and Hayfield, compared to 0.8 in December 2016. That is an increase of 12% versus a year ago.

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.

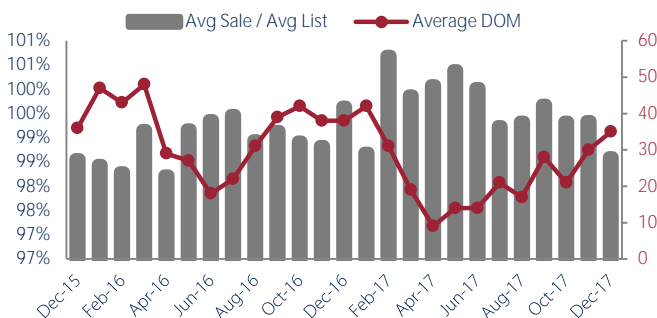
New Listings & Current Contracts

This month there were 20 homes newly listed for sale in Kingstowne and Hayfield compared to 21 in December 2016, a decrease of 5%. There were 30 current contracts pending sale this December compared to 28 a year ago. The number of current contracts is 7% higher 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 Kingstowne and Hayfield was 98.6% of the average list price, which is 1.0% lower than at this time last year.

Days On Market

This month, the average number of days on market was 35, lower than the average last year, which was 38, a decrease of 8%.



Kingstowne and Hayfield are defined as properties listed in zip code/s 22315.

*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.

