



The Long & Foster Market Minute™

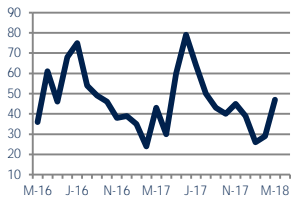
Focus On: Kingstowne and Hayfield Housing Market

March 2018

Zip Code(s): 22315

Units Sold

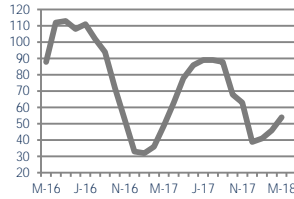
47



Up 9%
Vs. Year Ago

Active Inventory

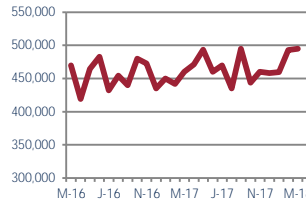
54



Up 10%
Vs. Year Ago

Median Sale Price

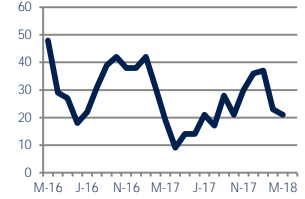
\$495,000



Up 8%
Vs. Year Ago

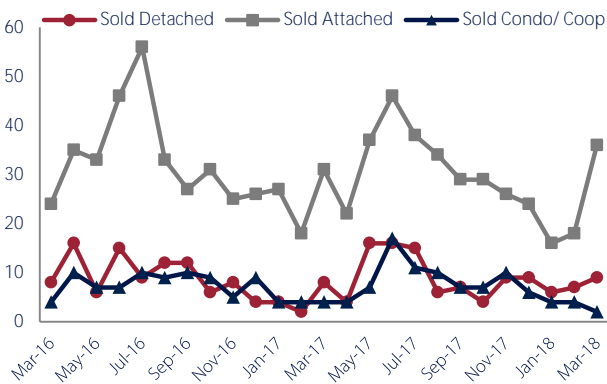
Days On Market

21



Up 11%
Vs. Year Ago

Units Sold*



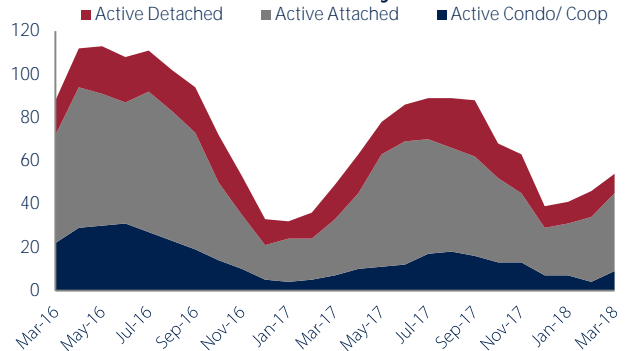
Units Sold

There was an increase in total units sold in March, with 47 sold this month in Kingstowne and Hayfield. This month's total units sold was higher than at this time last year.

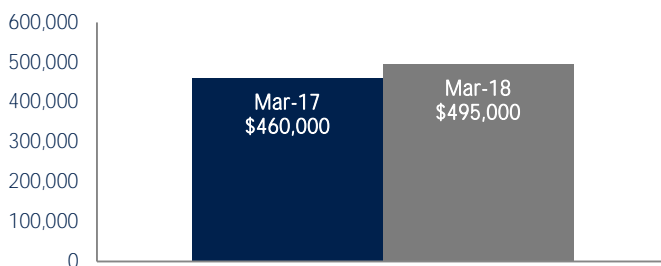
Active Inventory

Versus last year, the total number of homes available this month is higher by 5 units or 10%. The total number of active inventory this March was 54 compared to 49 in March 2017. This month's total of 54 is higher than the previous month's total supply of available inventory of 46, an increase of 17%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Kingstowne and Hayfield Homes was \$460,000. This March, the median sale price was \$495,000, an increase of 8% or \$35,000 compared to last year. The current median sold price is approximately the same as the median price in February.

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





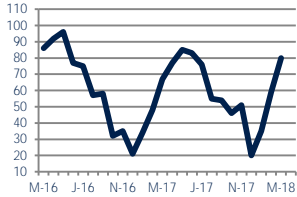
Focus On: Kingstowne and Hayfield Housing Market

March 2018

Zip Code(s): 22315

New Listings

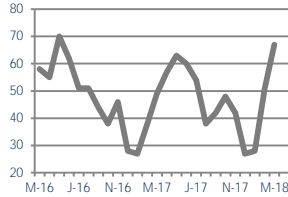
80



Up 19%
Vs. Year Ago

Current Contracts

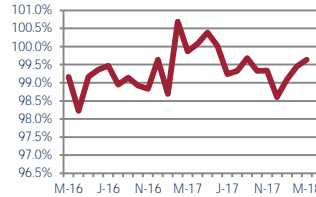
67



Up 37%
Vs. Year Ago

Sold Vs. List Price

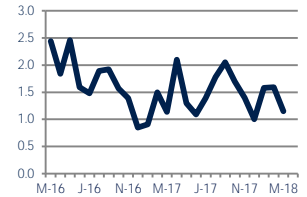
99.6%



No Change
Vs. Year Ago

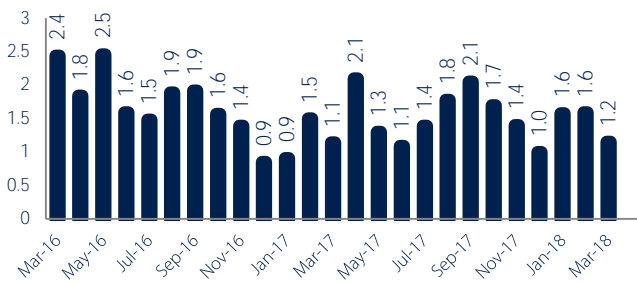
Months of Supply

1.2



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

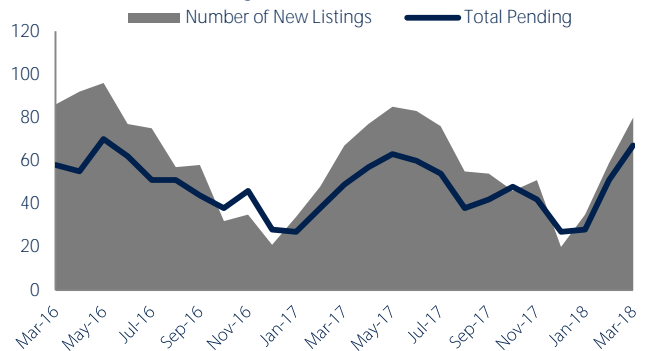
In March, there was 1.1 months of supply available in Kingstowne and Hayfield. The amount of supply is similar compared to a year ago.

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.

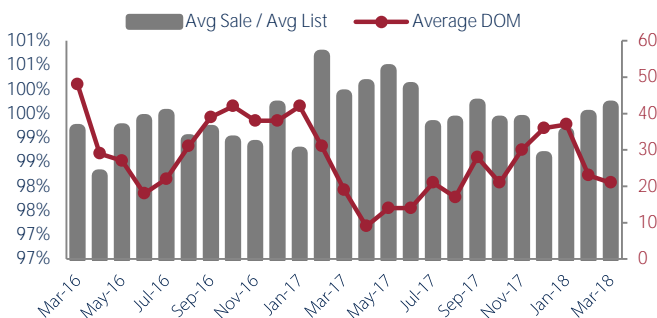
New Listings & Current Contracts

This month there were 80 newly listed for sale in Kingstowne and Hayfield compared to 67 in March 2017, an increase of 19%. There were 67 current contracts pending sale this March compared to 49 a year ago. The number of current contracts is 37% higher than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Kingstowne and Hayfield was 99.6% 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 21, higher than the average last year, which was 19, an increase of 11%.



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