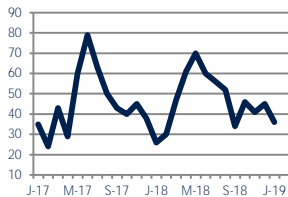


Zip Code(s): 22315

Units Sold

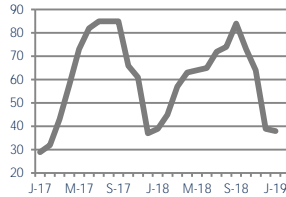
36



Up
Vs. Year Ago

Active Inventory

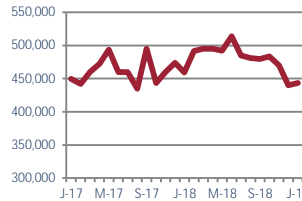
38



Down -3%
Vs. Year Ago

Median Sale Price

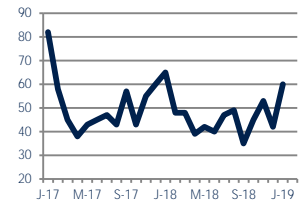
\$443,384



Down -3%
Vs. Year Ago

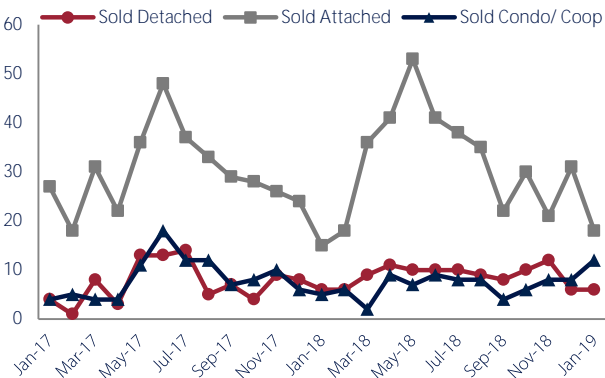
Days On Market

60



Down -8%
Vs. Year Ago

Units Sold*



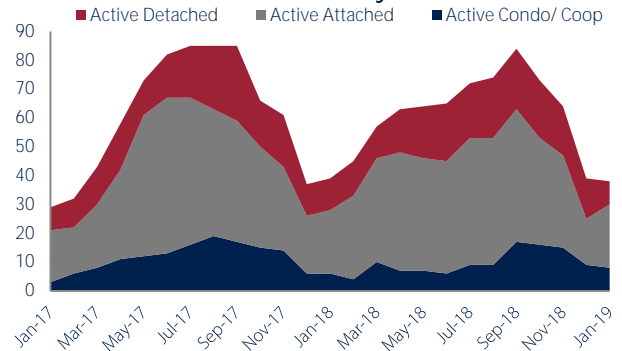
Units Sold

With relatively few transactions, there was a decrease in total units sold in January, with 36 sold this month in Kingstowne and Hayfield. This month's total units sold was higher than at this time last year, an increase from January 2018.

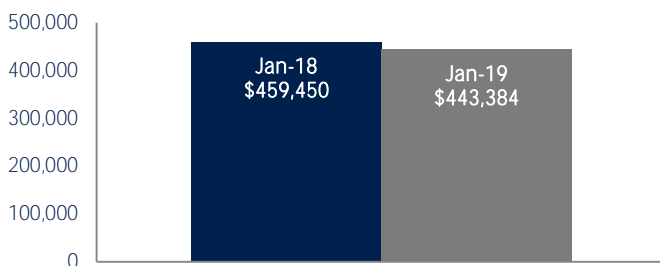
Active Inventory

Versus last year, the total number of homes available this month is lower by 1 units or 3%. The total number of active inventory this January was 38 compared to 39 in January 2018. This month's total of 38 is lower than the previous month's total supply of available inventory of 39, a decrease of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Kingstowne and Hayfield Homes was \$459,450. This January, the median sale price was \$443,384, a decrease of 3% or \$16,066 compared to last year. The current median sold price is 1% higher than in December.

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 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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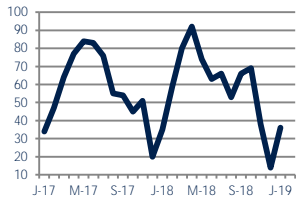




Zip Code(s): 22315

New Listings

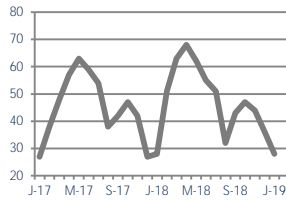
36



Up 3%
Vs. Year Ago

Current Contracts

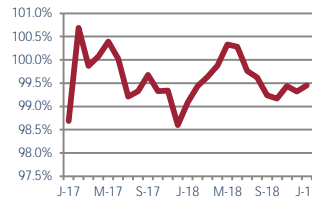
28



No Change
Vs. Year Ago

Sold Vs. List Price

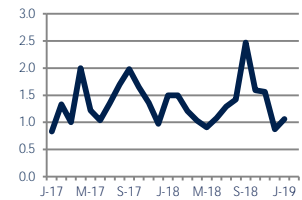
99.5%



No Change
Vs. Year Ago

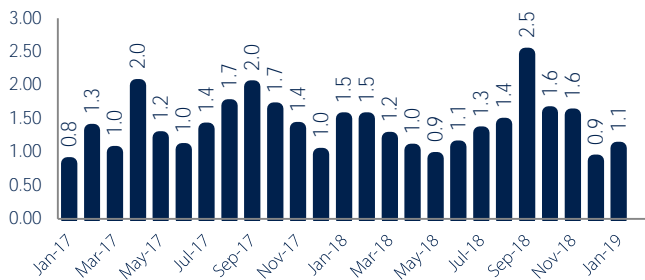
Months of Supply

1.1



Down -29%
Vs. Year Ago

Months Of Supply



Months of Supply

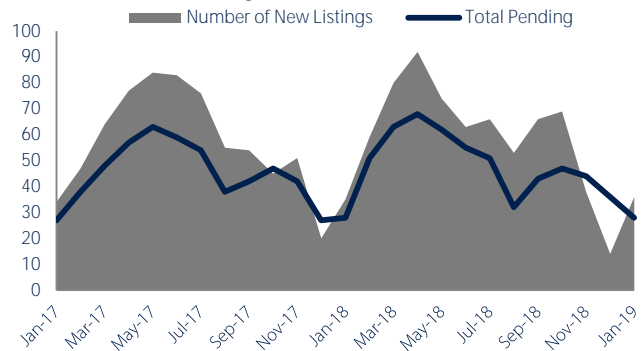
In January, there was 1.1 months of supply available in Kingstowne and Hayfield, compared to 1.5 in January 2018. That is a decrease of 30% versus a year ago.

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.

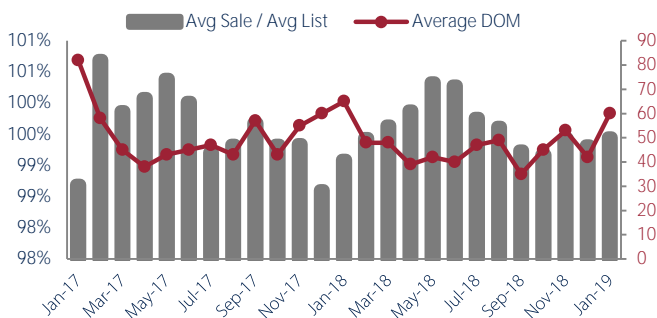
New Listings & Current Contracts

This month there were 36 homes newly listed for sale in Kingstowne and Hayfield compared to 35 in January 2018, an increase of 3%. There were 28 current contracts pending sale this January, consistent with the volume a year ago. The number of current contracts is 22% lower than last month.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Kingstowne and Hayfield was 99.5% 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 60, lower than the average last year, which was 65, a decrease of 8%.



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