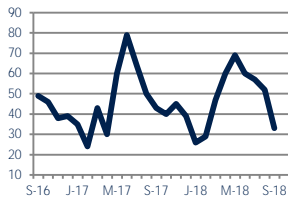


Zip Code(s): 22315

Units Sold

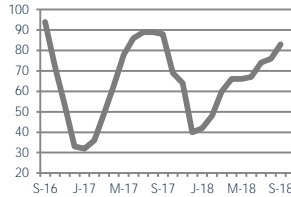
33



Down
Vs. Year Ago

Active Inventory

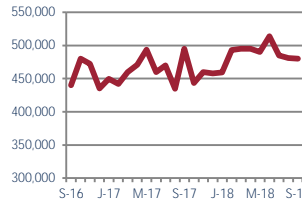
83



Down -6%
Vs. Year Ago

Median Sale Price

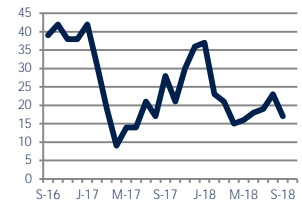
\$480,000



Down -3%
Vs. Year Ago

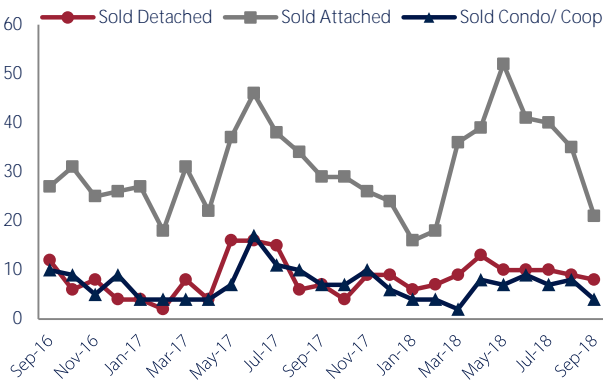
Days On Market

17



Down -39%
Vs. Year Ago

Units Sold*



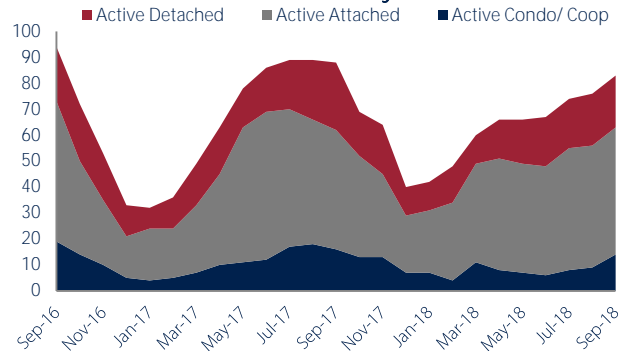
Units Sold

With relatively few transactions, there was a decrease in total units sold in September, with 33 sold this month in Kingstowne and Hayfield. This month's total units sold was lower than at this time last year, a decrease from September 2017.

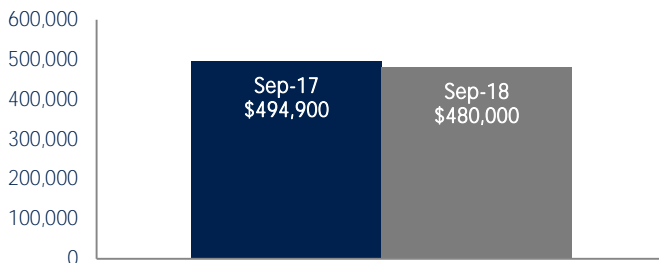
Active Inventory

Versus last year, the total number of homes available this month is lower by 5 units or 6%. The total number of active inventory this September was 83 compared to 88 in September 2017. This month's total of 83 is higher than the previous month's total supply of available inventory of 76, an increase of 9%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Kingstowne and Hayfield Homes was \$494,900. This September, the median sale price was \$480,000, a decrease of 3% or \$14,900 compared to last year. The current median sold price is approximately the same as the median price in August.

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.



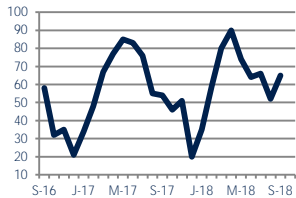
Focus On: Kingstowne and Hayfield Housing Market

September 2018

Zip Code(s): 22315

New Listings

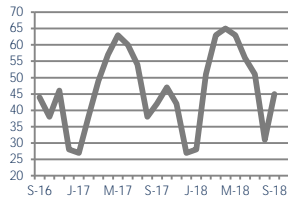
65



Up 20%
Vs. Year Ago

Current Contracts

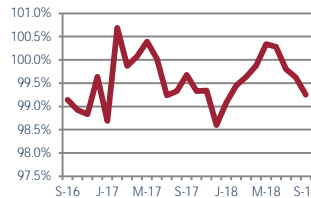
45



Up 7%
Vs. Year Ago

Sold Vs. List Price

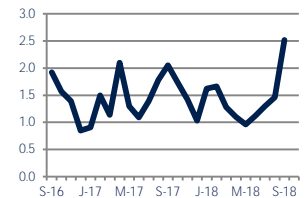
99.3%



No Change
Vs. Year Ago

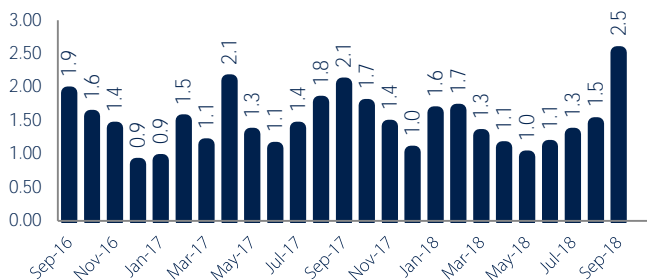
Months of Supply

2.5



Up 23%
Vs. Year Ago

Months Of Supply



Months of Supply

In September, there was 2.5 months of supply available in Kingstowne and Hayfield, compared to 2.0 in September 2017. That is an increase of 23% versus a year ago.

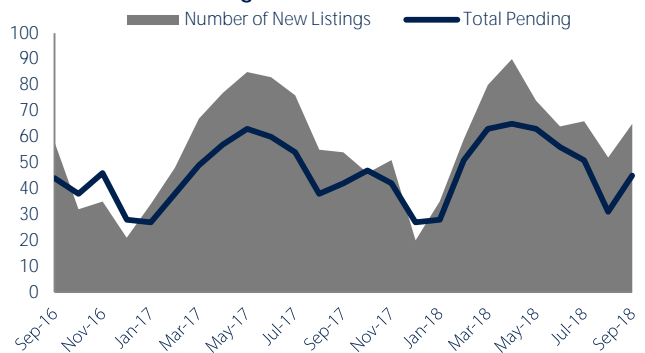
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

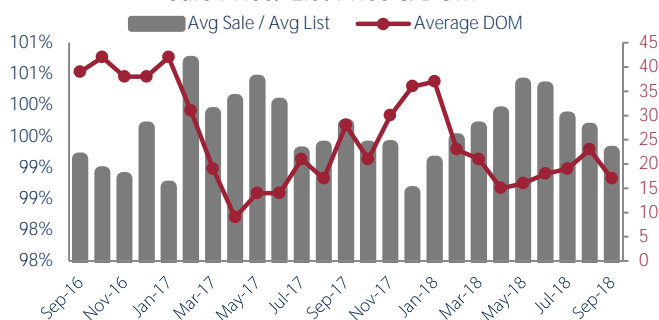
This month there were 65 homes newly listed for sale in Kingstowne and Hayfield compared to 54 in September 2017, an increase of 20%.

There were 45 current contracts pending sale this September compared to 42 a year ago. The number of current contracts is 7% higher than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, 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 17, lower than the average last year, which was 28, a decrease of 39%.



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