



The Long & Foster Market Minute™

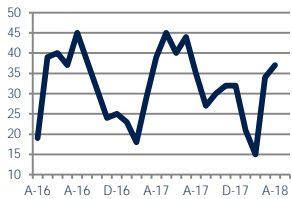
Focus On: **Lincolnia Housing Market**

April 2018

Zip Code(s): 22312

Units Sold

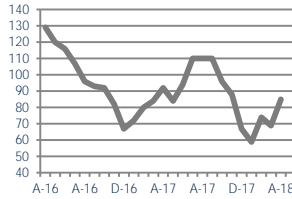
37



Down -5%
Vs. Year Ago

Active Inventory

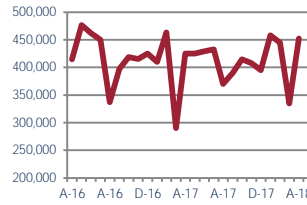
85



Down -8%
Vs. Year Ago

Median Sale Price

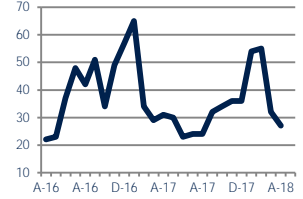
\$452,500



Up
Vs. Year Ago

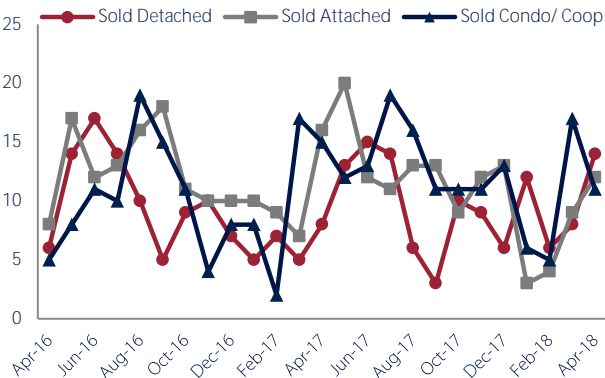
Days On Market

27



Down -13%
Vs. Year Ago

Units Sold*



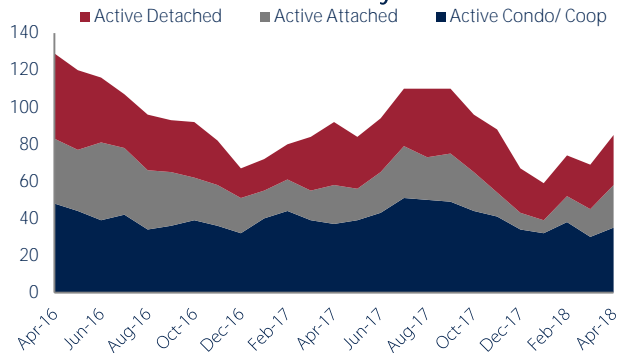
Units Sold

There was an increase in total units sold in April, with 37 sold this month in Lincolnia versus 34 last month, an increase of 9%. This month's total units sold was lower than at this time last year, a decrease of 5% versus April 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 7 units or 8%. The total number of active inventory this April was 85 compared to 92 in April 2017. This month's total of 85 is higher than the previous month's total supply of available inventory of 69, an increase of 23%.

Active Inventory*



Median Sale Price



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last April, the median sale price for Lincolnia Homes was \$425,000. This April, the median sale price was \$452,500, an increase of \$27,500 compared to last year. The current median sold price is higher than in March.

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



Lincolnia are defined as properties listed in zip code/s 22312.

*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.





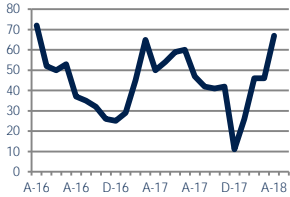
Focus On: Lincolnia Housing Market

April 2018

Zip Code(s): 22312

New Listings

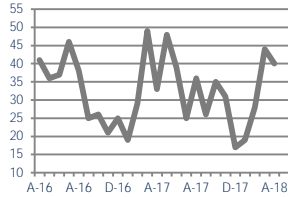
67



Up 34%
Vs. Year Ago

Current Contracts

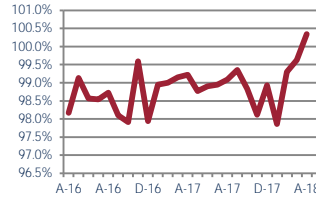
40



Up 21%
Vs. Year Ago

Sold Vs. List Price

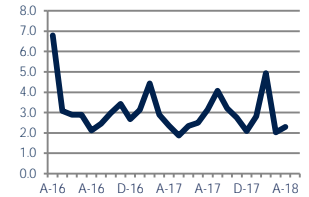
100.3%



Up 1.1%
Vs. Year Ago

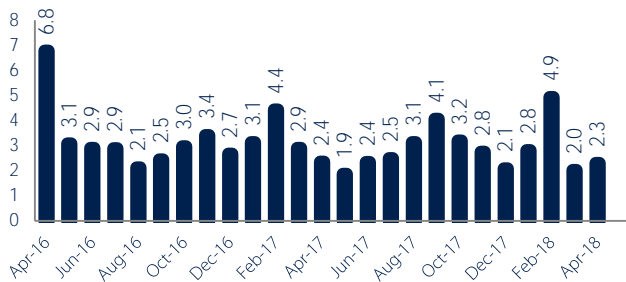
Months of Supply

2.3



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

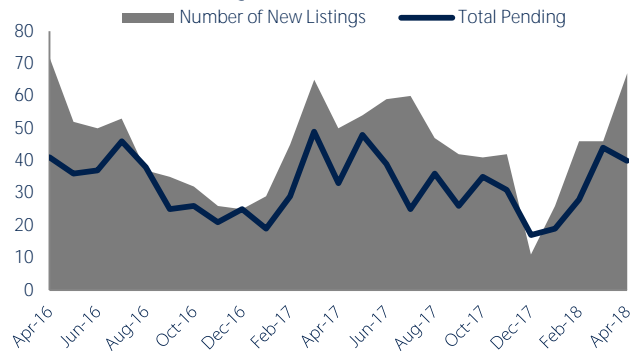
In April, there was 2.3 months of supply available in Lincolnia. The amount of supply is similar compared to a year ago.

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.

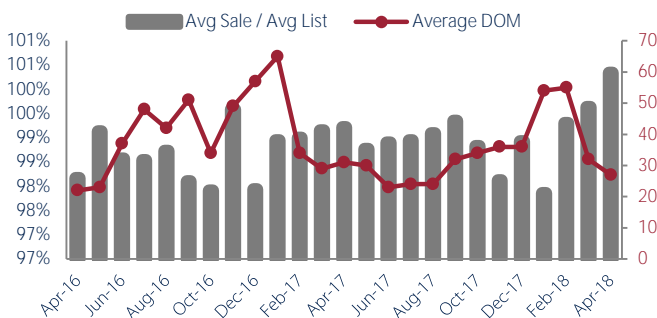
New Listings & Current Contracts

This month there were 67 homes newly listed for sale in Lincolnia compared to 50 in April 2017, an increase of 34%. There were 40 current contracts pending sale this April compared to 33 a year ago. The number of current contracts is 21% higher than last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Lincolnia was 100.3% of the average list price, which is 1.1% higher than at this time last year.

Days On Market

This month, the average number of days on market was 27, lower than the average last year, which was 31, a decrease of 13%.



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