



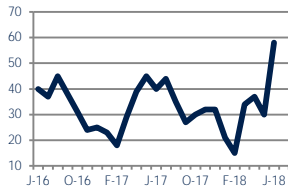
The Long & Foster Market Minute™

Focus On: **Lincolnia Housing Market**

June 2018

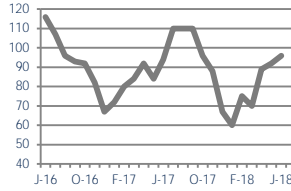
Zip Code(s): 22312

Units Sold
58



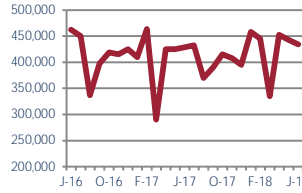
Up
Vs. Year Ago

Active Inventory
96



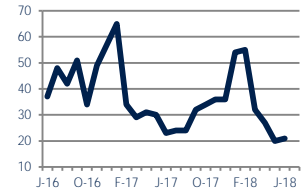
Up 2%
Vs. Year Ago

Median Sale Price
\$434,450



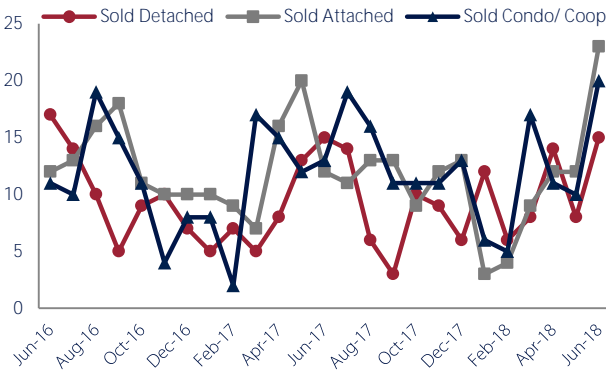
Up 1%
Vs. Year Ago

Days On Market
21



Down -9%
Vs. Year Ago

Units Sold*



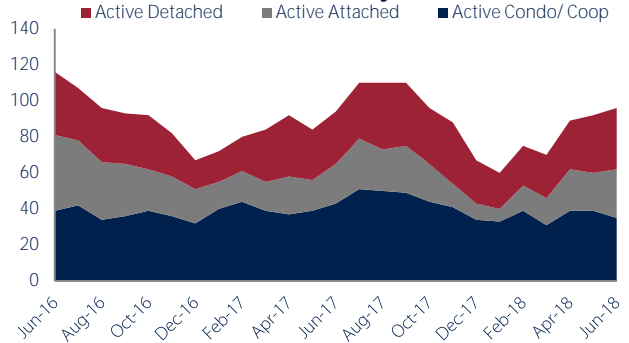
Units Sold

There was an increase in total units sold in June, with 58 sold this month in Lincolnia. 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 2 units or 2%. The total number of active inventory this June was 96 compared to 94 in June 2017. This month's total of 96 is higher than the previous month's total supply of available inventory of 92, an increase of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Lincolnia Homes was \$429,000. This June, the median sale price was \$434,450, an increase of 1% or \$5,450 compared to last year. The current median sold price is 2% lower than in May.

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.

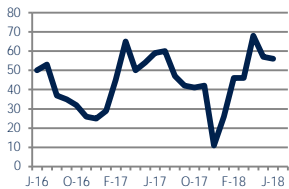




Zip Code(s): 22312

New Listings

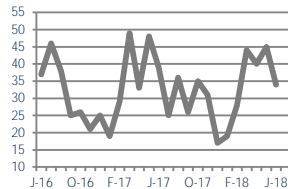
56



Down -5%
Vs. Year Ago

Current Contracts

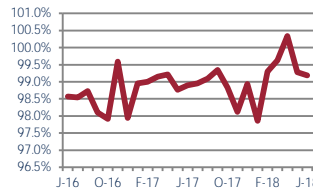
34



Down -13%
Vs. Year Ago

Sold Vs. List Price

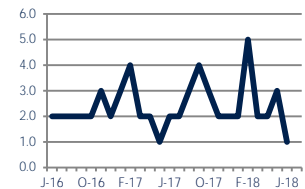
99.2%



No Change
Vs. Year Ago

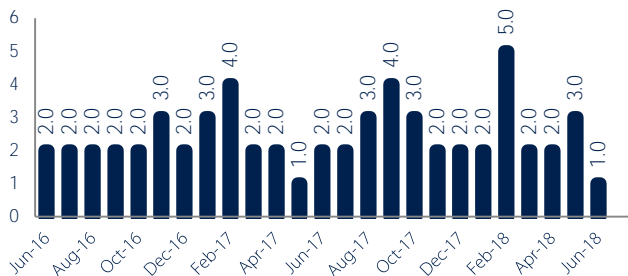
Months of Supply

1.0



Down -50%
Vs. Year Ago

Months Of Supply



Months of Supply

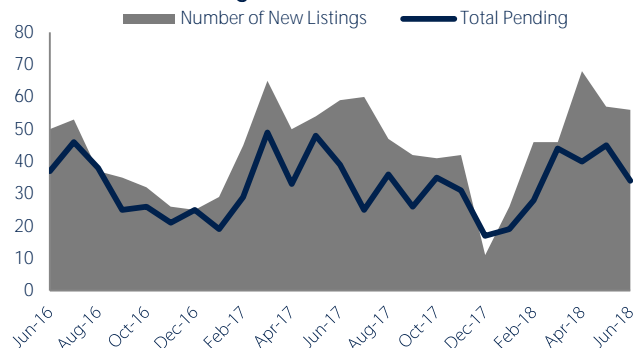
In June, there was 1.7 months of supply available in Lincolnia, compared to 2.4 in June 2017. That is a decrease of 30% versus a year ago.

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.

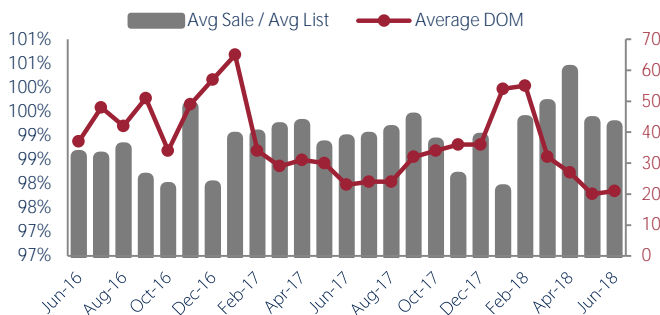
New Listings & Current Contracts

This month there were 56 homes newly listed for sale in Lincolnia compared to 59 in June 2017, a decrease of 5%. There were 34 current contracts pending sale this June compared to 39 a year ago. The number of current contracts is 13% lower than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Lincolnia was 99.2% 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, lower than the average last year, which was 23, a decrease of 9%.



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