



The Long & Foster Market Minute™

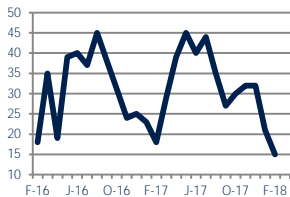
Focus On: **Lincolnia Housing Market**

February 2018

Zip Code(s): 22312

Units Sold

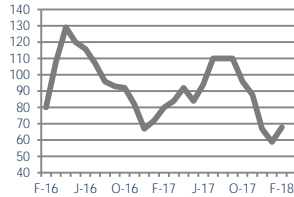
15



Down -17%
Vs. Year Ago

Active Inventory

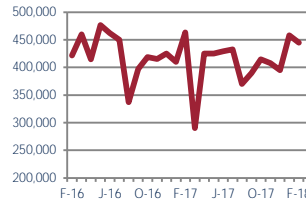
68



Down -15%
Vs. Year Ago

Median Sale Price

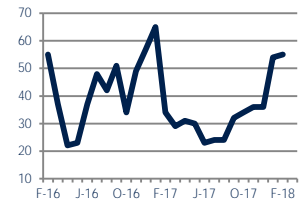
\$445,000



Down -4%
Vs. Year Ago

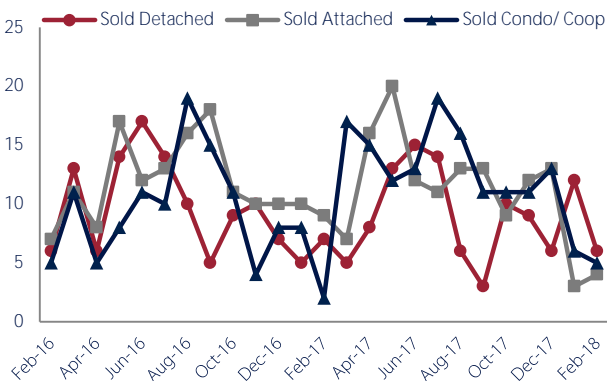
Days On Market

55



Up
Vs. Year Ago

Units Sold*



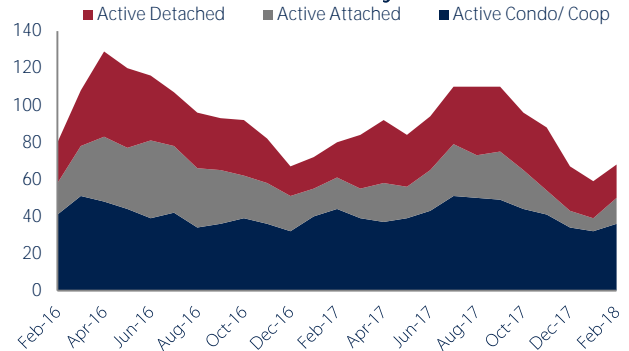
Units Sold

There was a decrease in total units sold in February, with 15 sold this month in Lincolnia versus 21 last month, a decrease of 29%. This month's total units sold was lower than at this time last year, a decrease of 17% versus February 2017.

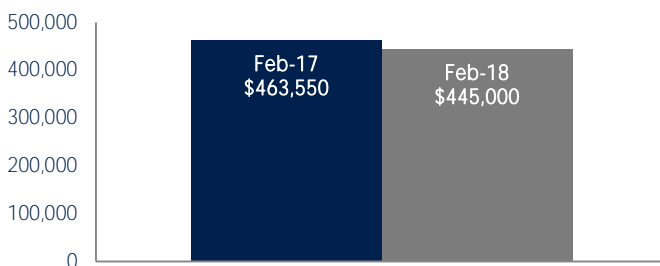
Active Inventory

Versus last year, the total number of homes available this month is lower by 12 units or 15%. The total number of active inventory this February was 68 compared to 80 in February 2017. This month's total of 68 is higher than the previous month's total supply of available inventory of 59, an increase of 15%.

Active Inventory*



Median Sale Price



Median Sale Price

Last February, the median sale price for Lincolnia Homes was \$463,550. This February, the median sale price was \$445,000, a decrease of 4% or \$18,550 compared to last year. The current median sold price is 3% lower than in January.

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.

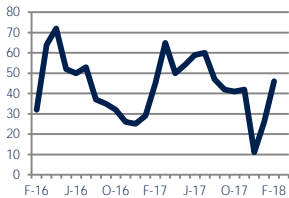
Information included in this report is based on data supplied by MRIS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of MRIS or Long & Foster Real Estate, Inc.



Zip Code(s): 22312

New Listings

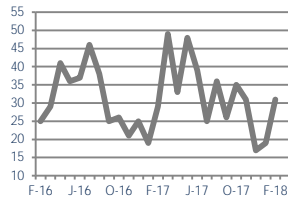
46



Up 2%
Vs. Year Ago

Current Contracts

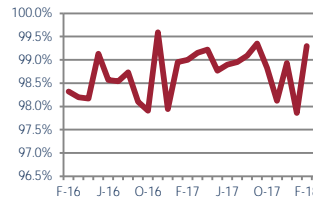
31



Up 7%
Vs. Year Ago

Sold Vs. List Price

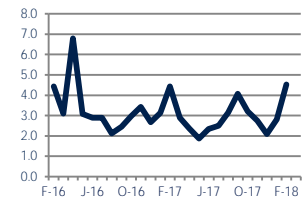
99.3%



No Change
Vs. Year Ago

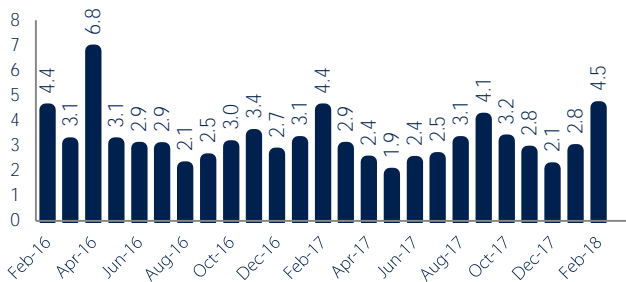
Months of Supply

4.5



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

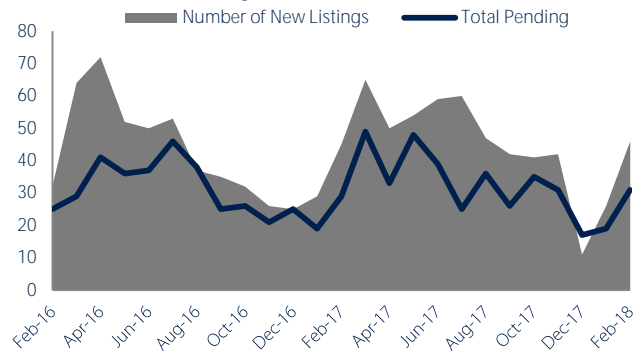
In February, there was 4.5 months of supply available in Lincolnia. The amount of supply is similar compared to a year ago.

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.

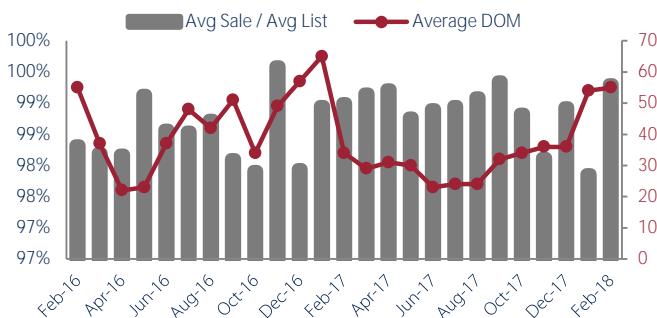
New Listings & Current Contracts

This month there were 46 homes newly listed for sale in Lincolnia compared to 45 in February 2017, an increase of 2%. There were 31 current contracts pending sale this February compared to 29 a year ago. The number of current contracts is 7% higher than last February.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In February, the average sale price in Lincolnia 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 55, higher than the average last year, which was 34. This increase was impacted by the limited number of sales.



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.

