

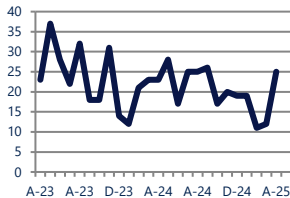
THE LONG & FOSTER MARKET MINUTE™

FOCUS ON: **LINCOLNIA HOUSING MARKET**

APRIL 2025

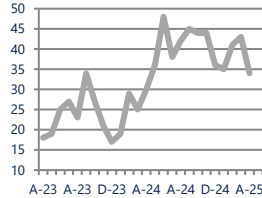
Zip Code(s): 22312

Units Sold
25



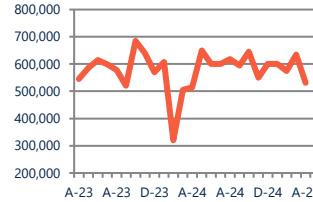
Up
Vs. Year Ago

Active Inventory
34



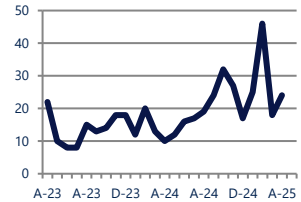
Up 13%
Vs. Year Ago

Median Sale Price
\$531,000



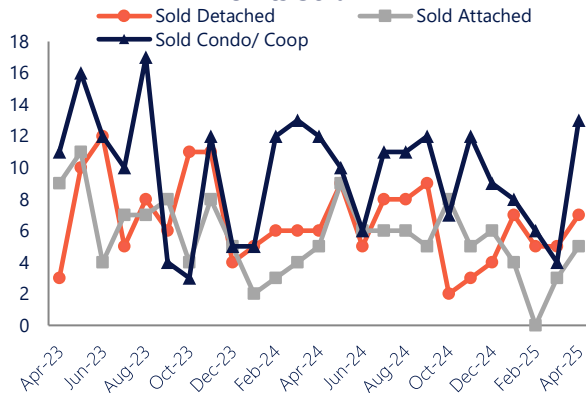
Up 3%
Vs. Year Ago

Days On Market
24



Up
Vs. Year Ago

Units Sold*



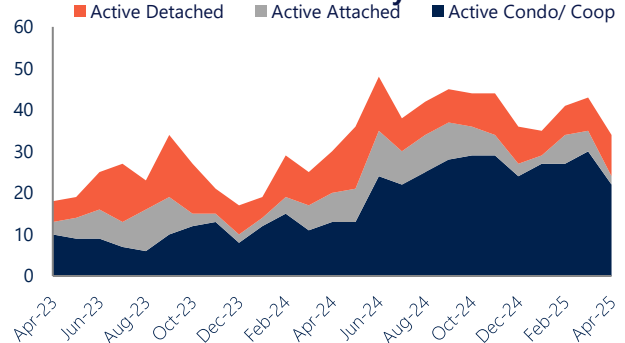
Units Sold

With relatively few transactions, there was an increase in total units sold in April, with 25 sold this month in Lincolnia. This month's total units sold was higher than at this time last year, an increase from April 2024.

Active Inventory

Versus last year, the total number of homes available this month is higher by 4 units or 13%. The total number of active inventory this April was 34 compared to 30 in April 2024. This month's total of 34 is lower than the previous month's total supply of available inventory of 43, a decrease of 21%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Lincolnia Homes was \$515,000. This April, the median sale price was \$531,000, an increase of 3% or \$16,000 compared to last year. The current median sold price is 16% lower 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 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.

THE LONG & FOSTER MARKET MINUTE™

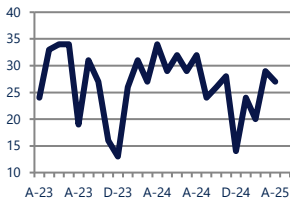
FOCUS ON: **LINCOLNIA HOUSING MARKET**

APRIL 2025

Zip Code(s): 22312

New Listings

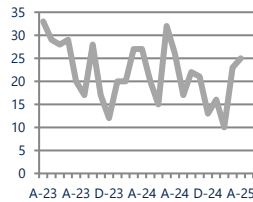
27



Down -21%
Vs. Year Ago

Current Contracts

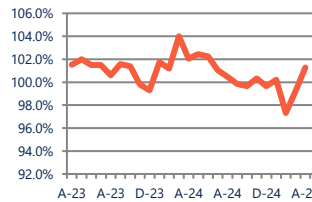
25



Down -7%
Vs. Year Ago

Sold Vs. List Price

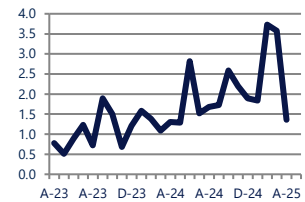
101.3%



Down -0.8%
Vs. Year Ago

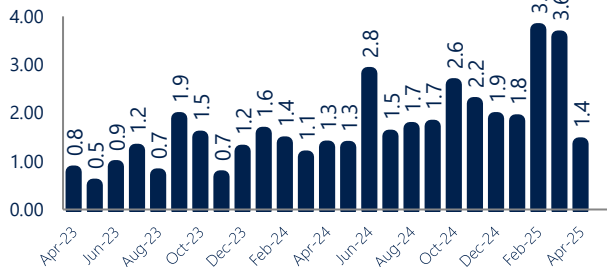
Months of Supply

1.4



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

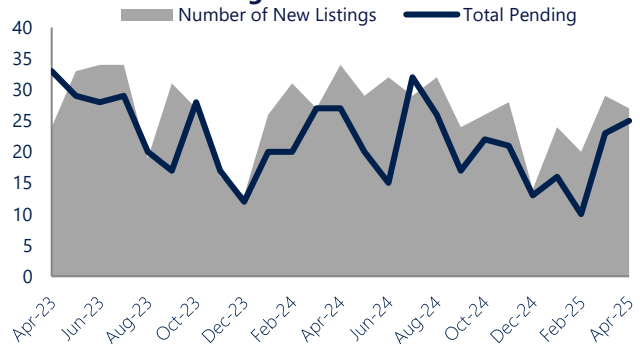
In April, there was 1.4 months of supply available in Lincolnia. The amount of supply is similar compared to a year ago.

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.

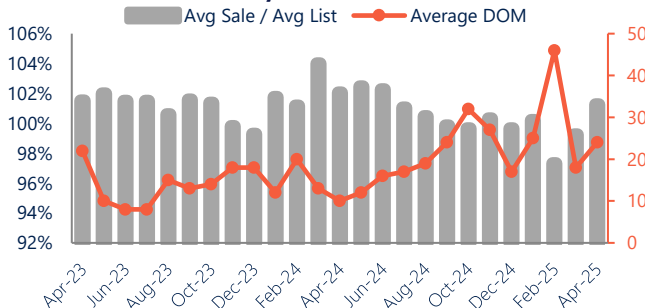
New Listings & Current Contracts

This month there were 27 homes newly listed for sale in Lincolnia compared to 34 in April 2024, a decrease of 21%. There were 25 current contracts pending sale this April compared to 27 a year ago. The number of current contracts is 7% lower 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 101.3% of the average list price, which is 0.8% lower than at this time last year.

Days On Market

This month, the average number of days on market was 24, higher than the average last year, which was 10. This increase was impacted by the limited number of sales.

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