



The Long & Foster Market Minute™

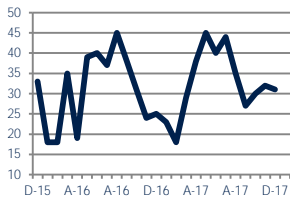
Focus On: **Lincolnia Housing Market**

December 2017

Zip Code(s): 22312

Units Sold

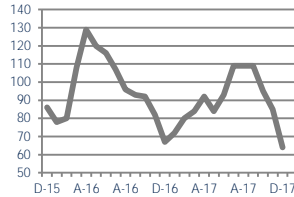
31



Up 24%
Vs. Year Ago

Active Inventory

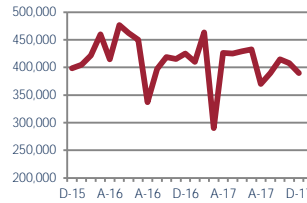
64



Down -4%
Vs. Year Ago

Median Sale Price

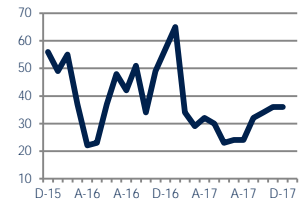
\$390,000



Down -8%
Vs. Year Ago

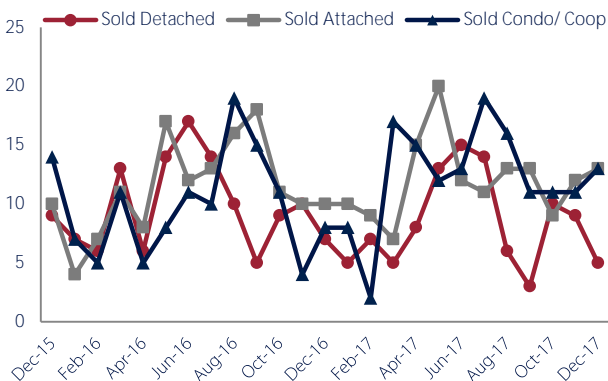
Days On Market

36



Down -37%
Vs. Year Ago

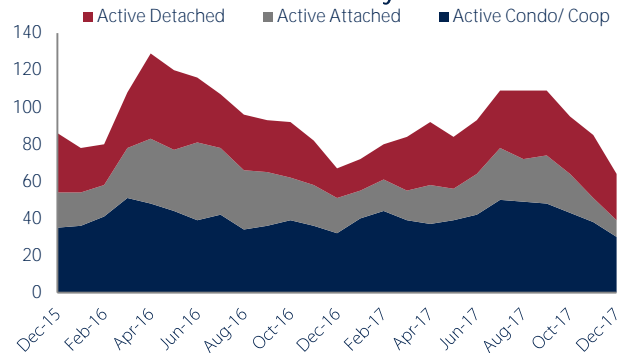
Units Sold*



Units Sold

There was a decrease in total units sold in December, with 31 sold this month in Lincolnia versus 32 last month, a decrease of 3%. This month's total units sold was higher than at this time last year, an increase of 24% versus December 2016.

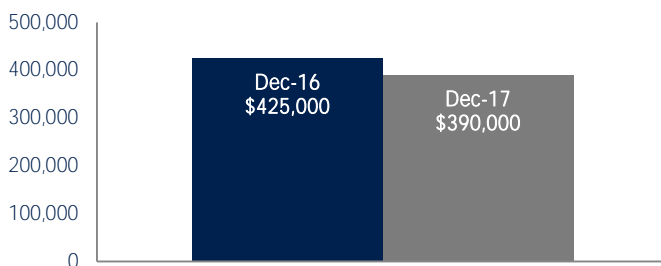
Active Inventory*



Active Inventory

Versus last year, the total number of homes available this month is lower by 3 units or 4%. The total number of active inventory this December was 64 compared to 67 in December 2016. This month's total of 64 is lower than the previous month's total supply of available inventory of 85, a decrease of 25%.

Median Sale Price



Median Sale Price

Last December, the median sale price for Lincolnia Homes was \$425,000. This December, the median sale price was \$390,000, a decrease of 8% or \$35,000 compared to last year. The current median sold price is 4% lower than in November.

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.





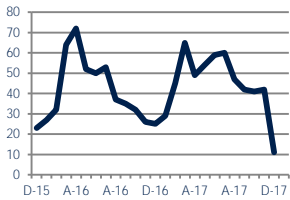
Focus On: Lincolnia Housing Market

December 2017

Zip Code(s): 22312

New Listings

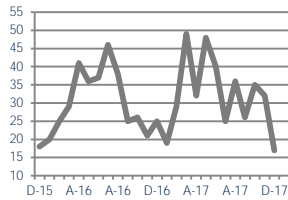
11



Down -56%
Vs. Year Ago

Current Contracts

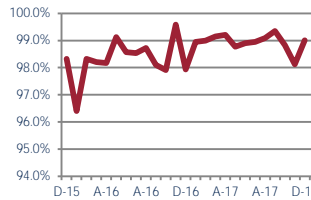
17



Down -32%
Vs. Year Ago

Sold Vs. List Price

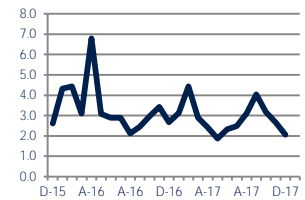
99.0%



Up 1.1%
Vs. Year Ago

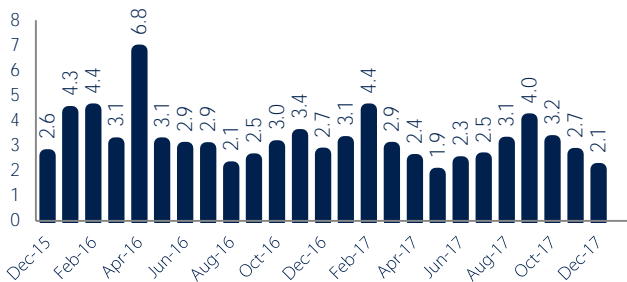
Months of Supply

2.1



Down -23%
Vs. Year Ago

Months Of Supply



Months of Supply

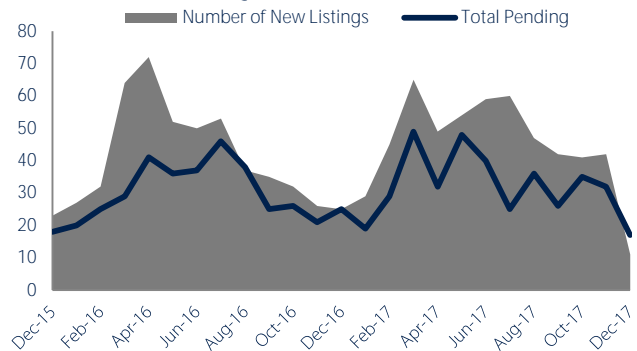
In December, there was 2.1 months of supply available in Lincolnia, compared to 2.7 in December 2016. That is a decrease of 23% versus a year ago.

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.

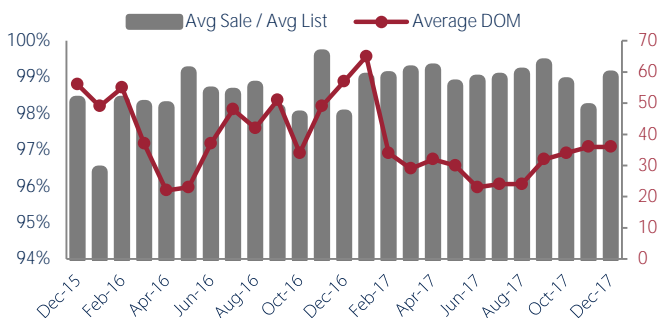
New Listings & Current Contracts

This month there were 11 homes newly listed for sale in Lincolnia compared to 25 in December 2016, a decrease of 56%. There were 17 current contracts pending sale this December compared to 25 a year ago. The number of current contracts is 32% lower than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Lincolnia was 99.0% 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 36, lower than the average last year, which was 57, a decrease of 37%.



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